



## **Apptix Completes On-boarding of New Partner's Nearly 15,000 Hosted Exchange Users**

*Partnership with Enterprise Data Security Software Provider Has Potential for  
\$1.2 Million in Annualized Revenue*

**Herndon, VA – September 30, 2013** – Apptix® (OSE: APP), the premier provider of hosted business communication, collaboration, and IT solutions, announced today the successful migration of nearly 15,000 Hosted Exchange users from one of its newest partners, a leader in enterprise data security software serving the financial sector. The partnership, one of three new partners with existing Hosted Exchange users announced in the Company's August Second Quarter earnings announcement, has the potential to contribute USD 1.2 million in annualized revenue.

David Ehrhardt, Apptix President and CEO, stated, "From initial contact and contract signature to the onboarding of nearly 15,000 seats in less than four months, Apptix demonstrated to this world class organization our scalability and speed to market capabilities. As their strategic partner, we provided service delivery infrastructure for their customers, allowing the partner to focus on developing and selling their own industry-leading solutions. We expect this to be mutually beneficial for both parties with the strong potential of customer growth and adoption of Apptix's value-add services within their growing user base."

The partner selected Apptix upon completion of a detailed analysis across multiple hosted services providers. The analysis validated Apptix's differentiated value proposition including:

- A robust technical architecture that exceeds the partner's business requirements
- Flexible implementation options including multi-tenant, hybrid, and dedicated environments that meet the partner's unique customer needs
- A wide array of services that round out the partner's current portfolio
- A highly experienced and skilled migration team was able to on-board the partner's customers with minimal user disruption

### **About Apptix**

Apptix (OSE: APP) is the premier provider of hosted business communication, collaboration, and IT solutions to business of all sizes – from small entrepreneurial business to Fortune 500 enterprises – and blue chip channel partners including Insight Enterprises, Inc., MegaPath Corp., Cincinnati Bell, Inc., Web.com, and Sprint Nextel Corporation. A pioneer in the hosted services space, Apptix has over 470,000 users under contract around the world. Apptix's comprehensive portfolio of Cloud solutions includes Microsoft Exchange, SharePoint, and Lync, as well as hosted VoIP, encryption, archiving, and mobile device management, among other business critical services. These services are delivered over a highly reliable network leveraging best-in-class technology, housed in SSAE 16-compliant datacenters, and backed by U.S.-based 24/7 support. For more information, visit [www.apptix.com](http://www.apptix.com).