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Azaleos Named 28th Fastest Growing North American Company in Deloitte's 2011 Technology Fast 500™

Provider of Managed Unified Communications Services Links 5,970 Percent Growth to Outsourcing Trend and High Customer Retention

SEATTLE, Oct. 24, 2011 -- [Azaleos](#)® Corporation, the global managed messaging, collaboration and unified communications services company, today announced that it ranked 28th on Deloitte's Technology Fast 500™, ranking of the 500 fastest growing technology, media, telecommunications, life sciences and clean technology companies in North America. Azaleos grew 5,970 percent, ranked 10th overall in its primary industry (software) and has achieved multiple consecutive quarters of profitability during this period. The company's stellar financial results are being fueled by the growing preference among organizations to delegate management and maintenance responsibility for their infrastructure including messaging, collaboration and unified communications systems to third party experts.

"Azaleos' financial performance and high growth rate is the direct result of our ability to keep email and unified communications systems up and running smoothly for companies, in many cases more effectively and more cheaply than they can do it themselves," said Phil Van Etten, CEO of Azaleos. "Because we provide a private cloud managed service, Azaleos is especially attractive to companies that find public cloud alternatives inadequate to meet their security, compliance, and reliability requirements. The fact that we manage collaboration platforms for some of the largest companies in the world and have a retention rate that exceeds 95 percent is a clear indicator that customers recognize the value we provide."

Azaleos Business Highlights

In addition to its stellar ranking in the Deloitte Technology Fast 500, Azaleos has achieved the following business milestones on its rapid growth trajectory:

- **Sales:** Grew by more than 100 percent in 2010, and on pace to do the same in 2011
- **Profitability:** Profitable and cash flow positive for multiple consecutive quarters
- **Verticals:** Continue to succeed in key markets including financial services, healthcare, manufacturing and energy. Azaleos recently signed two large energy companies each with approximately 40,000 seats
- **Seats:** More than half a million seats under management across Fortune 500, federal government, and medium business customers

- **Retention:** 96 percent of customers renew their annual Azaleos managed service subscriptions
- **Channel:** In addition to existing reseller agreements with IBM and Verizon Business, Azaleos signed strategic partnerships with national IT service providers CDW and Savvis (a CenturyLink company) who will resell Azaleos managed services under their brand
- **Managed Services:** Introduced Azaleos Managed Hybrid Service which allows organizations to maintain centralized control over a federated blend of private cloud/on-premise and Microsoft Office 365 systems

“We are pleased to honor Azaleos as a 2011 Technology Fast 500 company,” said Mark Jensen, managing partner, technology and venture capital services, Deloitte & Touche LLP. “As one of the fastest growing tech companies in North America, Azaleos has demonstrated excellence in technological innovation, entrepreneurship and rapid growth.”

About Deloitte’s 2011 Technology Fast 500™

Technology Fast 500, which was conducted by Deloitte & Touche LLP, a subsidiary of Deloitte LLP, provides a ranking of the fastest growing technology, media, telecommunications, life sciences and clean technology companies – both public and private - in North America. Technology Fast 500 award winners are selected based on percentage fiscal year revenue growth from 2006 to 2010. In order to be eligible for Technology Fast 500 recognition, companies must own proprietary intellectual property or technology that is sold to customers in products that contribute to a majority of the company's operating revenues.

Companies must have base-year operating revenues of at least \$50,000 USD or CD, and current-year operating revenues of at least \$5 million USD or CD. Additionally, companies must be in business for a minimum of five years, and be headquartered within North America.

About Azaleos

Azaleos Corporation provides managed [email](#), [collaboration](#) and unified communications services available in private cloud, on-premise or mixed deployment architectures. Azaleos’ 24x7 managed services for [Microsoft Exchange](#), [SharePoint](#), [Active Directory](#), [Lync](#), and [BlackBerry Enterprise Server](#) improve availability, security and performance, while reducing maintenance time and costs. The patented AzaleosX technology platform enables customers to maintain control over servers and data including their location, while uptime, maintenance, and support is proactively handled by certified experts in Azaleos network operations centers. Hundreds of companies from Fortune 500 to mid-market enterprises rely on Azaleos to manage their collaboration infrastructures and address issues before users ever know they exist. A member of the National Systems Integrator program (NSI), Azaleos is one of Microsoft’s top 34 partners in the U.S. For more information, visit www.azaleos.com.

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