



NEWS RELEASE

Dave Beagle of Ooma Brings Expertise to CompTIA Channel Advisory Board

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SUNNYVALE, Calif., Sept. 10, 2019 (GLOBE NEWSWIRE) -- **Ooma, Inc.**, a smart communications platform for businesses and consumers, today announced that Dave Beagle, senior director of business channel sales at Ooma, has joined the **Channel Advisory Board** of **CompTIA**, the leading trade association for the global technology industry. As a member of the board, Beagle will contribute to CompTIA's latest efforts to document the tech buyer's journey, identifying and analyzing the specific roles that IT solution providers, vendors, and distributors play along each step of the way.

Dave Beagle, senior director of business channel sales at Ooma, has joined the Channel Advisory Board of CompTIA, the leading trade association for the global technology industry.



Beagle has more than 20 years of experience in technology sales, product management and partner relations. A two-time winner of the prestigious CRN Channel Chief award, Beagle joined Ooma in June 2019 and is now head of the channel program for all Ooma business offerings: Ooma Office, Ooma Enterprise and Broadsmart.

“With the breadth of his experience in our industry, Dave is a strong addition to our Channel Advisory Board,” said Annette Taber, CompTIA’s vice president for industry outreach. “His insights into the business of technology – how it is developed, marketed, influenced, purchased and deployed – will help guide the actions we take as an advisory council, an association, and an industry.”

“I’m honored to have this opportunity to give back to the IT industry, which has provided me a rewarding and fulfilling career,” said Beagle. “I look forward to working with the other Channel Advisory Board members to share my experiences and to learn from them.”

The CompTIA Channel Advisory Board is comprised of renowned industry leaders representing a broad spectrum of the technology industry, including hardware manufacturers, software publishers, distributors, service companies, carriers, master agents, and technology solution provider companies such as VARs, MSPs and BICs. The board provides counsel and insight in matters relating to the indirect IT market by sharing industry expertise and experience to help the development of educational programs, business tools and other IT channel resources.

Beagle will support the council’s main objectives this year, which include:

- Developing a Channel Readiness Assessment & Playbook to inform vendors
- Creating a vertical playbook for Technology Solution Providers
- Identifying current and upcoming IaaS impact and opportunities for the channel
- Offering guidance and support necessary to tackle the skills gap

Prior to joining Ooma, Beagle was senior director of channel services for Office Depot. He has also held senior channel leadership positions at companies including ShoreTel/Mitel, Fidelity, M5 Networks and Covad Communications. For more information on Ooma’s business channel partner program, visit <https://partner.ooma.com/>

The Computing Technology Industry Association (CompTIA) is a leading voice and advocate for the \$5 trillion global information technology ecosystem; and the more than 50 million industry and tech professionals who design, implement, manage, and safeguard the technology that powers the world’s economy. Through education, training, certifications, advocacy, philanthropy, and market research, CompTIA (<https://www.comptia.org/>) is the hub for advancing the tech industry and its workforce.

About Ooma, Inc.

Ooma (NYSE: OOMA) creates powerful connected experiences for businesses and consumers, delivered from its smart cloud-based SaaS platform. For businesses of all sizes, Ooma provides advanced voice and collaboration features that are flexible and scalable. For consumers, Ooma's residential phone service provides PureVoice HD voice quality, advanced functionality and integration with mobile devices. Ooma's innovative smart security solution delivers a full range of wireless security sensors and an intelligent video camera that make it easy for anyone to protect their home or business. Learn more at www.ooma.com

MEDIA CONTACT:

Mike Langberg at Ooma

press@ooma.com

650-566-6693

INVESTOR CONTACT:

Matt Robison at Ooma

ir@ooma.com

650-300-1480

A photo accompanying this announcement is available at

<https://www.globenewswire.com/NewsRoom/AttachmentNg/f66c1c0a-cdad-4e78-bf6e-e4291c0ed629>

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