



Mitel Connect VPN Concentrator Replacement Program

Overview

Recent EoS / EoL announcements create the perfect opportunity to introduce legacy accounts to the benefits of Mitel Connect, as virtually all replacements for the legacy products impacted are part of a Mitel Connect solution. End-of-Sale of the VPN Concentrator – supporting remote phone users – was announced in January 2017, with an effective date of July, 2017. The replacement for the VPN Concentrator is the Mitel Connect Edge Gateway (EGW). The replacement of the VPN Concentrator with the EGW provides remote users with a greatly enhanced experience; enabling better voice quality for remote phones, and VPN-less connections for remote Connect clients. This program provides an incentive to replace your VPN Concentrators with no charge as part of a migration of the customer to Mitel Connect ONSITE. More specifically, when a Mitel Connect customer trades in the VPN Concentrator (Edgewater appliance) and licenses, they will receive an EGW appliance license and equivalent number of remote phone licenses in exchange.

Terms and conditions:

- Ongoing program with no near-term end date
- The customer:
 - As part of this VPN Concentrator exchange, will also migrate to, or be deployed with, Mitel Connect ONSITE
 - Trades in Edgewater appliance and licenses; receives Mitel Connect EGW appliance license and remote phone licenses
 - Must replace legacy remote phones with 400 Series phones (phone replacement not covered with this program)
 - Needs to be on active support to be eligible
- This Mitel promotion cannot be combined with other promotions or discounts
- Available worldwide, wherever Mitel Connect ONSITE is available
- All other existing standard terms and conditions apply

Ordering & Provisioning

- Assigned promotional SKU number: SKU 10566; LICENSE, UPGRADE VPN CONCENTRATOR TO ST EGW (1 REMOTEPHONE)
- This SKU should be ordered in a quantity that matches the number of licenses on the VPN concentrator that is being replaced.
- VPN concentrators must be consolidated into a single virtual EGW.
- All Edgewater related assets will be deleted from customer's account at time of promotion purchase. No further support will be provided for the Mitel Connect VPN Concentrator.
- OA will verify if ordering customer owns eligible Edgewater SKUs under valid support contract.

Questions or Concerns? Please contact your Mitel Connect Partner Business Manager.