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Vertical Communications Names Bobby Mohanty SVP and GM for Products

Industry Veteran Returns to Oversee Product Strategy, Development and Engineering

Santa Clara, Calif., November 19, 2014 Vertical Communications®, a leading provider of business communications software and solutions, announced that Bobby Mohanty has been named the company's senior vice president and general manager for products. In this capacity, he will oversee Vertical's product strategy, development activities and engineering operations. Mohanty returns to Vertical after a two year stint as Avaya's senior director of product management for its unified communications applications solutions.

Prior to working at Avaya, Mohanty served as Vertical's vice president of product management and engineering. During his seven year tenure at Vertical, he was instrumental in designing and delivering many of the company's leading edge solutions, including its flagship Wave IP communications platform; the company's award-winning ViewPoint unified communications solution; as well as its vast portfolio of innovative contact center, market-specific solutions and mobility tools.

"Bobby's track record in creating technology that transforms business communications is unsurpassed," said Peter Bailey, Vertical's chief executive officer. "Under his direction, Vertical will remain at the top of the pyramid in terms of developing the most innovative, cost-effective and attractive communications tools and solutions for our customers and channel partners."

Before joining Vertical in 2005, Mohanty worked with a number of communications providers. He was a co-founder of ipSEAL, a telecommunications software company, and also held various technology and business positions with Global Crossing, Persistent Systems and InterCall. He holds a bachelor's degree in electrical engineering from the University of North Carolina at Charlotte.

"I'm very excited to once again be in a position to contribute to the development and execution of Vertical's product strategy, particularly as we move our technology and portfolio to the cloud to deliver a number of new products and services that meet the varied and unique needs of our expanding customer base. We have an incredibly strong and experienced team – in my view the strongest in the industry – and it's a privilege to be able to return and be a part of it," said Mohanty.

About Vertical Communications®

Vertical Communications, Inc. is a provider of unified communications (UC) and IP telephony solutions and services to enterprise and business customers throughout North America and Europe. The Company's flagship UC product -- Wave IP -- offers comprehensive integration into enterprise CRM, ERP, mobile and other critical enterprise systems, enabling companies to better communicate and serve customers, promote collaboration among employees and partners, as well as provide deep insights into customer communications through business

intelligence and management tools. In addition, Vertical provides managed services, project management, custom development, deployment and enterprise support services. Together, the Vertical portfolio enables complete, turnkey deployment and management of voice infrastructure, software, enterprise integration and ongoing support. Vertical sells its products and services to business customers, with a focus on vertical markets including retail, health care, state and local government, and other customer-facing industry segments where customer experience is a primary focus. The Company's recent merger with Fulton Communications, completed in June 2014, provides the company with direct sales and professional services in over 25 metro markets in North America, which, in combination with Vertical's over 250 channel partners, provide the Company with broad North American and European reach. Vertical is a privately held company headquartered in Santa Clara, CA. For more information, visit www.vertical.com.

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Vertical Communications:
Steven De Korne
Vice President, Marketing
480-374-8897
sdekorne@vertical.com

Glenn Goldberg
Parallel Communications Group
516-705-6116
ggoldberg@parallelpr.com