



Tangoe, Inc. Acquires Anomalous Networks

Enhances real-time expense management offering with bill shock prevention and extends partner distribution channels

ORANGE, Conn.--(BUSINESS WIRE)-- Tangoe, Inc. (NASDAQ: TNGO), a leading global provider of on-demand Communications Lifecycle Management (CLM) software and related services, announced that it has acquired privately held Anomalous Networks, a leading provider of Real-Time Telecom Expense Management (rTEM) software solutions.

rTEM is a critical cost containment capability that enhances both mobile Telecom Expense Management (TEM) and Mobile Device Management (MDM) solutions. For TEM solutions, rTEM shifts the expense management focus from post bill receipt to the actual point of consumption, reducing or proactively preventing the cost impacts of unnecessary overages. For MDM solutions, rTEM provides a rapidly deployed, easily configurable cost management capability that goes beyond traditional device security and control, enabling a more effective and complete solution. Based on its immediate and predictive cost containment nature, rTEM is an essential component in the elimination of "bill shock" or the unexpected receipt of large mobile services bills by individuals and organizations of all sizes.

Anomalous Networks delivers rTEM solutions for a wide array of communication devices such as smartphones, tablets, personal computers, and modem-enabled equipment. The company's solutions are complementary to Tangoe's existing offerings by providing additional capabilities such as predictive cost intelligence, "bill shock" prevention, user alert acknowledgement tracking, usage anomaly detection, and enhanced policy enforcement. The combined offering will provide solutions with deeper, more expansive real-time usage visibility and control, enabling our customers with further opportunities to reduce their communication expenses.

"Managing the costs and security risks associated with the deployment of mobile technologies is an increasing challenge for global organizations as a result of the rapid growth and proliferation of connected devices. The acquisition of Anomalous Networks will enhance Tangoe's ability to address this challenge by adding additional best-in-class, real-time expense management capabilities to our industry leading CLM platform," said Al Subbloie, President and CEO of Tangoe. "Anomalous Networks' cloud-based rTEM technology is highly complementary to our existing solutions, and we believe its compelling value proposition will provide Tangoe with an attractive cross-selling opportunity across our large and growing customer base as well as our business partners."

Anomalous Networks has strategic alliances with key carriers, as well as additional partnerships with vendors in the managed service, OEM, machine-to-machine (M2M), and standalone MDM solution spaces. Its rTEM products were specifically designed for easy integration and branding allowing Tangoe to expand these channels, and offer rTEM as a critical value-added cost avoidance capability through third-parties.

In addition, this acquisition also broadens Tangoe's CLM coverage to include M2M communication endpoints, extending expense management, asset tracking, and usage control to all types of wireless devices.

Tangoe does not expect the transaction to have a material impact on revenue or non-GAAP profitability for 2012, and it will provide first quarter and full year 2012 guidance when it announces fourth quarter and full year 2011 financial results during February.

About Tangoe

Tangoe is a leading global provider of Communications Lifecycle Management (CLM) software and services to a wide range of global enterprises. CLM encompasses the entire lifecycle of an enterprise's communications assets and services, including planning and sourcing, procurement and provisioning, inventory and usage management, invoice processing, expense allocation and accounting and asset decommissioning and disposal. Tangoe's Communications Management Platform (CMP) is an on-demand suite of software designed to manage and optimize the complex processes and expenses associated with this lifecycle for both fixed and mobile communications assets and services. Tangoe's customers can also manage their communications assets and services by engaging Tangoe's client service group.

Additional information about Tangoe can be found at www.tangoe.com. Tangoe is a registered trademark of Tangoe, Inc.

About Anomalous Networks

Anomalous Networks is the pioneer and leading provider of Real-Time Telecom Expense Management software solutions that allow small to large businesses to better manage the cost and security risks of deploying carrier-based mobile technologies and eliminate "bill shock." The company's Telicost, Telicost-Mobile, and Telicost-Lite solutions support leading mobile device platforms such as BlackBerry, BlackBerry PlayBook, iPhone, iPad, Windows Mobile, Android, 3G Modems, M2M solutions from companies and embedded devices such as laptops containing the Qualcomm GOBI chipset among others. Anomalous Networks was recently certified by AT&T, and its Telicost solution is currently Bell Canada's best-selling mobile solution.

Non-GAAP Financial Measures

Non-GAAP net income excludes stock-based compensation expenses, amortization of intangible assets and deferred financing costs, restructuring charge and decrease (increase) in fair value of warrants for redeemable convertible preferred stock. Management presents this non-GAAP financial measure because it considers it to be an important supplemental measure of performance. Management also believes that this non-GAAP financial measure provides additional insight for analysts and investors in evaluating the Company's financial and operational performance. However, this non-GAAP financial measure has limitations as an analytical tool and is not intended to be an alternative to financial measures prepared in accordance with GAAP.

Forward Looking Statement

This press release contains forward-looking statements that involve substantial risks and uncertainties. All statements, other than statements of historical facts, included in this press release regarding Tangoe's strategy, future operations, future financial position, future revenue, projected costs, prospects, plans and objectives of management are forward-looking statements. The words "anticipate," "believe," "estimate," "expect," "intend," "may," "plan," "will," "would," "target," and similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain these identifying words. These forward-looking statements include, among other things, statements about, the Company's estimates regarding future revenue and financial performance. The Company may not actually achieve the expectations disclosed in these forward-looking statements, and the reader should not place undue reliance on these forward-looking statements. Actual results or events could differ materially from the expectations disclosed in the forward-looking statements made. More information about potential factors that could affect Tangoe's business and financial results is contained in Tangoe's Quarterly Report on Form 10-Q as filed with the Securities and Exchange Commission on November 14, 2011. Additional information will also be set forth in Tangoe's future quarterly reports on Form 10-Q, annual reports on Form 10-K and other filings that Tangoe makes with the Securities and Exchange Commission. Tangoe does not intend and does not undertake any duty to publicly release updates or revisions to any forward-looking statements contained herein.

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