

FOR IMMEDIATE RELEASE

Vertical Communications Announces Agreement with Fulton Communications

Partnership Will Greatly Expand Vertical's Footprint Across United States

Santa Clara, CA, July 31, 2012—Vertical Communications, a leading provider of business communications solutions, today announced that it has reached an agreement with Fulton Communications, a national distributor of enterprise communications and security technologies for businesses. As part of the arrangement, Fulton will offer Vertical's full range of Voice over IP (VoIP), unified communications and enterprise mobility products and applications to customers throughout the country.

"We are delighted to join forces with Fulton, which is one of the most highly respected providers of communications solutions in the nation," said Peter Bailey, chief executive officer of Vertical. "This partnership gives Vertical a substantially expanded national footprint that should result in many more opportunities to serve the distinct needs of small- and medium-sized businesses."

Headquartered in Norcross, Georgia, Fulton Communications operates a network of offices located in 15 cities across the United States, including Atlanta; Orlando; Tampa; Washington, D.C.; Cincinnati; Columbus; Nashville; Memphis; Houston; Dallas; St. Louis; Springfield, MO; Denver; Tucson and Phoenix. Fulton offers a comprehensive array of voice, data and video communications technologies, as well as technical support services.

According to Ben Treadway, president of Fulton Communications, Vertical's technologies and offerings are a perfect addition to Fulton's portfolio.

"Vertical has done an outstanding job in developing innovative products and applications that have been very well received by SMB customers," remarked Treadway. "Solutions like the Wave IP platform, the ViewPoint Mobile enterprise mobility application, and Vertical's unified communications and contact center features have gained legions of loyal customers across the nation. We are very eager to offer these very attractive solutions that improve productivity, efficiency and profitability."

"The agreement with Fulton marks a significant step in our vision to grow Vertical's operations," said Rick Dell, Vertical's chief operating officer. "Fulton's broad reach, coupled with its strong and experienced sales staff, make it an ideal partner for our company. We fully expect that this relationship will flourish and serve the strategic and financial needs of both of our organizations."

About Vertical Communications

Vertical Communications, Inc. is a unified communications (UC) and IP telephony solutions provider for business-to-business communications. Vertical's business

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 through a network of more than 3,000 authorized dealers throughout North America and in Europe. For more information, visit www.vertical.com.

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