

NFON AG reports half Million seats and gives an outlook on the product portfolio for 2021



- > Neue Telefonanlage, CTI, Video Conferencing und Screen Sharing
- > NFON betreibt erstmals 500.000 Nebenstellen
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500,000

NFON AG, the only pan-European cloud PBX provider, announces today on the occasion of the partner event 2020 *Together in the new normalcy*, numerous innovations and gives an outlook on the roadmap 2021. At the event, which will take place for the first time in a purely virtual manner, César Flores Rodríguez announced, Chief Sales Officer of NFON AG, the doubling of the seats since the year of the IPO in 2018: *“Today, more than 400 employees proudly look at 500,000 seats - that’s half a million reasons to be happy. NFON is the PBX, that is our DNA. The demand for public cloud solutions in Europe is enormous with 135 million seats, and we are serving the increasingly digitized market.”*

Outlook

NFON announces an expansion of the product portfolio. CentrexX 3.0 is the name of the new release of the Deutsche Telefon Standard (DTS) telephone system planned for Q2 2021. CentrexX 3.0 is based on the NFON platform and comes onto the market with a different scope of services than Cloudya - so different target groups are addressed and served with both telephone systems. The core product Cloudya will also receive a native integration of CTI in Q2 2021, which supports more than 60 applications (including Microsoft Outlook, Salesforce, SAP ...). The UC & collaboration features integrated in Cloudya, such as video conferencing and screen sharing, are on the roadmap for Q4 2021. Nconnect Voice is planned for the first quarter of 2021, the new SIP trunk of the NFON Group, which, in addition to new administration options, will offer a range of functions such as a web portal, fraud management, multi-number management, black & whitelisting and failover & backup and minute packages. Stefan Walcz, Vice President Products at NFON AG: *“With these new products, we are taking great steps towards becoming an agile software provider. We have a unique platform, our customers benefit thanks to our end-to-end value creation, on the basis of our own platform we can react much faster to rapid changes in the market.”*

First class

First-class partner management is of particular importance to NFON. *“Every single partner is important to us”*, says Thomas Muschalla, Vice President Sales Germany of NFON AG. *“Our customer is the partner and therefore customer satisfaction is the top priority - we have to live up to this responsibility.”* A new order management tool will be available to NFON partners from November 1st. Numerous improvements are on board: creation and dispatch of offers with automatic price calculation as well as faster processing thanks to the digital signature function and much more. The following also applies: Both partner programs, for partners of DTS and NFON, are enriched and remain as independent entities. Thomas Muschalla: *“The vision of a convergent partner has become reality in 2020 and yet individuality does not fall by the wayside. Now and in the future, any partner can sell the portfolio of both companies, both partner programs have proven extremely successful.”* 477 registrations have been received for the 2020 partner event.

About NFON AG

Headquartered in Munich, NFON AG is the only pan-European cloud PBX provider – counting more than 40,000 companies across 15 European countries as customers. With Cloudya, NFON offers an easy-to-use, independent and reliable solution for advanced cloud business communications. Further premium and industry solutions complete the portfolio in the field of cloud communications. With our intuitive communications solutions, we enable European companies to improve their work a little, every single day. NFON is the new freedom in business communication. <http://www.nfon.com>

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Thomas Muschalla, Vice President Sales Germany, NFON AG, Stefan Walcz, Vice President Products, NFON AG und César Flores Rodríguez, Chief Sales Officer der NFON AG

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