

MiVoice Business SMB Offer

Summary:

Mitel is offering a special Promotion for partners to address the SMB space. This promotion can be found in CPQ. To be eligible, the configuration should contain a CX II Controller with Enterprise Base Software and between 8 and 50 users.

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November 1, 2020

Effective Date:

November 1, 2020

Bulletin Number:

PB2020Nov1B

Bulletin Type:

Program Announcement

Product Family:

MiVoice Business

Audience:

US, Canada, Caribbean

Revision Version:

2.0

Revision Reason:

Initial Release

Summary

Mitel is now offering a campaign for North American partners to extend the MiVoice Business product down into the Small-Medium Business space where previously only the MiVoice Office 250 platform was a viable solution. This promotion is specifically targeted at the 8 to 50 user size. This campaign takes the form of partner rebates that are calculated in CPQ, with the assumption that a similar savings is passed on to the end customer. A similar promo was available earlier in 2020.

Product Overview

The MiVoice Business product offering for this promotion involves a CX II Controller with Enterprise base software, and 8 to 50 user licenses. The rebate is as follows:

- 65% off 50006729 and 65% off 54005968
- 65% off 50006729 and 32.5% off 54004973 (with 16 users)

Should the user licenses be chosen as UCC licenses, a 25% rebate of the Partner Buy price is offered for the 54006539 UCCv4.0 Entry User for MiVoice Business x1 license or the 54006542 UCCv4.0 STND User for MiVoice Business x1.

Should the user licenses be chosen as Enterprise User licenses, a rebate of 80% of Partner Buy price will be offered for both 54000297 MCD Mailbox License and 54003691 MiVoice Business External Hot Desking to go along with each Enterprise user license ordered. These licenses were chosen to have rebates to align with MiVoice Office 250, where voicemail and cellphone twinning are included as part of the standard offering.

The Mitel 6900 series phones are an important part of the offering. Along with the above, savings of 25% (4 for 3) can be seen for 6920, 6930, and 6940.

This promotion can be found under the “Buy Campaign” heading in CPQ for eligible regions under the title “MiVoice Business SMB” using the promo code “MiVB_SMB”.

Market Introduction Schedule

This offering will be available to partners on November 2, 2020.

Questions & Answers

- Q. I have had success selling MiVoice Connect into this SMB space. Is MiVoice Connect a viable product for the SMB space?
- A. MiVoice Connect is also a good fit for the SMB market. This promotion is primarily intended for partners who are already familiar with MiVoice Business and would like an additional offering for SMB.
- Q. Can I apply this same campaign to a 100 user configuration?
- A. No. The intent of this promotion is to address configurations of 50 users or less that would typically be classified as SMB. MiVoice Business already fits into a 100 user configuration.
- Q. Is there an expiry date to this promotion?

- A. The expiry date is currently set to the end of the year, however we intend to continue it in 2021.

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