

ShoreTel Enhances Technology Partner and Developer Program



Launches ShoreTel TechConnect including Expanded Testing Capabilities

ShoreTel® (NASDAQ: SHOR), the leading provider of brilliantly simple unified communications (UC) solutions and hosted phone systems, today announced ShoreTel TechConnect™, a new global technology and developer partner program to extend the capabilities beyond its current product portfolio, including an expanded relationship with an independent testing firm.

With the recent launch of the ShoreTel Connect™ solution for onsite, cloud and hybrid UC deployments, ShoreTel recognises the increased interest in third-party integration with this portfolio.

Building on the solid foundation of its Innovation Network, which has 1,500+ developers and 110 technology partners, ShoreTel has renamed and expanded the program. ShoreTel has also deep-ened its relationship with an independent third-party testing and services firm. This relationship will increase test capacity, resulting in faster time to market, and provide new remote test preparation capabilities via the cloud.

“With the new ShoreTel TechConnect program, we are building a vibrant ecosystem of partners that will extend the value of the ShoreTel Connect solutions,” said Mark Roberts, CMO of ShoreTel. “We are seeking complementary solutions with a focus on vertical applications, and are focused on creating greater value for our customers through interoperability and integration with tools and applications they use daily. With the new program we have intensified our attention on go to market efforts with member partners and on providing additional training and marketing resources. We’re also pleased to be offering additional certification options.”

Aerus Technologies, a ShoreTel partner based in Tasmania, will leverage the new TechConnect program to open up vertical opportunities globally for its solutions.

“We are currently in development with a solution that integrates our Nursecall products with ShoreTel’s Unified Communications portfolio,” said Verne Mackey, Managing Director, Aerus Technologies. “ShoreTel’s TechConnect partner program will give us additional advantages and sales opportunities to expand into new markets in both the regional and international aged care and health sector.”

ShoreTel TechConnect brings enhancements over the previous program, including: A more efficient certification process New remote test and preparation capabilities No membership fee for Technology Partners self-validating with third-party test firm Additional marketing opportunities as well as advance notification and sponsorship priority for the ShoreTel Champion Partner Conference

The TechConnect program has three member tiers: Developer, Technology Partner and Technology Alliance Partner. The Developer level provides the technical information and tools necessary for third-party developers to integrate their solution with ShoreTel’s UC platform. Participants who have completed their development effort and are ready to validate their solution with ShoreTel then choose one of two options: the Technology Partner level, which is a member-tested and supported option; or the Technology Alliance Partner level in which ShoreTel handles testing through its third-party and provides marketing support. Current members of the Innovation Network will maintain their status at the corresponding level within TechConnect.

For more information on TechConnect, please go [here](#).

About ShoreTel, Inc.

ShoreTel, Inc. (NASDAQ: SHOR) is a leading provider of brilliantly simple unified communications solutions and IP phone systems powering today’s always-on workforce. Its flexible communications solutions for on-premises, 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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