

THE CHANGING SIP DEVICE LANDSCAPE

More platforms. More user types. More opportunity.



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CSSA STAR 2026

Mitel

Mitel Today

2M yr.
Business phones
SOLD
WORLDWIDE

75M+
GLOBAL USERS
in more than
110 COUNTRIES

#2 Globally in
Enterprise UC

#1
in DECT
WORLDWIDE

5000+
Employees
Globally

Celebrating
50+ years
of servicing
customers

Over a Billion
Dollars of
REVENUE
WORLDWIDE

5000 +
Channel
Partners

2500
Patents and
Applications



Who still needs a desk phone?

The answer depends on
where and how people
work

SHOW OF HANDS



The communications environment changed

**MORE
PLATFORMS**

**HYBRID
WORK**

**MORE USER
CHOICE**

**LONGER DEVICE
LIFECYCLES**

The device decision now extends beyond the current phone system



One organization. Different communication needs.



Frontline locations



Shared spaces



Hybrid users



High-call-volume users

The device decision starts with the user's role

SOME CALLS STILL NEED A PHONE

Immediate
Available
Reliable



The phone is part of the workspace



WI-FI



BLUETOOTH

PCLINK

MOBILELINK

How customers evaluate SIP devices

- 01 Platform support
- 02 Security and lifecycle
- 03 Deployment and management
- 04 User experience
- 05 Total operating cost



Experience beyond the box

Decades of business communications experience

Large deployments
Shared environments
Long device lifecycles
Support after installation



Mitel Open SIP

SIP UC PLATFORMS

UCAAS



SERVICE PROVIDERS

STANDARDS-BASED SIP

More platform choice
More customer flexibility

One portfolio across different user needs



6907



6910



6915



6920w



6930w



6940w



6970

ESSENTIAL

PROFESSIONAL

ADVANCED

CONFERENCE

Essential calling



6907



6910



6915

**Reliable business
communications
for shared spaces
and high-volume
deployments**

The everyday professional

6920w

**A balanced desktop experience
for office and hybrid users**

Color display
Wi-Fi option
Bluetooth and PC integration



Advanced and executive users



6930w



6940w

More control for employees who live on the phone

Meeting and shared spaces

6970

Purpose-built audio for everyone in the room

Large color touchscreen
360-degree beam-forming microphones
PCLink and MobileLink



6900 Accessories



Tailor Your Phone To Fit Your Work Style

White Label Options



**Product Logo
Plate Branding**

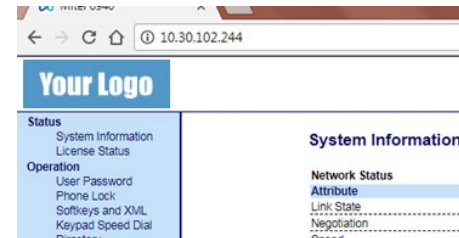


**Software
Branding**
Boot-up Screen &
Wallpaper



**Packaging, Labels,
In-box, SKU Customizations**

Product Box, Overpack, Pallet labels,
cables,
AC adapters, quick reference cards, and
custom labels to support Service Provider
ERPs



Branded Interfaces
Web Interface



Redirection & Configuration Server

James Wong

Firmwares Preferences Change Password Activity
Login Report Audit Report Account Management Report
Automation Logout

Mitel [\(change\)](#)

[Summary](#) [Users](#) [Servers](#) [Phones](#) [Branding](#)

Phones

[All](#) [Recently Added 10](#) [Unaffiliated](#) [Find](#)

☐	MAC Address	Server	Branding	Vendor	Firmware	Times Registered	IP Address	Date Registered	Last Connected
☐	08-00-0F-9A-5F-38	MCS Geo Cluster M2		Mitel		2	104.189.208.10	2015-06-11 13:00:46	2015-06-11 13:06:46
☐	08-00-0F-98-F9-09	MCS Geo Cluster S1		Mitel		7	198.24.88.44	2015-05-28 17:02:21	2020-10-22 20:41:53
☐	08-00-0F-98-35-33	MCS Geo Cluster S1		Mitel		5	71.89.252.184	2016-06-01 18:21:27	2021-02-25 11:33:15
☐	08-00-0F-88-B8-D3	MCS Sea Cluster 1		Mitel		1	12.147.66.108	2015-07-10 13:14:44	2015-07-10 13:14:44
☐	08-00-0F-97-52-C9	MCS Sea Cluster 1		Mitel		2	96.90.182.105	2015-06-26 21:48:20	2015-06-26 23:22:40
☐	08-00-0F-97-51-BD	MCS Sea Cluster 1		Mitel		2	96.90.182.105	2015-06-26 17:11:29	2015-06-26 18:17:16
☐	08-00-0F-97-53-98	MCS Sea Cluster 1		Mitel		2	96.90.182.105	2015-06-26 17:11:52	2015-06-26 18:06:41

Zero Touch Provisioning Services - RCS

- Access to Mitel's Zero Touch Provisioning service called RCS
- Enables out-of-box automatic provisioning of devices with Service Provider configuration servers
- Ship devices to end-customers without pre-provisioning
- Service Providers get exclusive access to RCS REST APIs for integration with Service Provider ERP systems
- RCS reliably operated on AWS



Certifications



ALIANZA



metaswitch



Collateral Data Sheets Battle Card

The phone is just the beginning.

