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## Newport Telephone Company Leverages Ribbon Communications to Improve Network-Wide Reliability and Service Offerings

### Century-old northeastern service provider selected Ribbon because of its longstanding relationship, advanced technology and competitive offerings

WESTFORD, Mass., Feb. 13, 2018 /PRNewswire/ -- [Ribbon Communications Inc.](#) (Nasdaq: RBBN), a global leader in secure and intelligent cloud communications, today announced that [Newport Telephone Company](#), a leading regional telecommunications provider, has upgraded its legacy communications network with Ribbon's market-leading network transformation solution, which includes the [C15 Call Session Controller](#). The upgrade allows Newport to significantly improve network-wide reliability and service offerings including advanced voice and calling features. Newport, which was acquired by [The Middleburgh Telephone Company](#) in 2016, selected Ribbon because of its longstanding relationship, market-proven capabilities and cost-effective solutions.



"We have been a Ribbon customer for more than 30 years, so we are very familiar with the outstanding service and technology they offer," said Joe Tomaino, Executive Vice President of Operations, Newport Telephone Company. "Upgrading our communications network allows us to grow our revenues by significantly enhancing our service offerings to our customers, leveraging the latest in IP-based technology."

"When we acquired Newport we considered several network upgrade options, but the strong relationships that the Ribbon team brought with them, along with their proven network transformation technology, really made it an easy decision to remain with them," said Jim Becker, President of The Middleburgh Telephone Company. "Transitioning the entire network to Ribbon's IP-based technology was a seamless process with no disruptions to our customers and we were able to do it at very cost effective price."

"Newport has been providing telecom services to its customers for well over 100 years and over that time have built their reputation on trust and delivering quality solutions - so we are delighted to continue our partnership with them," said John Ryan, Senior Vice President of Sales, Ribbon Communications. "We look forward to continuing to support Newport and their customers by delivering the world-class communications technology they have come to expect."

#### Key Takeaways:

- | Newport Telephone Company, a leading regional telecommunications provider, has upgraded its entire communications network with Ribbon's market-leading network transformation solutions, which include the C15 Call Session Controller.
- | Newport selected the Ribbon network transformation solution because of the two companies' longstanding relationship in addition to the advanced voice and calling features that Ribbon offered, along with a competitive price.
- | Ribbon's [C15](#) network transformation solution significantly consolidates and modernizes infrastructure and eliminates inefficiencies, providing IP services that help service providers improve business and residential communications services and accelerate time-to-market, while dramatically reducing recurring power, HVAC and staffing costs.
- | Ribbon's Professional Services organization delivered the project.

#### Newport Telephone Company

Newport Telephony Company is a regional local exchange provider that has been delivering services to its customers since 1913. Newport offers advanced voice and Internet services to residents and businesses inside and outside of the traditional Telco footprint. Located just north of Herkimer, New York, Newport provides services in Newport and surrounding townships, while also providing services to businesses in central New York. For more information, visit [ntcnet.com](http://ntcnet.com).

#### **About Ribbon Communications Inc.**

Ribbon Communications is a company with two decades of leadership in real-time communications. Built on world-class technology and intellectual property, the company delivers intelligent, secure, embedded real-time communications for today's world. The company transforms fixed, mobile and enterprise networks from legacy environments to secure IP and cloud-based architectures, enabling highly productive communications for consumers and businesses. With 64 locations in 27 countries around the globe, Ribbon's innovative, market-leading portfolio empowers service providers and enterprises with rapid service creation in a fully virtualized environment. The company's Kandy Communications Platform as a Service (CPaaS) delivers a comprehensive set of advanced embedded communications capabilities that enables this transformation. To learn more, visit [ribboncommunications.com](http://ribboncommunications.com).

#### **Important Information Regarding Forward-Looking Statements**

The information in this release contains forward-looking statements regarding future events that involve risks and uncertainties. All statements other than statements of historical facts contained in this release are forward-looking statements. Our actual results may differ materially from those contemplated by the forward-looking statements. For further information regarding risks and uncertainties associated with Ribbon Communications' business, please refer to the "Risk Factors" section of Ribbon Communications' most recent annual or quarterly report filed with the SEC. Any forward-looking statements represent Ribbon Communications' views only as of the date on which such statement is made and should not be relied upon as representing Ribbon Communications' views as of any subsequent date. While Ribbon Communications may elect to update forward-looking statements at some point, Ribbon Communications specifically disclaims any obligation to do so.

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