



EMEA and APAC Promotions July to September 2010

ShoreTel's Got Your Number – 20% Off List For ShoreTel IP Phones

ShoreTel has the lowest total cost of ownership - and the upfront cost for new customers just got even lower! We've taken 20% off list with this limited time offer. List prices in quote tools and ordering systems are automatically reduced.

10177 ShorePhone IP 110 - Black
10216 ShorePhone IP115 - Silver
10217 ShorePhone IP115 - Black
10199 ShorePhone IP212k - Silver
10198 ShorePhone IP212k - Black
10197 ShorePhone IP230 - Silver
10196 ShorePhone IP230 - Black
10267 ShorePhone IP230g - Silver
10268 ShorePhone IP230g - Black
10218 ShorePhone IP265 - Silver
10219 ShorePhone IP265 – Black
10148 ShorePhone IP560 – Silver *
10156 ShorePhone IP560 – Black *
10203 ShorePhone IP560g - Silver
10204 ShorePhone IP560g - Black
10220 ShorePhone IP565g - Silver
10221 ShorePhone IP565g - Black
10174 ShorePhone BB 24 - Silver
10175 ShorePhone BB 24 - Black



Note: * The IP560 will be orderable again for a limited time starting August 1, 2010. The IP110 – Silver is already discounted. There is no discount in the IP8000.

SBE Kick Start Program – Special Bundles for 20 and 30 Users

- Two SBE bundles for 20 or 30 users include more FREE Extension plus mailbox licenses
- Take an additional 15 discount points on the 30 User Bundle!

Enterprise Contact Center Software Upgrade Promotion

- Discounts on Upgrades from Work Groups to Enterprise Contact Center Licenses

Release 10 Switch on the Savings - Switch Upgrade Program

- Additional rebates for trading in older switches for new ShoreTel voice switches

IP Telephone 110 Silver Inventory Clearance Sale

- 25% price reduction on a popular phone ideal for break rooms, guest phones or a lobby

Professional Call Manager Demonstration Licenses

- Significant discounts for Professional Call Manager licenses for internal use and demos

Lowest Total Cost of Ownership Guarantee

We're convinced ShoreTel's Total Cost of Ownership is lower than the competition. Third party research validates our results over a five or more year period. If a customer can provide independent third party data that suggests otherwise, we'll adjust our price to beat the competition.

All details, terms and conditions are available in the promotions guides at the [ShoreTel Promotions Page](#) on the Channel Partner site.