



April 26, 2007 – Mitel Networks Corporation and Inter-Tel (Delaware) Incorporated (Nasdaq: INTL), today announced they have signed a definitive merger agreement whereby Mitel will acquire Inter-Tel, a full-service provider of business communications solutions for US\$25.60 per Inter-Tel share in cash, representing a total purchase price of approximately US\$723 million. Once completed, the merger creates a market leader in the US and UK SMB IP communications industry, the fastest growing sector of the IP communications market. The private company will have two trusted, customer focused brands and anticipated revenues of over US\$800 million, twice those of Mitel today. “We believe that this transaction will deliver superior value to Inter-Tel’s stockholders, and Mitel is the right partner to create additional growth opportunities for our employees and provide exceptional products and services to our customers for the long-term,” said Alexander Cappello, Chairman of the Board of Inter-Tel. “I believe this is a great fit and a win-win for all involved,” said Terence H. Matthews, Chairman of Mitel. “These are two entrepreneurial companies with the agility, flexibility and drive to win in the global market.” The merger combines the strengths of Inter-Tel and Mitel in the IP communications market, providing increased scale to extend their leadership in the SMB sector and expand into the large business IP communications market. The combined company will bring together Mitel’s extensive global

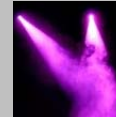
Mitel to Acquire Inter-Tel

reach and Inter-Tel’s strong network across the US creating a formidable industry player. “By bringing together the unique strengths of each company, this transaction accelerates our growth strategy,” said Mitel CEO Don Smith. “Inter-Tel’s achievements, particularly in North America, include creating successful managed service offerings that we intend to extend to Mitel’s resellers and customers worldwide. Mitel’s scalable solutions and broad geographic reach will drive growth in the large enterprise sector complementing recent moves by Inter-Tel to expand its addressable market. We believe the merger will deliver value to customers, channel partners, employees and shareholders while making us the clear choice for new clients.” “We believe this is an outstanding transaction for our stakeholders,” said Inter-Tel CEO Norman Stout. “Mitel and Inter-Tel have state-of-the-art products and complementary channels to market. In particular, we are excited about the opportunities this partnership represents for Inter-Tel’s associates and partners, who we believe will benefit from being part of a larger, growing and dynamic organization that can compete more effectively in the marketplace. We look forward to working with the Mitel team to ensure a rapid and seamless transition.” The combined company, including Inter-Tel international subsidiaries such as Inter-Tel Europe, Swan Solutions and Lake Communications, will have solutions to address the needs of very small to large businesses globally. It will have market coverage in over 90 countries and customers in industries such as finance, healthcare,

hospitality, retail, government and education. The merger brings together two extensive product portfolios with strengths in unified communications, networking, management and applications such as messaging, contact centers, mobility and collaboration. Each company’s commitment to open industry standards, such as SIP, XML and CSTA, will enable the accelerated introduction of new and innovative business solutions. Partners who have developed solutions compatible with both companies’ products are expected to see a more compelling opportunity to extend their value proposition. “Having rapidly achieved the next step in our long-term growth plans with this merger, we will for the near-term, withdraw Mitel from the IPO registration process,” said Don Smith. “We look forward to working with the Inter-Tel team to accelerate our position in the dynamic unified communications market.” The boards of directors of both companies have approved the transaction and it is subject to the approval of Inter-Tel stockholders and other customary closing conditions, including regulatory approvals. The transaction is expected to close in the third quarter of 2007. The transaction is being funded by a combination of equity and debt. The equity component is being led by Francisco Partners with participation by Morgan Stanley Principal Investments (“MSPI”). The debt funding is being arranged by Morgan Stanley on behalf of Mitel. Morgan Stanley was the financial advisor to Mitel.



Spotlight



A Mitel and Inter-Tel Partnership—what does it mean?

Many were taken by surprise over the announcement by Mitel that it is acquiring Inter-Tel. In our view the transaction combines two firms with excellent strengths. Mitel, a long term, enterprise level player across the globe, with Inter-Tel, a firm with tremendous domestic focus, great distribution capabilities and a strong engineering presence. For ICS Telecom, we see two allies becoming a single, unified force. We think the talents of both firms, the innovative leadership of Mitel, the vision for making the right next moves, with the ability to execute a strategic direction will bring a company with an unmatched portfolio of VoIP/SIP integrated products and solutions. For us, we can’t wait to see how this transaction develops and evolves. Stay tuned for more information. Please do not hesitate in contacting us with your questions or comments.



Crisis Preparedness a Focus of Communications Solutions that Make a Difference

With the immense focus placed recently on managing crises, many organizations—especially education, health care, and municipal environments are considering their preparedness in the event of minor, heightened and critical events. An organization's ability to communicate, and to inform can make a huge difference. ICS Telecom is committed to provisioning solutions to these important situations. Among our focus areas:

911 Notification: On site first responders are notified of an emergency regardless of their location at the time of the event (via cell, wired, wireless or Instant Mobile Connect (IMC) enabled device. Off-site 911-PSAP notification may include precise location and personal detail such as medical information if the emergency is health related.

Internal Staff Alerts: Instantly push text & audio alerts to phones with staff acknowledgement, allow all staff to send duress broadcasts.

Voice Mail/Email/Text Notification: Send text and email notifications to staff, families, community and au-



thorities automatically when critical events occur.



Activation of Safety Teams: Provides access to various individuals such as administration, security, health personnel, and operations/facilities personnel at their desktop, via email, text message, cell, or other Mobile-Connect device. Staff may be located automatically anywhere, anytime.

Evacuation & Lockdown: Plans may be communicated throughout an organization as necessary using either audio or text formats. Lockdowns may even be initiated by authorized individuals from specified device locations.

Heightened Awareness

Instant Mobile-Connect: Provides a means to reach important staff via one number at any time or location.

Caller ID/Malicious Call Trace: Mitigate risks by capturing, tracking and recording threatening calls from locations on or off-site.

Critical "People" Information: Provides access for authorized staff to data that may range from health to behavioral, to many areas such as disciplinary information.

We face the threat of unforeseen circumstances, the idea that at a moment's notice we may need to take action to diffuse a matter that may be fairly simple, or, at the other extreme be highly volatile. The communications systems and strategies one has implemented to assist with management, with communication within an organization and outside its organization can lead to time saving, more information, better preparedness. Is your organization ready? Is your School District ready? Your healthcare provider? For a FREE crisis-communications assessment, contact ICS Telecom today.



MEET THE TEAM!



OUR APRIL **TEAM FOCUS** FEATURES SHANNON VAN GROL. SHANNON STARTED WITH ICS IN 1998 AS A RECEPTIONIST IN OUR ROCHESTER HEADQUARTERS. SINCE THEN SHE HAS MANAGED INSIDE AMC ORDERS AND TODAY SERVES AS CHIEF DISPATCHER FOR FIELD SERVICE.



TotalCare = Real Service & Support

Go ahead - compare. Does your provider offer you a package of standards that equate to TotalCare? ICS Telecom's Service and support program has become a standard of excellence. Any new system purchase/lease, or annual maintenance agreement comes equipped with 24x7x365 Coverage—

around the clock, service any-time. Customer defined emergency—you name it, we treat it as such—with TotalCare it really is your call. 25 Minute Plan—after hours services means real escalation, and a max 25 minute response to your inquiries. Annual tune-ups—we'll even

come in on demand to provide clean up, programming, instruction, database updating—all complimentary. Spare parts—we house parts from decades of systems installations, and with thousands of parts in stock, you get improved service. TotalCare is not just a program but a new way of life for us.