



IHS Markit Reports Ribbon as the Market Share Leader in the Enterprise Session Border Controller Market for Third Quarter 2018

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Ribbon E-SBC delivers advanced enterprise security and Intelligent Edge capabilities in premises and cloud-based environments

WESTFORD, Mass., Jan. 22, 2019 /PRNewswire/ -- [Ribbon Communications Inc.](#) (Nasdaq: RBBN), a global software leader in secure and intelligent cloud communications, today announced that market research firm IHS Markit has reported Ribbon's enterprise session border controllers (E-SBC) as the market share leader in that category for the third quarter of 2018. E-SBCs are a key component of Ribbon's Intelligent Edge software solutions, which are leveraged by leading enterprises to effectively manage their transition to Next Generation (NextGen) SIP-based unified communications (UC) software in both premises-based and cloud environments.



"Enterprises are increasingly turning to Ribbon's advanced E-SBC software solutions to help them securely manage and optimize their valued IT and UC assets," said Kevin Riley, Chief Technology Officer for Ribbon Communications. "To be ranked as a market share leader by IHS Markit is further validation that our strategic acquisition of Edgewater Networks is paying immediate dividends. We are committed to continually delivering value to our customers across all of our product lines and are thrilled to be recognized by one of the authoritative voices in the industry."

Riley added, "In addition to providing enterprises with advanced security and quality, our EdgeView network management software provides best-in-class network insights that give customers the ability to monitor, troubleshoot and quickly resolve issues from a centralized cloud control center."

"Enterprise continues to be a key focus area for Ribbon and our enterprise-related software products are an integral part of our overall offerings, accounting for nearly one-third of our product revenue in the third quarter," said Daryl Raiford, Chief Financial Officer for Ribbon Communications. "IHS Markit forecasts growth for the enterprise session border controller market to experience a compound annual growth rate (CAGR) of 6 percent over the next five years, and we believe we are well positioned to capitalize on these opportunities with our comprehensive portfolio."

"Enterprise SBCs are gaining acceptance worldwide and the market is steadily growing," said Diane Myers, senior research director for IHS Markit. "The landscape within the enterprise SBC market remains competitive, but Ribbon has capitalized on its acquisition of Edgewater Networks with an 18 percent revenue market share in the third quarter 2018."

Ribbon's broad portfolio of E-SBCs scale from small businesses to the largest multi-national enterprises. They are certified for both Microsoft Teams and Skype for Business deployments, and interoperate with legacy, SIP and applications service providers, while delivering ease of use, and providing some of the industry's most advanced SIP security and reliability.

Key Takeaways:

- Market research firm IHS Markit has reported Ribbon as the #1 Enterprise Session Border Controller market share leader with an 18 percent revenue market share in the third quarter of 2018.
- Ribbon's E-SBCs are a key component of its Intelligent Edge software solutions and helps enterprises effectively and securely manage their transition to SIP-based unified communications (UC).
- Ribbon's E-SBC market leadership is further validation of the success of its recent acquisition of Edgewater Networks.

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.

Important Information Regarding Forward-Looking Statements

The information in this release contains forward-looking statements regarding future events that involve risks and uncertainties, including statements regarding delivering value to customers. 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.

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