



FOR IMMEDIATE RELEASE

Vertical Communications' Fulton Communications Subsidiary Acquires Voice Systems, Inc.

New England Provider Was Vertical Communications' Top Dealer Last Year; Acquisition Gives Vertical Direct Presence in Lucrative New England Market

Santa Clara, Calif., January 6, 2015 -- Vertical Communications[®], a leading provider of business communications software and solutions, announced that its Fulton Communications subsidiary has acquired Voice Systems, Inc., a Boston-based telecommunications provider that offers voice and data communications solutions to businesses throughout New England. Voice Systems has been a Vertical partner for 10 years, and ranked first among Vertical partners in terms of revenue generated in 2013. Upon the integration of Voice Systems, Fulton will operate the office to serve businesses as well as state agencies, local municipalities and educational organizations across New England and other areas of the Northeast. Terms of the deal were not disclosed.

The acquisition of Voice Systems comes seven months after Vertical merged with Fulton Communications, a national provider of voice and data communications solutions for businesses. As a result of that deal, Vertical vaulted into top position among communications vendors for direct office locations across the country. Fulton's acquisition of Voice Systems extends the company's leadership position by providing an anchor location in the Northeast.

"Over the past decade, the management and staff at Voice Systems have earned a sterling reputation for delivering technology that serves the distinctive needs of New England-area businesses," said Peter Bailey, Vertical's chief executive officer. "As a result of this deal, Vertical will have a solid foundation to continue our efforts in expanding our customer base throughout the region, and extend our reach across multiple markets and sectors. We are delighted to welcome the Voice Systems team into the Vertical family, and continue our joint efforts to build our presence in the Northeastern United States."

Voice Systems has been one of Vertical's most successful partners for its Wave IP unified communications system, and has successfully sold the platform into a number of high-profile organizations, including the City of Newburyport, the Town of Winthrop and the Worcester Telegram & Gazette. Fulton will retain Voice Systems management and sales staff, who will be based at the company's Canton, Massachusetts office.

“The addition of a direct office in the Boston market is a tremendous asset for our company,” explained Ben Treadway, chief executive officer for Fulton Communications. “New England’s economy is comprised of tens of thousands of businesses across a variety of sectors that include retail, healthcare, government, and traditional SMB establishments. Vertical’s technology is proven to satisfy the requirements of these organizations, and we expect that our advanced communications offerings will be very well received throughout the region.”

“The opportunity to bring our organization into Vertical made tremendous sense—especially for our customers and employees,” said Richard Medeiros, president and chief executive officer at Voice Systems, Inc. “Our two cultures have always stood for respect, creativity, innovation and outstanding customer service. Now that we have the opportunity to work directly with our colleagues at Vertical, these attributes will be even more relevant—and appealing—to the New England business community.”

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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