



FOR IMMEDIATE RELEASE

**Vertical Communications and Mako Networks Announce SD-WAN Partnership**

Vertical and Mako collaborate to deliver world-class SD-WAN to customers.

**Santa Clara, CA, September 12, 2018** – Vertical Communications®, a leading provider of business communications solutions, has partnered with Mako Networks, a world leader in VPN and SD-WAN solutions, to offer Mako’s line of SD-WAN appliances, Virtual VPN Cloud, and cloud management to customers throughout the United States. The Mako product combined with Vertical’s award-winning network design, implementation, and support team will deliver a superior solution for multi-location businesses needing highly reliable and secure Wide Area Networks.

Mako Networks has been offering highly secure WAN solutions since 2000 with a focus on enterprise retail networks with global footprints. The partnership with Vertical Communications offers the opportunity to expand their footprint into other industry segments that can benefit from the extremely mature and cost-effective Mako product line.

Mako’s signature 6500-M appliance offers a complete network in a box solution with SD-WAN, firewall, router, VPN, and Wireless Access Point (WAP) capabilities all included. The appliance also includes an LTE cellular modem for wireless redundant internet. Mako also offers higher capacity appliances and cloud solutions for high-density customers supporting thousands of locations.

This partnership brings a highly competitive new SD-WAN solution into the market place to help companies reduce their WAN costs while adding increased security and ease of management. Simon Gamble, one of the founders of Mako, says, “The Mako SD-WAN solution is cutting edge network technology that offers a leap forward compared to most WAN architectures offered in the marketplace.”

Vertical will deliver this solution in conjunction with its’ array of cloud and premise telephony and communications solutions. “The Mako solution will help us deliver higher-quality voice and video solutions to our customers while reducing their overall monthly costs,” said Peter Bailey, CEO of Vertical Communications.

For more information about Vertical VOIP and the Vertical Communications One Vertical solution, visit [www.vertical.com](http://www.vertical.com), or call 1-877-VERTICAL.

**About Vertical Communications**

Vertical Communications, Inc. is a leading provider of communications platforms and applications that enable critical business workflows for enterprises across a variety of industries including retail, automotive, health care and hospitality. Our cloud and hybrid voice, WebRTC, mobility, messaging and collaboration solutions help some of the world's most successful companies improve efficiencies in daily operations, drive sales and deliver a superior customer experience. Vertical Communications' award-winning products and solutions, combined with our highly customer-focused engagement model, make us a strategic partner for businesses looking to transform their operations with communications technology. For more information about Vertical Communications and our complete line of products built for How We Work Today, visit [www.vertical.com](http://www.vertical.com).

### **About Mako Networks**

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