

Ribbon Acquiring Edgewater Networks

> \$110 million in cash and stock



\$64M in annual revenue
\$4M in Adjusted EBITDA 2017



Founded in 2002



All 80+ full time employees to join Ribbon

Expected:

To be Accretive to Adjusted EBITDA and non-GAAP earnings in 2018

To Close in

3Q2018

> About



Leader in Network Edge Orchestration, providing service assurance, security and analytics for Unified Communications and SD-WAN through a hybrid cloud/edge model.

Edgewater Customers

Communications Service Providers, Managed Service Providers and Enterprises

#1

Market Share North America FY2017

20M+

Connected Endpoints as of 1Q 2018

635K

Edges Under Management as of 1Q 2018

25%

YoY Revenue Growth in Each of the Past 3 Years

What This Means for Ribbon Customers



Service Providers

Expanded and Comprehensive Managed Services Offers from the Market Leader



Enterprises

Comprehensive Solutions for UC, UCaaS, UC Security, Policy, Analytics and SD-WAN



End Users

Better Communications

Experience
Productive
Secure
Reliable

> Our SBC Portfolio



Unmatched

From the Core of a Service Provider Network or a Large Enterprise to the Edge in an SME or Branch Office in the Cloud or On Premises

#1 E-SBC Market Share

Edgewater Solutions Enhance:



Kandy UCaaS



Ribbon Protect UC Security



Microsoft

Microsoft S4B & Teams