



Vonage Grows Indirect Channel with The Alliance Partners

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HOLMDEL, N.J., Aug. 18, 2015 /PRNewswire/ -- Vonage is pleased to announce that the Company has been chosen as a preferred partner by The Alliance Partners (The Alliance), formerly the Agent Alliance, an industry consortium of telecom and IT companies focused on cloud services.

This agreement provides Vonage with the opportunity to work directly with The Alliance's network of industry influencers, thought leaders and distributors. The Alliance and its member agencies have access to the Company's comprehensive suite of cloud voice and Unified Communications-as-a-Service (UCaaS) solutions and deep sales, training, engineering and customer support.

"We are delighted to partner with The Alliance and to work directly with its 17 member agencies across the country. This partnership will further maximize the distribution of Vonage's full portfolio of UCaaS services for a wide range of businesses," said Clark Peterson, President, Business Solutions Group, Vonage. "Since Vonage has one of the largest indirect channel programs in the industry, we are also able to provide our Alliance partners with personalized sales, training and engineering support through more than 30 dedicated channel managers nationwide, along with exceptional service for their customers."

Vonage's investment in sales, marketing and technology infrastructure to support channel partners, its large network of channel managers, and comprehensive portfolio of products and services, were among the reasons why The Alliance chose to partner with Vonage.

"Vonage is unique in that it provides our members with a one-stop-shop with multiple options for customers whether a single-person office or a large enterprise with multiple locations," said Bill Power, Alliance CEO. "Adding Vonage to our provider portfolio means instant access to flexible product solutions and services that meet the needs of our members and their customers, and a well-recognized brand in our network. We look forward to an impactful, long-term relationship."

About Vonage

Vonage (NYSE: VG) is a leading provider of cloud communications services for consumers and businesses. Vonage provides a robust suite of feature-rich residential and business communication solutions that offer flexibility, portability and ease-of-use across multiple devices, designed to meet the needs of a wide range of customers.

Vonage's portfolio of business products covers the full spectrum of business communications needs, serving single-person companies to those with thousands of employees spread over multiple locations. Vonage provides bring-your-own-broadband (BYOB) cloud products and those that offer carrier-grade reliability and Quality of Service (QoS) across BYOB options and the Company's private, national MPLS IP network. For more information, visit www.vonage.com.

Vonage Holdings Corp. is headquartered in Holmdel, New Jersey. Vonage® is a registered trademark of Vonage Marketing LLC, owned by Vonage America Inc.

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About the Alliance

Since 1997, the Alliance (www.thealliancepartners.com), originally the Agent Alliance, has been a powerful voice for the channel. This diverse industry consortium of shareholders represents all industry sectors, from traditional communications to IT, cloud, storage and virtualization, mobility and converged IP services.

The Alliance is dedicated to fostering best business practices nationwide for the channel ecosystem. It is an important forum for education, collaboration and information-sharing, aimed at helping channel partners evolve their practices to remain competitive. The Alliance is able to leverage the unique and diverse expertise of its formidable member roster to put knowledge into practice in highly pragmatic ways to create an environment of continuous growth and improvement, which benefits partners, suppliers and clients alike.

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