Mitel Open SIP accessories make every workspace more flexible.



Bluetooth Cordless Handset



Wall Mount



Mitel SIP Phones for the Open SIP Market

Open SIP Solutions

One Phone. Every Platform. Built to Outlast the Rest.

Enterprise-Grade Durability	Productivity-Boosting Features
- Designed and engineered in the Canada manufactured in Germany - Designed for heavy daily use in high-volume environments - Premium materials and build quality that outlast budget devices	- Large, high-resolution displays - Programmable keys for speed and efficiency - BT, USB, and mobile integration options - Largest list of accessories

Future-Proof Investment	Superior Audio & Call Quality
- Works with any Open SIP-compatible voice platform - Remote provisioning and firmware updates keep devices secure and up-to-date without desk visits	- HD wideband audio with advanced noise reduction - Consistent clarity that improves customer experience and reduces call handling time

Loved by Users	Built for IT
- Intuitive interface - Ergonomic design and exceptional comfort for all-day use - Antimicrobial surfaces, ideal for healthcare and shared spaces	- Local support - Centralized management tools - Reduced troubleshooting calls - Lower replacement cycles

6900 Open SIP Phone Series - More Choices for More Voices



mitel.com

Mitel

WHILE OTHERS RAISE PRICES, MITEL LOWERS THEM.

OPEN SOLUTION SIP DEVICES

One phone family. Multiple platforms. Zero compromise.



Enterprise-Grade Reliability | UC & UCaaS Compatible | Works on Any Platform

ONE PHONE. EVERY PLATFORM. BUILT TO OUTLAST THE REST.

Mitel

6900 IP

More Choice

Mitel Open SIP Devices – Built for Choice. Built for Performance. Built for You.

Mitel's Open SIP device portfolio is purpose-built for today's evolving standards-based endpoint market, delivering high-quality, reliable, and competitively priced devices that meet the needs of modern service providers and enterprises.

Designed for seamless integration across all major UCaaS, hosted, and premise-based platforms, our devices provide the flexibility and interoperability customers demand—without compromise.

Engineered in North America and manufactured in Germany, Mitel devices ensure consistent quality, performance, and supply chain stability.

Backed by decades of voice innovation and a commitment to the channel, Mitel empowers partners to strengthen their device strategy with solutions built to scale, perform, and endure.

ENTERPRISE-GRADE RELIABILITY	UC & UCaaS COMPATIBLE	WORKS ON ANY PLATFORM	BUILT TO OUTLAST THE REST	BUILT FOR PARTNERS
- Designed for business critical communication - Proven durability and long-term performance - Consistent quality you can count on	- Certified with leading platforms - Broad interoperability for hosted and on-prem environments - Easy deployment and management	- Standards-based SIP for maximum choice - Freedom to deploy across multiple environments - Future-proof your investment	- Designed and engineered in North America - Manufactured in Germany for superior quality - Strong supply chain and global support	- Competitive pricing and flexible commercial models - Dedicated partner support - Solutions that drive value and growth

UNFACTORED GERMANY

Quality, Reliability, to the highest standards.

Mitel

ONE PHONE. EVERY PLATFORM. BUILT TO OUTLAST THE REST.

Mitel Open SIP Devices – The right choice today. The smart choice for tomorrow.

<https://www.mitel.com/lp/mitel-sip-phones-open-sip-market>



Why Mitel Open SIP

- Not Just A Device Manufacturer
- Proven Heritage
- Designed/Engineered in North America
- Manufactured in Germany
- Strong Support + Roadmap
- Refresh / Replacement Programs
- Reliable and Quality Devices



Sell the complete workstation, not just the phone

Where partners can find opportunity



- 1 UCaaS migrations
- 2 Legacy-device refreshes
- 3 Multi-location standardization
- 4 Shared and overlooked spaces
- 5 A second approved device option

Five questions for every customer

1

Which platforms do you use today?

2

Where could you move next?

3

Who still needs a physical phone?

4

Which capabilities match each role?

5

How will the devices be managed?



Powering
SIP
Connections

THE PHONE HAS A DIFFERENT JOB NOW

Put the right device wherever calling must be
immediate, reliable, and easy



MITEL OPEN SIP

Thank you