Ooma AirDial, Advanced Solution for POTS Replacement, Now Available to the Public Sector Through Carahsoft

September 11, 2024

SUNNYVALE, Calif.--(BUSINESS WIRE)--Sep. 11, 2024-- Ooma, Inc., a smart communications platform for businesses and consumers, today announced a partnership with Carahsoft Technology Corp., The Trusted Government IT Solutions Provider®. Under the agreement, Carahsoft will serve as Ooma's Master Government Aggregator ®, making its plain old telephone service (POTS) replacement products available to the public sector through Carahsoft's reseller partners and NASA Solutions for Enterprise-Wide Procurement (SEWP) V, Information Technology Enterprise Solutions – Software 2 (ITES-SW2), National Association of State Procurement Officials (NASPO) ValuePoint and OMNIA Partners contracts.

"We're excited to partner with Carahsoft due to its exceptional reputation among public sector procurement managers and technology leaders," said Chris Burgy, senior vice president of corporate development at Ooma. "Our goal for Ooma AirDial ® has always been to make POTS replacement as easy and straightforward as possible, which meshes perfectly with Carahsoft's mission of making its partners' leading solutions more accessible to government customers."

As analog copper-wire phone lines, also known as POTS, are being phased out nationwide, the need for POTS replacements is becoming increasingly essential. Carriers are significantly increasing monthly rates for POTS lines while reliability is declining. Despite this, many life-safety and physical security systems – such as elevator phones, fire alarm panels, door entry systems, public safety phones and burglar alarms – still rely on POTS. Ooma AirDial (https://www.ooma.com/business/airdial-pots-line-replacement/) offers a wireless drop-in replacement for these POTS lines, designed with regulatory compliance in mind. It significantly reduces monthly costs and includes advanced features such as remote management through an online portal and alerts for emergency calls.

"With the addition of Ooma AirDial to our offerings, Carahsoft and its reseller partners are well positioned to help public sector agencies respond to the impending 'copper sunset' of POTS with a turnkey solution that is easy to install, easy to operate and saves taxpayer dollars," said Brandi Hiebert, sales manager for the mobility business unit at Carahsoft. "We're impressed with Ooma's dedication to assisting customers at every step of the POTS replacement journey, including pre-installation site audits, professional installation and comprehensive post-installation support. We look forward to enabling government agencies to efficiently replace their POTS with less costly, more advanced and effective systems."

Ooma's solution for POTS replacement is available through Carahsoft's SEWP V contracts NNG15SC03B and NNG15SC27B, ITES-SW2 Contract W52P1J-20-D-0042 ITES-SW2 Contract W52P1J-20-D-0042, NASPO ValuePoint Master Agreement #AR2472 and OMNIA Partners Contract #R191902. For more information, contact the Carahsoft team at (844) 722-8436 or Ooma@carahsoft.com; or learn more about Ooma AirDial at https://www.carahsoft.com/ooma.

Carahsoft Technology Corp. is The Trusted Government IT Solutions Provider, supporting public sector organizations across federal, state and local government agencies and education and healthcare markets. As the Master Government Aggregator for its vendor partners, Carahsoft (www.carahsoft.com) delivers solutions for public safety, cybersecurity, cloud, DevSecOps, artificial intelligence, customer experience and engagement, open source and more. Working with resellers, systems integrators and consultants, Carahsoft's sales and marketing teams provide industry leading IT products, services and training through hundreds of contract vehicles.

Forward-Looking Statements

This release includes "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Statements in this press release that are not statements of historical or current fact constitute "forward-looking statements." The forward-looking statements contained in this press release include, without limitation, statements related to the partnership with Carahsoft and the functionality, features and benefits of Ooma AirDial. Such forward-looking statements involve known and unknown risks, uncertainties and other unknown factors that could cause the actual results to be materially different from any future results expressed or implied by such forward-looking statements. The forward-looking statements contained herein are also subject generally to other risks and uncertainties that are described from time to time in Ooma's filings with the Securities and Exchange Commission, including under Item 1A, "Risk Factors" in the Company's Annual Report on Form 10-K for the fiscal year ended January 31, 2024, filed on April 2, 2024, and in its subsequent reports on Forms 10-Q and 8-K. Investors are cautioned not to place undue reliance on such forward-looking statements, which speak only as of the date they are made. Ooma undertakes no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future events or otherwise.

About Ooma

Ooma (NYSE: OOMA) creates powerful connected experiences for businesses, consumers and service providers, delivered through smart cloud-based communications platforms and services. For businesses of all sizes, Ooma offers advanced voice and collaboration features including messaging, intelligent virtual receptionists and video meetings. Ooma's all-in-one replacement for analog phone lines helps businesses maintain mission-critical systems by moving connectivity to the cloud. For consumers, Ooma's residential phone service provides PureVoice HD voice quality, advanced features and integration with mobile devices. Learn more at www.ooma.com or www.ooma.ca in Canada.

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