

## **Voxware Experienced 35% Growth During FY2016**

*Adoption of Cloud VMS from new and existing customers helps increase revenue for 4<sup>th</sup> consecutive year*

**Hamilton, NJ** – February 1, 2017 — Voxware, the largest independent voice application company and leading provider of Cloud-based voice solutions, today announced that sales from its flagship Cloud-based Voice Management Suite (VMS) more than doubled in FY2016 compared to FY2015 and revenue for the same period grew in excess of 35%. This success represents the fourth consecutive year of double-digit growth for Voxware. The company attributes this growth to several factors including technology upgrades from existing customers, increased demand for SaaS deployments in distribution operations, and the growing adoption of Android technology in the distribution center.

Customers have adopted Voxware’s technology to drive operational efficiency, improve accuracy, and keep up with the ever-increasing service levels required by their customers. As recent research by Voxware has revealed, customer expectations continue to rise with [35.4%](#) of respondents stating that they would altogether abandon shopping with a retailer after receiving one incorrect item and [19%](#) stating they would take the same course of action after receiving just one late delivery. In addition to helping businesses achieve accuracy levels in excess of 99.9% and efficiency improvements up to 30%, Voxware’s hands free multi modal voice solution enables distribution operations to provide a higher level of customer service by automating all functions in the warehouse from receiving all the way through to packing and loading.

“As customer expectations increase to levels unheard of only 10 years ago, companies are turning to Voxware solutions to ensure their current and future success without placing undue strain on their capital reserves,” said Keith Phillips, President and CEO of Voxware. “Not only do our SaaS solutions increase time to value and reduce the need for costly supporting infrastructure, but our development approach also allows customers to upgrade easily to take advantage of the latest technology and functional enhancements.”

Voxware’s versatile capabilities help companies of all sizes and industries. Its new and upgrading customers include organizations in the healthcare, retail, and foodservice industries. Some new Voxware customers epitomizing this diversity include Puerto Rico Supplies Group, Winston Brands, Velvac, Howell Munitions, Anacapri Food Supply, Lens on Line, and DYK Automotive. Additionally, existing customers upgrading their technology and expanding the Voxware solution to additional distribution center functions or sites include TJX, Whole Foods, Mas Bodega, Argos, Hollywood Feed, Frontier, AutoZone, Penn Carrie, Congebec, US Foods, Smiffy’s, and TJ Morris to name a few.

“Our success over the past four years proves that our strategy to future proof our solutions by listening to our customers and the broader market in general is paying off,” said Phillips. “We continue to invest heavily in our software to provide our customers with the technology and solutions that add value to their business and their customers. This focus, as well as our desire to provide a long-term partnership with our customers, is what drives our business and will ensure our continued success in 2017.”

**About Voxware**

Voxware helps organizations with teams who are on the move to more effectively receive, act on, and communicate information critical to their work. Our hands-free voice solutions enable employees to safely and accurately speed through tasks, thereby boosting operational productivity and improving customer experiences. What's more, Voxware easily adapts to changes in technology and processes, enabling organizations to quickly address shifting demands without disruptions to the operation. Our innovative approach to voice communication has proven to help our customers increase profitability by cutting costs and enhancing brand loyalty. For more information, please visit [www.voxware.com](http://www.voxware.com).

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