

ShoreTel Awarded 'Telecommunications Vendor of the Year' in New Zealand



ShoreTel® (NASDAQ: SHOR), the leading provider of brilliantly simple™ phone systems and unified communications (UC) solutions, today announced it has been named 'Telecommunications Vendor of the Year' at the Inaugural Reseller News ICT Industry Awards 2015, held last week in Auckland, New Zealand.

ShoreTel was awarded for its commitment to NZ through a 100% indirect channel model. The appointment of ShoreTel's first-ever in-country Partner Business Manager has enabled the company to ramp up its presence across the country, bringing on new partners in NZ to increase geographical spread and expertise as well as working closely with the existing channel. The NZ IT Industry Award judging panel recognised ShoreTel's increased market share, revenue growth and new partner signings over the past 12 months as key factors in its success.

ShoreTel's Vice President, Asia Pacific, Frederic Gillant said, "We are extremely proud to be recognised for our achievements in NZ, the award is an endorsement of ShoreTel's successful channel strategy in-region. ShoreTel is seeing significant results in the NZ Unified Communications space. We continue to invest in resources, cutting-edge technology and new partnerships to enable us to drive strong performance across NZ and we are thrilled to be awarded for these results."

One of four awards in the vendor awards category, the 'Telecommunications Vendor of the Year' award recognises high-achieving technology organisations for their channel efforts over the past year. Vendors are judged by the Judging Panel on delivering high-class and innovative product sets, innovative channel rewards, training and marketing programs and above-par support.

Reseller News is a New Zealand print and online channel magazine, published by IDG. The inaugural Reseller News ICT Industry Awards 2015 took place at Auckland's Hilton Hotel on Wednesday, 14 October.

About ShoreTel, Inc.

ShoreTel, Inc. (NASDAQ: SHOR) is a leading provider of brilliantly simple IP phone systems and unified communications solutions powering today's always-on workforce. Its flexible communications solutions for onsite, cloud and hybrid environments eliminate complexity, reduce costs and improve productivity. Recognized for its industry-leading customer experience and support, ShoreTel's innovative business phones, application integration, collaboration tools, mobility, and contact center applications enable users to communicate and collaborate no matter the time, place or device, with minimal demand on IT resources. ShoreTel is headquartered in Sunnyvale, Calif., and has regional offices and partners worldwide. For more information, visit www.shoretel.com.

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