SYNACOR

Synacor Closes 2019 With More Than 1,000 New And Growth Zimbra Deals

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BUFFALO, N.Y.--(BUSINESS WIRE)-- Synacor Inc. (NASDAQ: SYNC) today announced that it closed 2019 with more than 1,000 new and growth Zimbra deals, adding nearly 100 new customers and expanding 190 accounts during Q4. Throughout 2019, key drivers for adoption of Zimbra included the need to address evolving organizational and regional requirements across security, privacy, data sovereignty, and access to emerging collaboration features.

New customers that embraced Zimbra in Q4 included the Brazilian Navy, the naval service branch of the Brazilian armed forces, and Serpro, which develops digital solutions that enable the strategic actions of the Brazilian State. Serpro is the world's largest information technology company providing services for the public sector. Zimbra's continued uptake among thousands of enterprises and public sector customers is a testament to its expanding profile as a trusted and secure communications platform that can support mission-critical environments and remain flexible enough to adapt to stringent yet varied policy protocols.

Zimbra's growth continues to be fueled by its differentiation as a highly extensible, open core, feature-rich and value-driven collaboration platform. This includes the ability to customize Zimbra and integrate it with preferred collaboration applications to maintain freedom of choice in a complex applications landscape.

Earlier this week, **Synacor announced Zimbra 9.0**, which debuted a React-based user interface with modern, easy-to-use features and industry leading extensibility, showcased through out-of-the-box integrations with popular apps like Slack, Dropbox and Zoom, with support for cloud, private cloud or flexible cloud deployment models. Synacor also continues to make inroads with customers eager to deploy its **Zimbra X Cloud Email**. Synacor's cloud-native, cloud-agnostic, next-gen offering built as a containerized architecture for businesses seeking a hosted, SaaS-based email and collaboration platform has been particularly popular among service providers eager to deliver a next-gen email experience to subscribers.

"Synacor's more than 1,000 new and growth deals during 2019 is a testament to the trust organizations are placing in Zimbra to manage one of the most significant aspects of their day-to-day operations," said Marcus Teo, SVP International Sales and Marketing, Synacor. "For such a business-critical choice, Zimbra resonates with decision-

makers who want an established email and collaboration platform they can trust, with the uncompromising flexibility to adapt to changes in the road ahead. From our recent release of Zimbra 9.0 to the launch of Zimbra X Cloud Email, we continue to expand our ability to meet the needs of our global channel partners, their customers, and a diverse user base."

About Zimbra Email and Collaboration

Zimbra, a Synacor product, is an email and collaboration platform that includes contacts, calendar, tasks, instant messaging, and file sharing, plus add-ons such as videoconferencing, document creation, and file storage. Zimbra powers hundreds of millions of mailboxes in 140+ countries and is offered through more than 500 BSPs and 2000 channel partners. Enterprises, governments, and service providers trust Zimbra. Zimbra can be deployed in the cloud, on-premises (private cloud), or as a hybrid service. For more information about becoming a Zimbra Channel Partner, visit **https://www.zimbra.com/partners/become-partner**.

About Synacor

Synacor (Nasdaq: SYNC) is a cloud-based software and services company serving global video, internet and communications providers, device manufacturers, governments and enterprises. Synacor's mission is to enable its customers to better engage with their consumers. Its customers use Synacor's technology platforms and services to scale their businesses and extend their subscriber relationships. Synacor delivers managed portals, advertising solutions, email and collaboration platforms, and cloud-based identity management. **www.synacor.com**

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