



## Ribbon and Sumitomo Shoji Machinex Deploy Microsoft Teams Direct Routing for Pivot

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**First deployment in Japan highlights Ribbon's ability to support businesses around the globe as they move to Teams**

WESTFORD, Mass., Nov. 29, 2018 /PRNewswire/ -- [Ribbon Communications Inc.](#) (Nasdaq: RBBN), a global leader in secure and intelligent cloud communications, today announced that, in conjunction with its partner [Sumitomo Shoji Machinex \(SMX\)](#), it has finalized its first MSFT Teams [Direct Routing](#) deployment, delivering voice integration in Teams to IT consulting firm [Pivot](#).



"Direct Routing for Teams delivers an important new set of capabilities to the market and we were honored to be selected for this deployment," said Ryoji Yoshida, Manager, UC Solution team for SMX. "Of course, selecting the right solution to implement was key and we knew that Ribbon's SBC 1000 would provide the cost-effective, flexible and future-proof capabilities that best fit Pivot's needs. Additionally, our longstanding relationship with Ribbon confirmed that they would be an excellent partner in this process."

"Our goal with this mission-critical implementation was to gain the benefit of Direct Routing quickly and effectively," said Yasunari Miyazaki, President, Pivot. "The results are up to our expectations – our teams are now able to connect and collaborate more easily, enabling us to gain efficiencies and focus on our core business."

Today's businesses require innovative solutions that enhance collaboration, facilitate workflows and deliver seamless integration. Introduced in June 2018, Direct Routing for Microsoft Teams leverages SBCs to connect legacy systems and endpoints to calling in Teams. Ribbon was one of the first SBC vendors officially certified by Microsoft to provide this functionality.

"The Japanese market is highly innovative and very important to us," added Mike Swade, Ribbon's EVP of Global Sales. "We were proud to gain the confidence of both SMX and Pivot for this early adopter deployment and look forward to continuing to develop and deliver advanced capabilities to customers around the world."

Pivot leverages Ribbon's [SBC 1000](#), part of the company's next-generation enterprise and edge SBC portfolio, which provide robust security, simplified interoperability, advanced session management and carrier-grade reliability for enterprises of all types and sizes.

### **About PIVOT Inc.**

Pivot corporation is a design agency headquartered in Tokyo. It has its core competence in creating concepts, building websites, applications and providing system development. Pivot's design is based on good user interface, with the goal to create the best user experience. To learn more, visit <https://pivot.jp/>

### **About Ribbon Communications**

Ribbon Communications is a company with two decades of leadership in real-time communications. Built on world-class technology and intellectual property, the company delivers intelligent, secure, embedded real-time communications for today's world. The company transforms fixed, mobile and enterprise networks from legacy environments to secure IP and cloud-based architectures, enabling highly productive communications for consumers and businesses. With a global footprint, Ribbon's innovative, market-leading portfolio empowers service providers and enterprises with rapid service creation in a fully virtualized environment. The company's Kandy real-time communications software platform delivers a comprehensive set of advanced embedded and unified (CPaaS and UCaaS) communications capabilities that enables this transformation. To learn more, visit [ribboncommunications.com](http://ribboncommunications.com).

### **Important Information Regarding Forward-Looking Statements**

The information in this release contains forward-looking statements regarding future events that involve risks and uncertainties. All statements other than statements of historical facts contained in this release are forward-looking statements. Our actual results may differ materially from those contemplated by the forward-looking statements. For further information regarding risks and uncertainties associated with Ribbon Communications' business, please refer to the "Risk Factors" section of Ribbon Communications' most recent annual or quarterly report filed with the SEC. Any forward-looking statements represent Ribbon Communications' views only as of the date on which such statement is made and should not be relied upon as representing Ribbon Communications' views as of any subsequent date. While Ribbon Communications may elect to update forward-looking

statements at some point, Ribbon Communications specifically disclaims any obligation to do so.

**Investor Relations**

Sara Leggat  
+1 (978) 614-8841  
[sleggat@rbbn.com](mailto:sleggat@rbbn.com)

**US Press**

Dennis Watson  
+1 (214) 695 2214  
[dwatson@rbbn.com](mailto:dwatson@rbbn.com)

**International Press**

Catherine Berthier  
+1.646.741.1974  
[cberthier@rbbn.com](mailto:cberthier@rbbn.com)

**Analyst Relations**

Michael Cooper  
+1 (708) 383-3387  
[mcooper@rbbn.com](mailto:mcooper@rbbn.com)

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