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Synacor Gains Momentum with Zimbra Email in Asia-Pacific — Announces Wins, Partner Success

- | *Markas Besar Polri, Indonesia's police force becomes a Zimbra email customer*
- | *Synacor expands Zimbra email relationship with K-Opticom in Japan*
- | *Tremendous participation and engagement at Asia-Pacific Partner Summits*

BUFFALO, N.Y., May 26, 2016 (GLOBE NEWSWIRE) -- **Synacor, Inc.** (Nasdaq:SYNC), the trusted multiscreen technology and monetization partner for video, internet and communications providers, device manufacturers and enterprises, today announced continued momentum with Zimbra, the world's leading open source-based email and collaboration software. Recent successes include the addition of the Indonesia police force as a customer, expansion of Synacor's relationship with K-Opticom in Japan, and successful Asia-Pacific Partner Summits in [Bangkok](#) and [Tokyo](#).

"I'm delighted to report accelerated momentum around our Zimbra products—we just set a new quarterly record in our Zimbra Cloud business, we announced at World Hosting Days our [Zimbra Talk](#) product, which includes chat, video chat, and group chat, and are excited today to announce customer wins," said Brent Rhymes, EVP, Enterprise Sales & Marketing, Synacor.

"We continue to see growth in the international government market, adding customers like Markas Besar Polri, Indonesia's police force, whom we're proud to serve. And we are excited to deepen our relationship with K-Opticom, expanding from their landline and mobile service to now delivering their mineo MVNO service," Rhymes continued. "Also, we had tremendous participation and engagement at our Asia-Pacific Partner Summits in Bangkok and Tokyo, where we were able to spend time with 150 of our valued customers and partners, hear their feedback, and discuss the product roadmap ahead. Customers and partners are responding well to the Synacor-Zimbra combination."

K-Opticom, who is using Zimbra to power their consumer service provider email, has recently expanded their business for their mineo MVNO service with Zimbra. "We have found Zimbra to be a great product to serve our communication needs not only for landline, but for mobile needs as well," said Yoshiharu Meguro, General Manager, Engineering Systems Group for K-Opticom. "We have recently visited Synacor and are very pleased to see Synacor offerings can expand our relationship beyond Zimbra products."

rhipe, Zimbra Authorized Aggregator since 2014 and winner of "[APxJ Aggregator of the Year](#)", looks to build upon its Zimbra relationship. "We have found Zimbra's product range of great value to our partners," said Patara Yongvanich, Managing Director, SEA Sales for rhipe. "We're in the midst of hosting our [Cloud Channel Summit](#) series in Thailand, Singapore, Malaysia, the Philippines and Indonesia, where we are showcasing the open source collaboration solutions delivered by Zimbra."

Synacor/Zimbra Advantages

Customers and Partners around the world choose Synacor/Zimbra for key advantages:

- | Low Total Cost of Ownership (TCO)
- | Extensible
- | Open Source
- | Transparent & Secure
- | White Label
- | Flexible Options: Cloud, On-Premises, Hosted
- | Monetization via Digital Advertising
- | Deep Hosting Expertise, with 99.99 Availability Track Record

About Synacor

Known for managed portals and apps, advertising, email and collaboration, authentication, and end-to-end advanced video services, Synacor (Nasdaq:SYNC) is the trusted technology development, multiplatform services and revenue partner for video, internet and communications providers, device manufacturers, and enterprises. We deliver modern, multiscreen experiences and advertising to their consumers that require scale, actionable data and sophisticated implementation. Synacor enables our customers to better engage with their consumers. www.synacor.com

About Zimbra

Zimbra, a Synacor brand, connects people and information with unified collaboration software that includes email, calendaring, file sharing, chat and video chat. Zimbra is trusted by more than 5,000 companies and government customers, as well as by service providers who manage Zimbra in the cloud for more than 200,000 businesses. With customers including Comcast, Dell, Investec, Rackspace, Red Hat, Mozilla, H&R Block and Vodafone, a vibrant open source community and worldwide partner network, Zimbra is the largest provider of open source collaboration software in the world.
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