



# GENBAND™

DRIVING THE NETWORK EVOLUTION

## Corporate Fact Sheet

### Who We Are

GENBAND is a global leader of IP infrastructure and application solutions, helping fixed, mobile and cable service providers around the world evolve communications networks through IP innovation. The Company offers market-leading Switching, Applications, Networking and Service solutions, with products deployed in over 600 customer networks spanning more than 80 countries.

GENBAND is currently the recognized market-share leader in the global service provider IP voice market. Service providers worldwide trust GENBAND IMS-ready solutions to meet subscriber demands for secure and unified voice and multimedia services. Some of our key customers include Verizon, Sprint, TELUS, T-Mobile, PAETEC, CenturyLink, MetroPCS, Leap Wireless, Bell Canada, Rogers, British Telecom, BSNL, Globacom, China Mobile, China Unicom and NTT.

Founded in 1999, GENBAND has transformed itself into a market leader through aggressive organic growth, unique partnering strategies and bold acquisitions. With the recent acquisition of Nortel's IP switching business, GENBAND now offers the most comprehensive, standards-based switching portfolio in the world – further strengthening the company's core competencies in the areas of Network Transformation, Convergence and Mobile Broadband.

### Solutions that Drive IP Network Evolution

Service providers of all kinds, while operating in different environments and facing unique obstacles, are pursuing the same goal—finding an affordable migration path that ensures revenue growth, enables cost reductions and improves customer acquisition and retention. GENBAND puts service providers on that evolutionary path. Our innovative IMS-ready products and solutions address the challenges and opportunities of migrating today's networks to deliver advanced IP and multimedia services to end users. If you take a closer look, you'll find that GENBAND solutions are deployed in some of the most prominent service provider networks around the world.

### Solutions

**Fixed** - GENBAND's market-leading Fixed solutions provide feature-rich VoIP, Interconnect, and Session Border Control solutions for global operators.

**Mobile** - GENBAND's Mobile solutions provide a broad range of advanced capabilities for enabling revenue streams and optimizing costs for 2G and 3G mobile service providers while providing the foundation to grow these solutions into IMS / LTE and beyond.

**Cable** - GENBAND's Cable solution powers MSOs with extensive Class 4 and Class 5 VoIP feature sets. This VoIP solution enables a cost-effective voice that complements data and video content.

**Converged** - GENBAND's carrier-class security and gateway solutions are deployed in many Tier 1 networks globally. These market-leading solutions provide for a seamless convergence of fixed, mobile and IP networks and enable service providers to generate new revenue streams and address network challenges.

**IMS/LTE (4G)** - GENBAND's IP Multimedia Subsystem (IMS) solution zones and Long Term Evolution (LTE) solutions allow service providers to seamlessly migrate their existing networks to all IP to take advantage of new technologies, to help address network challenges and provide for new revenue streams.



"Our vision is to fuel the industry's desired network migration path to cutting-edge IP technology by instituting open standards, open interfaces and interoperability. No other supplier is better positioned to enable service providers a more cost effective means to optimize their existing fixed TDM networks, and transition from fixed TDM to IP and from fixed to mobile convergence."

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Charles D. Vogt, President & CEO,  
GENBAND



## Our Management Team

**Charles D. Vogt**  
President and Chief Executive Officer  
23 years in Communications

**Daryl Raiford**  
Chief Financial Officer  
20 years in Communications

**Jan Gaulding**  
Chief Administration Officer  
25 years in Communications

**Pablo Gargiulo**  
President of Sales  
20 years in Telecom

**Mehmet Balos**  
Chief Marketing Officer  
25 years in Telecom

**Keith Landau**  
Chief Product Officer  
28 years in Telecom

**Fred Kemmerer**  
Chief Technology Officer  
25 years in Telecom

**Jeff Townley**  
President of Global Operations  
30 years in Telecom

**Mark Pugerude**  
Chief Strategy Officer  
22 years in Telecom

**Zachary C. Green**  
Chief Legal Officer  
25 years in Legal/Technology

## Products

GENBAND offers the most comprehensive, standards-based applications, call control, media gateway, SBC/security and traffic management portfolio that is optimizing and transitioning legacy networks to IP, and from fixed to mobile convergence.

The GENBAND GENiUS™ platform uniquely incorporates the highest density computing hardware and advanced SAF-compliant middleware designed to deliver world-class performance, availability and cost savings. GENiUS is the first hardware-independent, software-centric IP platform to fully integrate call control, session, signaling, security, application and traffic and policy management. With GENiUS, service providers will be able to design their networks with the latest in state-of-the-art IP technology which has unmatched scale, flexibility and cost. As the industry's only universal IP Switching and Networking platform supporting multi-purpose IP solutions, GENiUS allows carriers to mix and match applications and services.

With our focus on Network Transformation, Convergence and Mobile Broadband, GENBAND is excellently positioned to lead service providers' transformation to IP. Our GENiUS platform is the catalyst behind this transformation and is a key differentiator for GENBAND.

## Global Services

GENBAND's Global Services portfolio delivers innovative, value-add IP capabilities designed to extend and enhance GENBAND product and solution capabilities through integration, customization and optimization. GENBAND's experienced team helps customers streamline introduction of multi-media services, improve end-to-end network performance, decrease operating costs, and improve customer satisfaction and retention.

## Milestones in GENBAND History



## Locations

### Corporate Headquarters

Frisco, Texas  
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### R&D Development Centers

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Chao Yang District  
Beijing, China 100102  
86-10-6510-8000

Billerica, MA  
3 Federal Street  
Billerica, MA 01821

Research Triangle Park, NC  
4001 E. Chapel Hill  
Research Triangle Park, NC 27709

Ottawa, Ontario  
3500 Carling Avenue  
Ottawa, Ontario  
Canada K2H 8E9

Shanghai, China  
#8 299 Bisheng Road  
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