ShoreTel Appoints David Petts as Senior Vice President of Worldwide Sales

Experienced sales leader reinforces commitment to customer and company momentum

ShoreTel (NASDAQ; SHOR), the leading provider of brilliantly simple premise and cloud-based business phone system and communication solutions with fully integrated unified communications (UC), today announced David Petts will be joining the company as senior vice president of worldwide sales. Reporting directly to ShoreTel CEO, Peter Blackmore, Petts expertise will further strengthen the ShoreTel sales organization and reinforce the drive for growth.Petts comes to ShoreTel from Nokia, where he spent seven years in sales leadership roles. Leading global sales, marketing and services of security and mobility solutions for business customers as well as the global relationship with AT&T, Petts was responsible for driving long-term strategy as well as implementation and execution. Prior to Nokia, Petts held a number of executive management roles with Hewlett Packard (HP) and Compaq in both the U.S. and U.K.

I am pleased with the new sales structure we have implemented with an enhanced focus on our core and international markets as well as channel management and sales training, said Peter Blackmore, ShoreTel president and CEO. Davids tremendous success in global sales simply reinforces our sales and customer momentum. He has extensive knowledge of sale leadership and brings with him a wealth of experience in general management plus U.S. and international executive sales.

The recently announced new sales leadership including Joe Vitalone in channel management, North America sales led by Tim Gaines, and Mark Arman who leads international sales and worldwide distribution, will report to Petts.

Petts holds a bachelor's degree in economics and quantitative studies from Queen Mary College, London University. He will be based out of the New York office, co-located with the ShoreTel Cloud Division.

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ShoreTel, Inc. (NASDAQ: SHOR) brings unmatched flexibility, choice and value to brilliantly simple business phones systems and unified communications (UC). With its award-winning premise-based IP phone system with integrated unified communications, contact center capabilities, and its proven hosted VoIP services, organizations of all sizes can select the best option for their needs. ShoreTels ongoing mission is to eliminate costly complexity and give customers the 24/7 freedom to leverage rich voice, video, data and mobile unified communications capabilities they need. ShoreTel is based in Sunnyvale, California, and has regional offices in Austin, Texas; Rochester and New York, N.Y.; Chicago, Ill.; Maidenhead, United Kingdom; Sydney, Australia; and Singapore. For more information, visit www.shoretel.com.

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