Synacor Kicks Off 2020 With 260 New and Growth Zimbra Deals

5/14/2020

Update to email and collaboration platform rolls out amid global trend toward distributed workforces, and introducing choice, customization and extensibility with a modern UI for the best Zimbra experience yet

BUFFALO, N.Y.--(BUSINESS WIRE)-- Synacor Inc. (NASDAQ: SYNC) today announced that it has kicked off 2020 with 260 new and growth Zimbra deals, adding more than 70 new customers and expanding 190 accounts during Q1, as Zimbra remains central to COVID-19 distributed workforces requiring uncompromised security and privacy, as well as a highly extensible, open core, feature-rich and value-driven collaboration platform.

The continued customer deployment success comes as **Zimbra 9 enters general availability**, featuring a React-based user interface with modern, easy-to-use features. Zimbra 9 includes a new Zimlet framework and a growing list of out-of-the-box integrations, including popular apps like Slack, Dropbox and Zoom, and is already in use internationally. The new Zimbra 9 product also adds renewed motivation for **customer upgrades**. Meanwhile, Synacor's **Zimbra Connect** product remains in demand for its one-to-one and multichannel chat, videoconference, and file-sharing capabilities.

"Q1 2020 was about evolution and an exciting new chapter as Zimbra 9 and Zimbra Cloud proved ready to take on the emerging demands of our government, university, financial services, enterprise and service provider customers," said Synacor SVP Marcus Teo. "Our track record for solid innovation and continued growth is a testament to our ability to address the latest market challenges and opportunities, especially as premium collaboration capabilities have emerged as critical while businesses around the world speed their digital transformation and shift to a distributed workforce."

Among the hundreds of customers that engaged with Synacor during Q1 are Directorate of Market Surveillance in Vietnam, PT Bank Pembangunan Daerah Daerah Istimewa Yogyakarta (BPD DIY) in Indonesia, and National Institute for Medical Research (NIMR) in Tanzania.

"Our user base has been using the basic functionalities of Zimbra for a while and were happy when we decided to

add new Zimbra capabilities, such as the delegated admin rights, more effective storage management, real-time backup to avoid data loss, and finally, mobility. Zimbra is a feature-rich solution we're glad to have," says Walid Najjar, Head of Network and Security department at Centre Informatique du Ministère de Santé in Tunisia (IT Centre of the Ministry of Health in Tunisia).

Zimbra's uptake among an expanding global customer roster continues to validate its heightened profile as a proven enterprise-grade collaboration platform delivering security, privacy and data sovereignty, while supporting complex environments, remote worker demands and a range of governmental policy protocols.

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 SaaS partners and 2,000 resellers. 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**

View source version on **businesswire.com**: **https://www.businesswire.com/news/home/20200514005217/en/**

Meredith Roth

VP, Marketing & Corporate Communications

Synacor

+1 770-846-1911

mroth@synacor.com

Investor Relations

Rob Fink

FNK IR

+1 646-809-4048

rob@fnkir.com

Source: Synacor Inc.