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Fusion Wins Two Cloud Services Contracts Valued at More than \$1.6 Million

Three Year Agreements Reflect Company's Increasing Success in Meeting Complex Requirements of Enterprises in Key Verticals

NEW YORK, Nov. 30, 2017 (GLOBE NEWSWIRE) -- [Fusion](#) (NASDAQ:FSNN), a leading provider of cloud services, announced today that its advanced cloud voice and connectivity solutions have been selected to improve communications for two major enterprises in the healthcare and hospitality verticals. The customers cited Fusion's expertise in meeting the specialized requirements of these key industries. In each instance, Fusion's team of experienced professionals assessed the customers' complex needs and designed a secure and scalable solution that optimized efficiencies across the enterprise while reducing costs. Each solution was developed to accommodate future requirements, with business continuity built in.

The first multi-location solution was engineered to improve communications across the 35 locations of a rapidly expanding provider of administrative services to nursing homes in five states in the southeastern states in the U.S. The company, which offers accounting, patient reimbursement, nutritional guidance and quality assurance services to senior care providers, cited Fusion's consultative sales approach, expertise in the highly specialized requirements of the healthcare vertical, exceptional technical support and flexible service options for its award.

"Fusion is committed to meeting the rigorous requirements of this growing organization, which recognized our experience in healthcare and our own dedication to service excellence. This leading provider of administrative services was looking for a partner that understands the complex demands of the nursing home industry and was impressed with our ability to deliver a level of service consistent with its own commitment to its nursing home customers, employees and the seniors under their care," said Russell P. Markman, Fusion's President of Business Services.

As in healthcare, the highly competitive hospitality industry is rigorous in its demands for quality, security and cost savings. A leading northeast hotel group selected Fusion to replace the legacy communications infrastructure of three of its luxury resort properties. Fusion's solution will double capacity and improve the communications experience for guests and employees while driving significant efficiencies in utilization and cost. Fusion's advanced, automatic failover solution was employed to ensure 100% uptime for the popular resorts. The hotel group cited the professionalism and expertise of Fusion's engineers, who designed a cost-effective, fully optimized solution with industry-leading service guarantees. Fusion anticipates providing additional cloud services to the group in support of its rapid expansion throughout the northeast.

"Each of these growing enterprises prides itself on delivering an exceptional experience to its expanding customer base. We are delighted that they have chosen Fusion to meet their highly specialized needs now and in the future," Mr. Markman said.

About Fusion

Fusion, a leading provider of integrated cloud solutions to small, medium and large businesses, is the industry's single source for the cloud. Fusion's advanced, proprietary cloud service platform enables the integration of leading edge solutions in the cloud, including cloud communications, contact center, cloud connectivity and cloud computing. Fusion's innovative, yet proven cloud solutions lower our customers' cost of ownership, and deliver new levels of security, flexibility, scalability and speed of deployment. For more information, please visit www.fusionconnect.com.

Fusion Contact

Brian Coyne
212-201-2404
bcoyne@fusionconnect.com

Investor Relations

Chris Tyson
MZ North America
(949) 491-8235

FSNN@mzgroup.us



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