



FOR IMMEDIATE RELEASE

Vertical Communications Names Fulton Communications and Voice Systems, Inc. Top Dealers for 2013

Communications Solutions Providers Excel with Outstanding Sales

Santa Clara, Calif., April 24, 2014—Vertical Communications®, a leading provider of business communications software and solutions, announced that Atlanta-based Fulton Communications was its top distribution partner in 2013, repeating the success it enjoyed in 2012. Vertical also reported another two-peat for Voice Systems, Inc., a reseller headquartered in Boston, which completed 2013 as Vertical's second-most successful sales partner, duplicating its status from the previous year.

A national enterprise communications provider, Fulton Communications serves its customer base through a network of offices in Arizona, Colorado, Florida, Ohio, Missouri, New Jersey, Tennessee, Texas and Washington, DC. The company is renowned for its broad portfolio of voice, data, video and security solutions, which includes a number of offerings targeted to industry-specific markets, such as health care, automotive and education.

“We’re thrilled to be named Vertical Communications’ top dealer for a second consecutive year,” said Fulton President, Ben Treadway. “The Vertical Wave IP™ gives our customers a powerful and versatile communications solution for optimal productivity and cost-efficiencies. Our ongoing success in delivering the Wave IP system to the marketplace has been a win-win for everyone involved.”

Voice Systems, Inc. is a large Vertical partner based in the Boston area. Highly regarded for providing innovative voice and data communications solutions throughout the Northeast United States for more than 30 years, VSI has been a Vertical partner for the last decade. Serving more than 4,000 businesses, its client roster features numerous high-profile customers including government agencies, large school districts and major employers.

“We’re delighted to receive this recognition from Vertical,” said Richard Medeiros, president and chief executive officer at VSI. “Vertical’s solutions continue to increase capabilities and create efficiencies that serve our diverse client roster well. The Wave IP has been a favored product line among our sales team, not only for the quality and value it provides our customers, but for the dedicated sales and technical support Vertical provides as part of our ongoing partnership.”

“2013 was a banner year for Vertical in terms of sales, and a large part of that growth was based on the contributions of both Fulton Communications and Voice Systems,” said Rick Dell, Vertical’s chief operating officer. “The success of any technology vendor is predicated on a close working relationship with its sales channel. We are fortunate to work with many motivated, professional organizations that continually prove themselves in a highly competitive environment.

The achievement of both Fulton and Voice Systems is a testament to the drive and commitment that's instilled in each company. We congratulate their respective management and staff on their performances, and look forward to their continued success in 2014."

About Vertical Communications®

Vertical Communications, Inc. is a unified communications (UC) and IP telephony solutions provider for business-to-business communications. Vertical's Wave IP business communications software and systems provide the enterprise-class functionality necessary to deliver seamless connectivity, collaboration and mobility through smart, powerful telephony and voice applications that are simple to deploy and use, while substantially reducing operating costs. With more than 200,000 customers across all industries, Vertical solutions are distributed and supported through a network of authorized dealers throughout North America, Europe, Latin America and Asia. For more information, visit www.vertical.com.

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