

## MITEL RATE SCHEDULE

- Effective 07/06/12
- Subject to change without notice
- Rates good for 30 days from lease application approval date
- The security deposit is refundable at lease end
- Call for rates on all other equipment and for amounts above \$250,000
- 24 Month Tenure Required

### ALL RATES ARE NOT CREATED EQUAL!

Customers For Life<sup>®</sup> (CFL) Leases include low end of term residuals for you and your customers.

### CFL RESIDUALS - YOUR ADVANTAGE

|           | Buyout to Customer | Upgrade to Dealer |
|-----------|--------------------|-------------------|
| 12-24 Mos | 15.0%              | 15.0%             |
| 36-39 Mos | 15.0%              | 13.5%             |
| 48-60 Mos | 15.0%              | 10.0%             |



### CUSTOMERS FOR LIFE (CFL) LEASE

|           | \$1,000-<br>\$4,999 | \$5,000-<br>\$14,999 | \$15,000-<br>\$24,999 | \$25,000-<br>\$49,999 | \$50,000-<br>\$250,000* |
|-----------|---------------------|----------------------|-----------------------|-----------------------|-------------------------|
| ZERO DOWN |                     |                      |                       |                       |                         |
| 12        | .0876               | .0824                | .0809                 | .0805                 | .0799                   |
| 24        | .0471               | .0454                | .0445                 | .0438                 | .0436                   |
| 36        | .0336               | .0310                | .0305                 | .0300                 | .0297                   |
| 48        | .0277               | .0261                | .0249                 | .0245                 | .0243                   |
| 60        | .0239               | .0211                | .0207                 | .0204                 | .0201                   |

|          |       |       |       |       |       |
|----------|-------|-------|-------|-------|-------|
| ONE DOWN |       |       |       |       |       |
| 12       | .0852 | .0809 | .0797 | .0793 | .0788 |
| 24       | .0461 | .0446 | .0438 | .0432 | .0430 |
| 36       | .0329 | .0305 | .0303 | .0298 | .0295 |
| 48       | .0272 | .0256 | .0246 | .0242 | .0241 |
| 60       | .0234 | .0210 | .0205 | .0201 | .0199 |

|          |       |       |       |       |       |
|----------|-------|-------|-------|-------|-------|
| TWO DOWN |       |       |       |       |       |
| 12       | .0831 | .0795 | .0784 | .0781 | .0777 |
| 24       | .0455 | .0441 | .0433 | .0428 | .0426 |
| 36       | .0325 | .0302 | .0301 | .0296 | .0293 |
| 48       | .0269 | .0253 | .0244 | .0240 | .0239 |
| 60       | .0231 | .0208 | .0203 | .0199 | .0197 |

### ONE DOLLAR LEASE

|           | \$1,000-<br>\$4,999 | \$5,000-<br>\$14,999 | \$15,000-<br>\$24,999 | \$25,000-<br>\$49,999 | \$50,000-<br>\$250,000* |
|-----------|---------------------|----------------------|-----------------------|-----------------------|-------------------------|
| ZERO DOWN |                     |                      |                       |                       |                         |
| 12        | .0950               | .0934                | .0929                 | .0924                 | .0921                   |
| 24        | .0499               | .0487                | .0482                 | .0478                 | .0477                   |
| 36        | .0357               | .0345                | .0341                 | .0338                 | .0336                   |
| 48        | .0287               | .0275                | .0271                 | .0267                 | .0266                   |
| 60        | .0245               | .0228                | .0226                 | .0221                 | .0217                   |

|          |       |       |       |       |       |
|----------|-------|-------|-------|-------|-------|
| ONE DOWN |       |       |       |       |       |
| 12       | .0929 | .0916 | .0912 | .0908 | .0905 |
| 24       | .0491 | .0480 | .0476 | .0472 | .0471 |
| 36       | .0351 | .0340 | .0336 | .0333 | .0331 |
| 48       | .0282 | .0271 | .0267 | .0263 | .0262 |
| 60       | .0241 | .0224 | .0222 | .0219 | .0215 |

|          |       |       |       |       |       |
|----------|-------|-------|-------|-------|-------|
| TWO DOWN |       |       |       |       |       |
| 12       | .0911 | .0901 | .0897 | .0895 | .0892 |
| 24       | .0485 | .0475 | .0472 | .0468 | .0466 |
| 36       | .0347 | .0337 | .0333 | .0330 | .0328 |
| 48       | .0279 | .0268 | .0264 | .0261 | .0260 |
| 60       | .0238 | .0220 | .0218 | .0216 | .0212 |

### CONTACT:

**Aaron Lehman**  
 Vendor Relationship Manager  
 Tel: 888.307.2641