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# Fusion Wins Frost & Sullivan's 2018 North American Hosted IP Telephony and UCaaS Growth Excellence Leadership Award

## Award Recognizes Fusion's Success in Augmenting the Company's Growth with Strategic M&A to Enhance Overall Market Position

NEW YORK, Dec. 20, 2018 (GLOBE NEWSWIRE) -- [Fusion](#) (NASDAQ: FSNN), a leading provider of cloud communications, enterprise contact center, connectivity and cloud computing solutions, has been awarded Frost & Sullivan's 2018 Growth Excellence Leadership Award. The award recognizes Fusion's emergence as a leading hosted IP telephony and UCaaS provider in North America, noting its success in augmenting the company's growth with strategic M&A to enhance its overall market position. Frost & Sullivan also recognized Fusion for its visionary strategies, combined with its highly effective execution and entrepreneurial company culture.

Frost & Sullivan grants its Growth Excellence Leadership award to companies that excel in three key areas: meeting customer demand, fostering brand loyalty, and carving out a unique, sustainable niche. It leverages more than 50 years of experience in partnering with Global 1000 companies, emerging businesses, and the investment community to provide disciplined research and best practice models to drive the generation, evaluation and implementation of successful growth strategies. Its global team of analysts and consultants conduct extensive research and independently evaluate a wide range of companies across multiple sectors and geographies.

The award acknowledges Fusion's demonstrated commitment to innovation and service excellence as well as for driving rapid scale through targeted, well-integrated acquisitions. With ten successful acquisitions since 2012, Fusion has leveraged its growth strategy to enhance its comprehensive services portfolio and advanced technology capabilities, and to deliver an outstanding customer experience.

According to the Frost & Sullivan report, more and more sophisticated technology decision makers place greater value on service reliability and security, looking beyond features and price. Fusion's fully integrated cloud services platform and its robust, geo-diverse nationwide network allow the company to effectively address evolving customer requirements and differentiate itself among providers in the burgeoning cloud communications space with fully managed, end-to-end single-source cloud solutions.

"Early on, Fusion's visionary management team recognized an existing market gap caused by the lack of providers with comprehensive cloud services solutions," said Elka Popova, Frost & Sullivan Vice President and Senior Fellow, Connected Work and Digital Transformation. "Today, the company stands tall as one of the leading cloud services providers in the U.S., with robust capabilities comprising an integrated cloud services platform, highly experienced team, large network footprint, and a sizable customer base."

"We are honored to receive this prestigious award from Frost & Sullivan," said Matthew Rosen, Fusion's Chairman and CEO. "We are pleased to be recognized for our vision, innovation and the success of our growth strategy. Our scale, along with the many advantages that we bring to customers, support our strong competitive positioning. We see many exciting opportunities ahead and will continue to keep Fusion ahead of the curve in the marketplace."

In announcing the award, Frost & Sullivan noted that Fusion is poised to grow: "At the foundation of Fusion's growth strategy is the fervent belief that businesses will increasingly migrate their computing resources, as well as software and communications workloads to the cloud. With a compelling vision and a highly entrepreneurial company culture, Fusion is well positioned to continue on a strong growth trajectory in the foreseeable future. Robust growth rates and a powerful vision instill confidence in technology buyers and position growth excellence leaders as partners of choice for technology buyers."

### 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](http://www.fusionconnect.com).

### **About Frost & Sullivan**

Frost & Sullivan, the Growth Partnership Company, collaborates with clients to leverage visionary innovation that addresses the global challenges and related growth opportunities that will make or break today's market participants. For more than 50 years, Frost & Sullivan has been developing growth strategies for the global 1000, emerging businesses, the public sector, and the investment community. [Contact us: Start the discussion.](#)

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