### - BLACKBERRY PRESS RELEASE-

# BLACKBERRY CERTIFIES FIRST GLOBAL PLATINUM SOLUTIONS PROVIDERS FOR SECURITY AND MOBILITY SERVICES

New Platinum tier partners show enhanced skills to offer and support BlackBerry's cross platform security and productivity solutions

Waterloo, ON – August 9, 2016 – BlackBerry Limited (NASDAQ: BBRY; TSX: BB), a global leader in secure mobile communications, today announced the first wave of Platinum achievements for partners as a result of the renewed Enterprise Partner Program for solutions providers. The program was launched in May and with ISEC7, GFI, GENOA and novalink, already four global partners are now ranked in the top tier level. This highest tier recognizes partners that are qualified to deliver the complete BlackBerry portfolio of competencies and have the most in-depth technology skills and expertise. These long term partners continue to demonstrate commitment on delivering industry leading secure mobility solutions from BlackBerry to customers.

"We are excited that **ISEC7**, GFI, GENOA and novalink achieved Platinum level in our Enterprise Partner Program by providing excellent consulting, professional services, and support and software lifecycle management opportunities for customers moving to mobile business," said Richard McLeod, Vice President Global Channels at BlackBerry.

To become a Platinum Partner, solutions providers need to build competencies on several disciplines to be a BlackBerry Support Professional, BlackBerry System Integration Professional, BlackBerry Technical Sales Professional and BlackBerry Advanced Sales expert. These four partners have made significant investment in building capabilities for BlackBerry's secure mobility platform and will benefit from the closest relationship with BlackBerry including an incremental service discount with Support Services. This is their feedback on partnering with BlackBerry.

"The Platinum Solutions Provider designation will give us a branding advantage in the market, while the new accreditations and competencies included in the BlackBerry Enterprise Partner Program will further improve our capabilities and help us stand out from the crowd," explained **Marco Gocht, CEO, ISEC7 Group AG.** 

"We are delighted to have received the achievement of Platinum Solutions Provider. This confirms the long term trustworthy and solid partnership as well as the mutual appreciation between GFI and BlackBerry. Customers of GFI benefit from this continued highest available partner accreditation by receiving superior mobility consulting, support and development services and get linked to the best in class security and mobility solutions from BlackBerry," said Jan Ratzke, CEO, GFI Informationsdesign GmbH.

"It is important for us to provide our customers with the best full-service for secure mobility management. We are delighted to be the first authorized Platinum Solutions Provider for BlackBerry in Austria. Through our close relationship with BlackBerry and this certification we are able to proof and optimize our in-depth skills and expertise. We stand for solutions on the highest level for the benefit of our customers," added Elmar Jilka, CEO, GENOA net works IT-Beratungs GmbH.

"Being a Swiss company, novalink puts high value on comprehensive expert service as well as customer focus. Partners and clients are being constantly and personally supported in the whole cycle of sales, support, development and workshops. Working with the right partner is important and our new BlackBerry Platinum Solutions Provider status demonstrates that novalink is even more present on the Swiss market and conquers new customer segments," said Christoph Hodel, CEO, novalink GmbH.

As part of the ongoing commitment to provide customers with world-class secure mobility solutions via accredited partners, BlackBerry will continue to invest in building out competencies and providing enhanced resources and support for Platinum Partners. This gives partners the right competitive advantage in the market.

More information on the BlackBerry Enterprise Partner Program can be found at <a href="https://partner.blackberry.com/">https://partner.blackberry.com/</a>

Find out more on Good Secure EMM Suites at <a href="www.blackberry.com/enterprise">www.blackberry.com/enterprise</a>.

#### **About BlackBerry**

BlackBerry is securing a connected world, delivering innovative solutions across the entire mobile ecosystem and beyond. We secure the world's most sensitive data across all end points – from cars to smartphones – making the mobile-first enterprise vision a reality. Founded in 1984 and based in Waterloo, Ontario, BlackBerry operates offices in North America, Europe, Middle East and Africa, Asia Pacific and Latin America. The Company trades under the ticker symbols "BB" on the Toronto Stock Exchange and "BBRY" on the NASDAQ. For more information, visit www.BlackBerry.com.

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#### **About ISEC7**

The ISEC7 Group (www.isec7.com) is a global provider of mobile business services and software solutions. The company was one of the first movers in mobilising company and business processes. Today, ISEC7 has numerous renowned companies and governmental organisations as committed customers.

The company continually invests in the evaluation and development of new technologies. ISEC7 solutions, such as ISEC7 EMM Suite, ISEC7 Mobile Exchange Delegate, ISEC7 Mobility *for SAP* and ISEC7 Mobility Cloud have proven to be ground-breaking in the mobility sector.

The ISEC7 EMM Suite, a comprehensive globally applicable MDM solution, has been presented as the "Most Innovative Enterprise Application". ISEC7 Mobility *for SAP* allows access to SAP backend without the need for additional middleware. The solution 'ISEC7 Mobile Exchange Delegate' ensures mobile access to Microsoft Outlook calendar, email and contacts from third parties via BlackBerry, Android or iPhone. ISEC7 Mobility Cloud is an innovative and ground-breaking Managed Service for the provision of customised Enterprise Mobility infrastructures based on EMM solutions like BlackBerry Enterprise Service 12, Good, MobileIron, Samsung EMM, Microsoft EMS or Airwatch.

ISEC7 was founded in Hamburg/Germany in 2003. The company operates globally with offices in Germany, UK, Spain, Switzerland, USA and Australia.

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