



Digium presents 2016 Pinnacle Awards to its outstanding channel partners

Annual awards recognise partners that excel at providing Digium's Switchvox and Asterisk communications solutions combined with excellent customer service

March 15, 2016—Digium, Inc., the Asterisk® Company, has announced the annual winners of its Pinnacle Awards, recognising the company's outstanding channel partners around the world. Award winners were selected based on their annual sales from 2015 and commitment to excellent customer satisfaction. They are unparalleled in developing and growing their partnership with Digium and driving customer success for premises or cloud-based Switchvox business phone systems and Asterisk custom communications solutions. Partners are certified to sell Digium's full offering of Unified Communications (UC) and VoIP business phone solutions, Asterisk hardware, IP phones, gateways and telephony interface cards.

"It's an honour to recognise so many of our channel partners that are committed to servicing their customers and growing their businesses with Digium solutions," said Wayne Landt, director of worldwide channel sales for Digium. "The Pinnacle Awards serve as appreciation and recognition for those partner organisations that have helped to expand our worldwide base of customers through the delivery of our affordable, feature-rich Switchvox phone system and custom Asterisk-based communication solutions."

Awards were presented to partners in the following categories:

Pinnacle Circle of Excellence is comprised of Digium's top 25 value added reseller (VAR) partners worldwide. They represent those who have generated the highest revenue across all Digium solutions and have achieved the highest levels of qualification and certification in our channel partner program.

Chromis Technology, LLC
Max-IS Inc
BEMA Information Technologies LLC
Consolidated Electrical Distributors
The Fulcrum Group
Midwest Telecom Consulting, Inc.
Monarque Telecom
Munger Technical Services
W Squared Dynamics
LeBlanc Communications Group, Inc.
NetWorks, Inc.
Teledynamic Communications, Inc.
PhoneGuys Voice & Data Systems, Inc.
Big Water Technologies
Brightstar Communications, Inc.
Akuity
Voneto LLC
Raytec Systems
TRACI.net, Inc.
KME Systems, Inc.
Network Services & Support, Inc.
NP Information Systems
Creative Solutions SC, LLC
MicroWorks
Telecommunications Resource Management, Inc

Partner of the Year has achieved the highest revenue, the top certifications and highest level of qualification in our partner program in their respective

geographic territory.

Chromis Technology, LLC - United States

Monarque Telecom - Canada

AVENCALL - Europe

TELONLINE - Latin America

Red Cirrus Services Pty Ltd - Australia/New Zealand

DCNET Solutions India Pvt Ltd - Asia

IPGate - Middle East

Clarotech Consulting - Africa

Digium Cloud Services (DCS) Partner of the Year has achieved the highest monthly recurring revenue selling Digium Cloud Services through our Cloud Agent program.

Max-IS Inc.

Direct Marketing Partner of the Year operates a business model focused heavily on internet marketing and fulfillment. They have achieved the top certifications and highest level of qualification within our partner program, and have achieved the highest annual revenue across all Digium solutions in their respective geographic territory.

VOIP Supply

Distributor of the Year has achieved the highest annual revenue growth across all Digium solutions in their respective geographic territory.

Jenne, Inc. - United States

Tiptel b.v. - Europe

JCMEX Trading PTE, Ltd. - Asia

Partner Program Advantages

Digium's award-winning Partner Program provides opportunities for resellers to sell the full line of Digium's premises and cloud-based Switchvox Unified Communications solutions, or build custom communications systems with Asterisk, the world's most popular open source telephony software. Partners also can sell Digium phones, hardware and third-party products designed to build custom communications solutions. The program features levels geared toward a partner's capabilities and business model, with incentives, benefits, training and promotions designed to help authorized Digium partners have a competitive advantage in today's growing VoIP and business phone market.

"These awards highlight the extent of market reach and customer satisfaction that can be achieved through a mutually beneficial partnership in today's competitive UC environment," said Steve Harvey, vice president of worldwide sales and support for Digium. "We are pleased to work with partners that have successfully leveraged their VoIP expertise to bring our family of value-based Digium solutions to their local markets."

To learn more about Digium's Partner Program, apply online or to find a partner in your area, visit: www.digium.com/partner. For more information about Switchvox premises and cloud-based solutions, visit: <http://www.digium.com/switchvox>.

-ENDS-

About Digium

Digium®, Inc. provides Asterisk® software, telephony hardware, and on-premises and hosted Switchvox business phone systems that deliver enterprise-class Unified Communications (UC) and UC as a Service (UCaaS) solutions at an affordable price. Digium is the creator, primary developer and sponsor of the Asterisk project; the world's most widely used open source communications software. Asterisk turns an ordinary computer into a feature-rich communications server. A community of more than 80,000 developers and users worldwide uses Asterisk to create VoIP communication solutions in more than 170 countries. Since 1999, Digium has empowered developers to create innovative communications solutions based on open standards and open source software, providing an alternative to proprietary phone systems. Digium Switchvox Cloud and other cloud-based products and services are offered through Digium Cloud Services, LLC, a wholly owned subsidiary of Digium, Inc. Digium's business communications products are sold through a worldwide network of reseller partners. More information is available at www.digium.com and www.asterisk.org.

The Digium logo, Digium, Asterisk, Asterisk SCF, Switchvox, Asterisk Business Edition, AsteriskNOW, Asterisk Appliance and the Asterisk logo are trademarks of Digium, Inc. All other trademarks are property of their respective owners.

About Wavelink

Wavelink is a leading Australasian distributor of enterprise mobility and unified communications solutions. Wavelink is focused on combining a range of complementary, best of breed global technology with local market expertise to distribute and fully support our solution sets. Wavelink's specialist focus, technical expertise and commitment on specific industry verticals is the key differentiator from volume-based IT distributors.

Each element of the Wavelink product range is strategically selected to be complementary to each other element, enabling Wavelink to deliver value-added business solutions to resellers and to their customers. Wavelink distributes a range of products from Digium, Spectralink, Fortinet, Polycom, Lightspeed Systems and Purple WiFi.