



PRESS RELEASE

Accedian Grows Sales by 25 Percent

Four significant global tier one operator contract wins in 2015 contribute to strong market momentum

Montreal, Canada - January 19, 2016 - [Accedian](#), the global end-to-end network performance assurance leaders today announced that it has grown its overall sales by 25 percent in 2015. This strong global momentum has been built by a series of significant operator contract wins, including new deployments with four of the world's major service providers.

Throughout 2015 alone, Accedian has publically announced major deals with Telefonica, SKT, T-Mobile and Cox Business. Four other tier one deals were also secured in 2015 and are yet to be formally announced. During this time the company has added 75 new employees to its global workforce as it scales aggressively to meet demand for its innovative virtualized network performance assurance solutions.

Accedian's exceptional growth has been driven by rigorous global operator focus on QoE as the foundation of competitive differentiation. Its strong market traction has come during a difficult time for many network vendors who have been gripped by a variety of different market challenges. These include market consolidation, resulting ongoing product fragmentation and complex migration paths to virtual solution portfolios. A strict commitment to fully virtualized multi-vendor environments enabling operators to break free from the limitations of legacy single-vendor hardware has been key to Accedian's success.

"Our progress over the past two years serves to validate our strategic approach to maximizing performance across open, multi-vendor networks," says Patrick Ostiguy, CEO, Accedian. "Operators around the world continue to insist on fully virtualized multi-vendor environments that make them more competitive and give them the flexibility and agility to react to dynamic network challenges. Advancements in mobile technology serve to increase the expectations of mobile users which the supporting networks must meet and exceed. Our technology and approach is central to meeting this objective and is the catalyst to our current and ongoing success."

Accedian's technology continues to maximize performance for a wide variety of network applications. During 2015, ongoing trends including global LTE network expansion, the rise of LTE-A, the commercial delivery of VoLTE and ongoing migration to cloud architecture provided a wealth of new opportunity for Accedian. Furthermore, its ability to ensure minimal network latency has seen the company create exciting opportunities with financial service providers.

Ostiguy concludes: “2015 was a transformative year that marked a shift in the way service providers use performance assurance - that is, as the nervous system for their emerging dynamic, software controlled networks. During 2016, the fully virtualized nature of our industry-leading solutions will continue to redefine the QoE performance assurance landscape.”

- ENDS -

About Accedian

Accedian delivers exceptional end-to-end network performance visibility, for control over the best possible user experience. Providing the most complete, current view of network health, Accedian dramatically improves visibility with actionable insights for peak reliability and quality of service (QoS). Accedian enables control over increasingly complex networks to increase agility, and reduce cost. Most importantly, through a fully optimized and performance assured network, Accedian proactively ensures maximum uptime and for peak quality of experience (QoE).

Since 2005, Accedian has assured hundreds of thousands of networks and services globally, turning performance into a key competitive differentiator. For more information, visit Accedian.com. Twitter: [@Accedian](https://twitter.com/Accedian)

Accedian Media Contact:

Paul Nolan or Alex Sowden

CCgroup

+44 (0)203 824 9200

Accedian@ccgrouppr.com or PR@Accedian.com

###