



Synacor's Zimbra Collaboration Platform Delivers New Q1 Customer Wins and Deal Expansions

5/16/2019

BUFFALO, N.Y.--(BUSINESS WIRE)-- Synacor Inc. (NASDAQ: SYNC) today provided additional details regarding its previously announced customer wins and deal expansions for Zimbra, the company's email and collaboration platform. For the first quarter of 2019, the Company reported 96 new customers and expanded bookings with 184 customers. The customer wins spanned governments, utilities, universities, service providers, and businesses around the world, including one of Europe's largest universities, a major state-owned utility in Asia, and one of the largest insurance companies in the Czech Republic.

"With Zimbra X, our first-of-its-kind containerized email and collaboration platform, ready for deployment among service providers, and Zimbra 8.8 continuing to be the platform of choice for an expanding set of global businesses, Synacor is ideally positioned to meet all market deployment needs," said Marcus Teo, SVP Enterprise Sales & Marketing, Synacor. "Our customers recognize the extensibility, scalability, cloud-availability, and security features our platforms offer, especially in a world where collaboration and identity are increasingly critical for business productivity and growth."

Zimbra continues to be deployed by a diverse set of global organizations eager for alternatives to inflexible and expensive email solutions. During Q1, Zimbra was rolled out by:

- A Japanese service provider that deployed **Zimbra in the cloud for over three million users with IJ**, a major systems integrator in Japan.
- Court of Justice of the State of Tocantins and the Court of Justice of Maranhão, two Brazilian judicial court offices that house federal judges and their staffs, with a focus on combatting crime and corruption.
- Conectys, a Romania-based outsourcing trailblazer with more than a decade providing global multilingual outsourcing services.

"At Conectys, we chose Zimbra as our new email platform as it offers the best value-for-money solution we have found after comparing against the other leading email solutions in the market," said George Lazăr, VP Global IT,



Conectys.

Synacor recently wrapped its **Zimbra ACTIV8 European Tour**, which showcased the company's product and roadmap to more than 60 channel partners, including business service providers and value added resellers. Zimbra added new features to Zimbra Drive such as file sync, sharing and storage, and to Zimbra Docs, such as the ability to create and collaborate using documents, spreadsheets and presentations. These features can be used within the Zimbra Web Client.

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 1,900 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. The Zimbra Business Solution Provider Network offers it as a Hosted Service. Synacor operates a turnkey, fully hosted/managed, and monetized solution for Service Providers.

To request an invitation for the Zimbra X Partner Development Program for North America-based Service Providers (SPs), visit <https://info.zimbra.com/zimbra-x-beta>.

For more information about becoming a Zimbra Channel Partner, visit <https://www.zimbra.com/partners/become-partner/>.

About Synacor

Synacor (Nasdaq:SYNC) is the trusted technology development, multiplatform services and revenue partner for 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/20190516005522/en/): <https://www.businesswire.com/news/home/20190516005522/en/>

Meredith Roth

VP, Marketing & Corporate Communications
Synacor
+1 770-846-1911
mroth@synacor.com

Investor Contact:
David Calusdian
Sharon Merrill Associates
+1 617-542-5300
ir@synacor.com

Source: Synacor, Inc.