



Exact Ventures Ranks Ribbon as the Market Share Leader in the Session Border Controller Market for Fourth Quarter 2018

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Ribbon's comprehensive SBC portfolio delivers customers advanced voice and security capabilities, while providing partners more options to offer proven, trusted solutions

LAS VEGAS, April 10, 2019 /PRNewswire/ -- [Ribbon Communications Inc.](#) (Nasdaq: RBBN), a global software leader in secure and intelligent cloud communications, today announced that market research firm Exact Ventures has ranked its [Session Border Controllers \(SBC\)](#) as the number one market share leader during the fourth quarter of 2018 with a 20.3 percent revenue market share. SBCs ensure that voice, video and data communications flow smoothly and securely over IP and SIP-based networks.



"We are experiencing strong market performance from our SBC portfolio across various market sectors," said Tony Scarfo, EVP, Products, R&D, Support and Supply Chain for Ribbon. "Our solid market performance demonstrates excellent customer acceptance from both the service provider and enterprise markets of our virtualized pure Software edition (SWe) SBC products in conjunction with our core software and appliance-based SBC solutions. This not only instills greater confidence from our customers, but also reinforces to our channel partners that they have a trusted brand and proven software solutions they can offer their customers."

Scarfo added, "As we continue to add enhanced AI-based analytics via our [Ribbon Protect](#) platform and advanced security features to our market leading SBCs, our partners will be able to customize solutions even more to offer further value added options to their customers."

"Ribbon was the overall market share leader for SBCs in the fourth quarter of 2018," said Greg Collins, Principal Analyst and Founder of Exact Ventures. "The depth and breadth of Ribbon's SBC portfolio allows them to meet a variety of customers' needs and deliver a number of deployment options (premises, cloud, virtual, hybrid, etc.), from small branch offices to large core networks, and that will be important as service providers and enterprises increasingly seek solutions that can be customized for their specific needs."

Key Takeaways:

- Market research firm Exact Ventures ranked Ribbon Session Border Controllers as the #1 market share leader during the fourth quarter of 2018 with a 20.3 percent revenue market share.
- Ribbon offers its session solution software in both a fully virtualized, software-only form and software with attached appliance configurations.
- Ribbon is experiencing strong demand for its SBCs across the service provider and enterprise markets.
- Ribbon's comprehensive SBC portfolio provides its partners and Value Added Resellers with a variety of deployment options from small branch offices to very large core networks.
- As Ribbon continues to add enhanced AI-based analytics and security features to its market-leading SBC portfolio, it will provide its partners with even more solutions to offer their customers.

About Ribbon Communications

Ribbon Communications delivers market-leading software solutions that secure and power many of the world's leading service provider and enterprise communications environments. Built on world-class technology and intellectual property, the company's cloud-native solutions deliver intelligent and secure real-time communications solutions for the cloud, network and enterprise edge. Ribbon's Kandy Cloud real-time communications software platform delivers advanced and embedded CPaaS and UCaaS capabilities enabling service providers to rapidly create and deploy high-value communications services. 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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