

3CX vs Mitel MiCloud

1 What's the Offer?



MiCloud Connect is an all-in-one cloud communications and collaboration service. Targeting "the modern worker," the MiCloud is aimed at SME's in office environments. Add-ons are available for larger firms and contact centers. Hosting is provided by Google and the use of proprietary devices is encouraged.

2 Mitel Isn't Partner Friendly. Do you want to:

COMPETE WITH YOUR VENDOR

Mitel sells directly to end-users, meaning you're just a middleman. Why risk being cut out?
3CX sells exclusively through the channel and refers ALL leads to partners. Our focus is on you.

SURPRISE CLIENTS WITH HIDDEN COSTS

Mitel hides their add-on fees from their online pricing. Your headline quote can jump by 50% to get the features you need!
3CX has a zero add on policy! Simply choose your edition and get all the features you need.

HAVE NO CHOICE OF CALL PLAN OR HARDWARE.

Mitel locks you into SIP, Hosting packages, and there's a limited choice of compatible phones.
3CX gives you freedom of choice! Choose your Phone. Choose your SIP Trunks. Choose your Hosting.

3 Slash Mitel Phone Bills by 52% a Month

We compared the monthly cost of a 50 user Mitel MiCloud system to 3CX and the savings were phenomenal:

| | Mitel MiCloud Premier | 3CX Pro |
|-------------------|-----------------------|-------------------------|
| License | \$1,425 | \$54 *based on 16sc pro |
| Calling Plan | Included | \$600* |
| Hosting | Included | \$35 |
| E911 | \$5 | Included |
| Caller ID Visible | \$4.95 | Included |
| Total Cost | \$1,435 | \$689 |

*cost from third party SIP providers

Switch to 3CX and save \$9000 dollars a year!

4 Mitel is Missing Key Features



3CX HAS THE FEATURES YOU NEED AT THE PRICE YOUR CLIENTS WANT

3CX is a complete communications solution that includes chat, conferencing, collaboration and Enterprise calling features such as:

- 01 Queues
 - 02 Ring groups
 - 03 Contact Center Module
 - 04 Advanced reporting tools.
- Licenses start from free for 8 simultaneous calls.

| | Mitel MiCloud Advanced | 3CX Pro |
|-------------------------|------------------------|---------|
| Live Chat | × | ✓ |
| Facebook Integration | × | ✓ |
| Contact Center | × | ✓ |
| Call Center Reporting | × | ✓ |
| Chat Logs | × | ✓ |
| Call Scripting & Design | × | ✓ |

Need to Know Info

- If you require contact center features, you need an additional license
- Mitel's web conferencing limits are low (25 users vs 100 users with 3CX). Expect to pay more to increase the users.
- Third-Party Integrations are limited. There is no option to integrate your own CRM or easily design

The bottom line? 3CX can cut your customer's Mitel MiCloud bill IN HALF and give them even more productivity features.