



## **Vonage Expands Commitment to the Indirect Channel with Launch of New Strategic Sales Group**

April 10, 2017

HOLMDEL, N.J., April 10, 2017 /PRNewswire/ -- Vonage (NYSE: VG), a leading provider of cloud communications for businesses has launched a Strategic Sales Group dedicated to supporting the indirect channel. In addition to offering partners a robust portfolio of unified communications solutions and best-in-class service, delivery and training services to help them grow their customers' businesses, the Strategic Sales Group will provide exceptional support for a more personalized, white glove, end-to-end customer experience.

Aimed at enhancing the larger mid-market and enterprise customer's experience with a richer customer service journey - from demo to delivery and beyond - this dedicated team will provide partners and their customers with individualized support to get their service up and running faster and more efficiently.

Skyler Stewart, Vice President of Strategic Channel Sales, will lead the Strategic Sales Group, having most recently served as a Regional Vice President for Vonage's Channel Sales team. Mr. Stewart's vast expertise in cloud communications, coupled with his deep knowledge of the complex needs of large organizations, brings tremendous value to the service and support of the Company's mid-market and enterprise customers.

"Our relationship with channel partners is a vital part of Vonage's growth strategy and this new initiative underscores the Company's continued commitment to the indirect channel," said Gregg Fiddes, Vonage Chief Sales Officer. "Providing our partners with additional services and support to complement Vonage's robust cloud communications portfolio not only increases their potential revenue stream, but creates an easier path to help them provide their larger customers with tools to increase efficiency and productivity, transforming the way they communicate for better business outcomes."

"For mid-market and enterprise customers, a move to the cloud often requires significant coordination to align various systems, applications and processes to bring their communications systems onboard, and we aim to simplify that," said Mr. Stewart. "With our new Strategic Sales Group in place, channel partners will benefit from this dedicated team to help them serve, deploy, and support these customers more efficiently, more seamlessly and more quickly than ever before."

More and more mid-market and enterprise businesses are moving to the cloud. With a proven track record of servicing large deployments for enterprise customers and a rich network of support designed specifically to cater to the unique needs of large businesses, Vonage is well-positioned to help channel partners meet this growing demand.

Vonage has one of the largest indirect channel programs in the industry with more than 30 dedicated channel managers nationwide. The Company provides business communications solutions across all market segments, from the full breadth of the Vonage product suite and sales enablement, to competitive incentives and marketing expertise.

### **About Vonage**

Vonage (NYSE: VG) is a leading provider of cloud communications services for business. Vonage transforms the way people work and businesses operate through a portfolio of cloud-based communications solutions that enable internal collaboration among employees, while also keeping companies closely connected with their customers, across any mode of communication, on any device.

Nexmo, the Vonage API Platform, provides tools for voice, messaging and phone verification services, allowing developers to embed contextual, programmable communications into mobile apps, websites and business systems, enabling enterprises to easily communicate relevant information to their customers in real time, anywhere in the world, through text messaging, chat, social media and voice.

The Company also provides a robust suite of feature-rich residential communication solutions. In 2015 and 2016, Vonage was named a Visionary in the Gartner Magic Quadrant for Unified Communications as-a-Service, Worldwide. Vonage has also earned Frost & Sullivan's 2015 Growth Excellence Leadership Award for Hosted IP and Unified Communications and Collaboration (UCC) Services and the 2016 North American Cloud Communications Product Line Strategy Leadership Award.

For more information, visit [www.vonage.com](http://www.vonage.com).

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