



Vonage Appoints Industry Veteran Mario DeRiggi as SVP of National Channel Sales

November 28, 2018

HOLMDEL, N.J., Nov. 28, 2018 /PRNewswire/ -- Vonage (NYSE: VG), a business cloud communications leader, has announced that Mario DeRiggi has joined the Company as Senior Vice President, National Channel Sales & Operations.

With more than 25 years of experience in building sales channels and programs for business cloud solutions from the ground up, Mr. DeRiggi's expertise in these areas will further advance the Company's channel program.

"Vonage has experienced significant growth over the last year in channel sales, and we are continuing to invest in our channel leadership to keep this momentum going," said Kenny Wyatt, Vonage Chief Revenue Officer. "Mario's deep experience in the Channel and vast knowledge of the Cloud and business communications space will help Vonage continue to enhance the solutions, tools and support partners need to help their customers drive better business outcomes."

Prior to joining Vonage, Mr. DeRiggi served as Executive Vice President at integrated communications provider Broadview Networks (now Windstream) where he drove UCaaS, Cloud and Managed Services sales among enterprise customers across all sales channels, and go-to-market strategies, channel sales support, technical service, training and customer support.

He also held executive sales, marketing and operations roles at various software and communications companies including 10N2 Technologies, PAETEC, Cablevision Lightpath, WinStar Communications and AT&T.

"I am thrilled to be joining an organization that is so committed to its partners' success and to helping their customers to transform how they do business," said Mr. DeRiggi. "Vonage's considerable growth in the channel is testament to this commitment, and I look forward to helping to build upon this upward growth trajectory and create deeper relationships with both new and existing partners."

About Vonage

[Vonage](#) (NYSE:VG) is redefining business communications. True to our roots as a technology disruptor, we've embraced technology to transform how companies communicate to create better business outcomes. Our unique cloud communications platform brings together a robust unified communications solution with the agility of embedded, contextual communications APIs. This powerful combination enables businesses to collaborate more productively and engage their customers more effectively across messaging, chat, social media, video and voice.

Nexmo, the Vonage API Platform, provides tools for voice, messaging and verification, allowing developers to easily embed innovative programmable communications into mobile apps, websites and business systems on a global scale.


The Company also provides a robust suite of feature-rich residential communication solutions.

Vonage Holdings Corp. is headquartered in Holmdel, New Jersey, with offices throughout the United States, Europe, Asia and Israel. Vonage® is a registered trademark of Vonage Marketing LLC, owned by Vonage America Inc.

Safe Harbor Statement

This press release contains forward-looking statements, including statements about growth priorities or plans and other statements that are not historical facts or information, that constitute forward-looking statements for purposes of the safe harbor provisions under The Private Securities Litigation Reform Act of 1995. In addition, other statements in this press release that are not historical facts or information may be forward-looking statements. The forward-looking statements in this release are based on information available at the time the statements are made and/or management's belief as of that time with respect to future events and involve risks and uncertainties that could cause actual results and outcomes to be materially different. Important factors that could cause such differences include, but are not limited to: the competition we face; the expansion of competition in the cloud communications market; our ability to adapt to rapid changes in the cloud communications market; the nascent state of the cloud communications for business market; our ability to retain customers and attract new customers cost effectively; the risk associated with developing and maintaining effective internal sales teams and effective distribution channels; risks related to the acquisition or integration of businesses we have acquired; security breaches and other compromises of information security; risks associated with sales of our services to medium-sized and enterprise customers; our reliance on third party hardware and software; our dependence on third party facilities, equipment, systems and services; system disruptions or flaws in our technology and systems; our ability to scale our business and grow efficiently; our dependence on third party vendors; the impact of fluctuations in economic conditions, particularly on our small and medium business customers; our ability to comply with data privacy and related regulatory matters; our ability to obtain or maintain relevant intellectual property licenses; failure to protect our trademarks and internally developed software; fraudulent use of our name or services; intellectual property and other litigation that have been and may be brought against us; reliance on third parties for our 911 services; uncertainties relating to regulation of business services; risks associated with legislative, regulatory or judicial actions regarding our business products; risks associated with operating abroad; risks associated with the taxation of our business; risks associated with a material weakness in our internal controls; governmental regulation and taxes in our international operations; liability under anti-corruption laws or from governmental export controls or economic sanctions; our dependence on our customers' broadband connections; restrictions in our debt agreements that may limit our operating flexibility; foreign currency exchange risk; our ability to obtain additional financing if required; any reinstatement of holdbacks by our credit card processors; our history of net losses and ability to achieve consistent profitability in the future; our ability to fully realize the benefits of our net operating loss carry-forwards if an ownership change occurs; certain provisions of our charter documents/and other factors that are set forth in the "Risk Factors" in our Annual Report on Form 10-K for the year ended December 31, 2017 and in the Company's Quarterly Reports on Form 10-Q filed with the SEC. While the Company may elect to update forward-looking statements at some point in the future, the Company specifically disclaims any obligation to do so except as required by law, and therefore, you should not rely on these forward-looking statements as representing the Company's views as of any date subsequent to today.

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