



Synacor Strikes Nearly 200 Zimbra Deals in Q2

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Growth and Expansion Deals Highlight Standout Email and Collaboration Features Tailored to Emerging Global Trends

BUFFALO, N.Y.--(BUSINESS WIRE)-- Synacor, Inc. (NASDAQ: SYNC) today announced the continued adoption of its Zimbra email and collaboration service, adding 70 new customers and expanding more than 125 existing deals during Q2. Highly extensible, flexible email platforms that are feature-rich and value-driven remain a priority for businesses, governments, financial institutions and service providers. Zimbra addresses this need with a comprehensive offering that can be deployed in private, cloud and hybrid environments.

“Zimbra’s reputation for quality, continued investment in new functionality, and ability to meet the urgent collaboration needs of a workforce that is suddenly more distributed than ever remains an advantage,” said Synacor SVP Marcus Teo. “We remain focused on offering the choice and customization that our customers need, during COVID-19 and beyond, to adapt to new market realities, as evidenced in our release of Zimbra 9.”

Zimbra is delivered to businesses as a licensed software solution, as well as a SaaS offering, through partners around the world. In Q2, Zimbra’s SaaS product for businesses achieved double-digit growth rates, driven by focused product and sales efforts.

Debuting earlier this year in general availability, **Zimbra 9** sports a new interface, Zimlet framework and an expanding list of out-of-the-box integrations, including with popular apps like Slack, Dropbox and Zoom. The new offering has been quickly embraced by Zimbra channel partners and has already been deployed globally by a number of enterprise and government customers seeking more choice and control in an email collaboration platform.

Customers that deployed Zimbra during Q2 represented tens of thousands of seats, including three large government customers in Africa, a range of new and growth enterprise rollouts in France, and multiple large financial institutions, from the U.S. to China. Among new customers deploying Zimbra is Pemerintah Daerah Provinsi DKI Jakarta of the Indonesian government, a long-time open source user that decided to license a



comprehensive, value-based Zimbra solution for backup, mobile and hierarchical storage management capabilities. Synacor assisted in the migration of more than 5,000 users, highlighting the ability to quickly deploy robust, scalable software tools for organizations eager to expand functionality and capabilities.

For more information about Zimbra, please visit www.zimbra.com.

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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