

ShoreTel Signs HP South Pacific as Reseller Partner



ShoreTel® (NASDAQ: SHOR), the leading provider of brilliantly simple phone systems and unified communications (UC) solutions for the cloud and premises, today announced that HP South Pacific has signed as a member of ShoreTel's Champion Partner Program. Under this agreement, HP will provide services solutions across ShoreTel's entire product suite, including technical architecture, consulting, outsourcing and support services.

"To help improve business processes and workplace productivity, organisations need modern communications systems that connect the right people with the right information simply and efficiently. As such, there is a growing demand for sophisticated unified communications and contact centre solutions in the mid-market in our region," said Michael Grossfeldt, Country Consulting Manager, HP Enterprise Group, HP South Pacific.

Frederic Gillant, Vice President and Managing Director for Asia Pacific, ShoreTel, highlights two key differentiators that will make the partnership a success.

"HP has a massive services footprint across the South Pacific region and is able to bundle an HP Networking platform with ShoreTel UC to provide a complete solution for clients that are either replacing a legacy system or upgrading an under-performing IP telephony environment," said Gillant.

Recent findings from Australian research firm Telsyte have identified a significant spike in mid-market demand for unified communications. In the Australian Enterprise Communications Market Study 2015, Telsyte found that while 90 percent of Australian businesses in the mid-market have not yet deployed unified communications, 32 percent plan to deploy UC in 2015.

"The mid-market has been underserved with fully featured UC solutions that are scalable and easy to deploy. Without the burden of a complex enterprise architecture, mid-market CIOs have an opportunity to modernise legacy voice-only systems to deliver voice, video and messaging on the one platform with a view to adding in other applications, including call centres," said Rodney Gedda, Senior Analyst, Telsyte.

According to ShoreTel's Gillant, "ShoreTel's distributed architecture combined with HP's broad services presence provides a great unified communications model for organisations with geographically dispersed operations.

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 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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