TELECOM TRENDS

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Radar Scope

Morphlix

Morphlix was founded in 2007 to develop HD on demand video technology. The company has received angel backing. The company has 24 employees, but may be defunct. Efforts to contact the company were unsuccessful.

Ron Benson, PhD, CEO (most recently founder and CEO of VocalPoint, which was sold to Telecom Italia)

Kurt Hoppe, VP Business Development (previously Senior Director of Business Development for Paul Allen's STB-DVR company, Digeo, and Director of Product Marketing and Management at 2Wire)

Gary Siemer, CFO (previously led i2's Field Operations team)

David Erikson, VP Engineering (previously a System Architect for AMD and National Semiconductor)

Doug Young, VP Software (previously with OpenTV, OnCommand, IBM, and the Dept. of Energy)

Matthew Scott Musser, VP Web Architecture (previously chief architect for two startups, a senior manager for BEA Workshop, & software architect for IBM)

www.morphlix.com (not active)

Startup Profiles

Avere Systems

Avere Systems was founded in January 2008 "to develop NAS solutions that will allow enterprises to scale storage network performance independently of capacity - driving up performance while driving down cost." Avere has secured $15 million in Series A funding from Menlo Ventures and Norwest Venture Partners. The company anticipates revenue this year. Avere has 30 employees.

Avere is pioneering the use of multiple storage media in a new scalable architecture that provides enterprise storage customers with breakthrough reductions in cost, space and power. The company founders were members of the team that created Spinnaker Networks, an innovator in scalable grid storage solutions, acquired by NetApp in 2004 for $300 million.

Currently estimated at $1B market by IDC, Avere is targeting the mid-range to high-end NAS market. Avere sees its primary competition as simply the status quo – that is to continue to buy bigger, more expensive hardware from incumbent vendors as data grows. Avere's products will improve storage network performance while simultaneously reducing cost. The company currently has 12 beta customers.

Avere will be unveiling its first Demand-Driven Storage products in October – full profile next month.

Ronald Bianchini, Jr., Ph.D., co-founder, President and CEO (previously a SVP at NetApp, where he served as the leader of the NetApp Pittsburgh Technology Center, CEO and co-founder of Spinnaker Networks, which was acquired by NetApp, VP of Product Architecture at FORE Systems, and co-founder of Scalable Networks, which was acquired by FORE)

John Dean, CFO (previously CFO of Vivisimo, Senior Director of Corporate Development at NetApp and VP of Finance at Spinnaker Networks)

Brian Gladden, VP Sales (previously VP Sales at Z Research, creator of the Gluster file-system, led sales at Gear6, and served in a number of roles at NetApp from Director of OEM Sales to Global Enterprise Manager)

Michael Kazar, co-founder & CTO (previously VP and Chief Architect at NetApp, co-founder and CTO at Spinnaker, and a Distinguished Engineer at FORE)

Daniel Nydick, co-founder & VP Engineering (previously Technical Director at NetApp, an Architect at Spinnaker, Principal Engineer at FORE, and co-founder and architect at Scalable Networks)

Rebecca Thompson, VP Marketing (previously VP of Marketing at Vivisimo and FreeMarkets, and Director of Corporate Marketing at FORE)

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Cyan Optics

Cyan Optics was founded in November 2006 "to enable service providers to scale, extend and simplify conventional and packet-based networks for more profitable service offerings." The company has raised capital from Azure Capital Partners, Grande Ventures (Dr. Huber of Corvis), Kinetic Ventures, Norwest Venture Partners, TDF (Telecom Development Fund), and Juniper Networks.

Increased broadband, increased usage, new services, and changes in content are causing global IP traffic to roughly double every 18 months, with a 2005 to 2011 CAGR projection of 58%. Surging traffic on relatively flat revenues results in a decrease in revenue per transported bit. To address this pain point, operators are seeking new ways to dramatically scale their network capacity with profoundly lower costs, demanding upwards of 70-80% reduction in network cost.

To address this problem, Cyan has developed the Z-Series of multi-layer transport platforms and CyMS multi-layer management system, which have been designed with optimized multi-layer management as a founding objective, and take packet optical transport systems to a new level of multi-layer integration in both hardware and software. Cyan's packet optical transport and multi-layer optimization solutions are purpose-built to help carriers capitalize on the explosive growth of bandwidth and the fundamental shift to packet services.

The Cyan Z-Series includes the Cyan Z33 and Z77 multi-layer transport platforms that modularly combine packet, TDM and optical add/drop multiplexer, cross-connect and transport functionality in highly integrated platforms supporting over 100 Gbps of service capacity per card slot. The Z-Series combine the functionality of a MSPP (SONET/SDH ADM), Ethernet (aggregation and grooming), and DWDM (2 to 40 lambdas) in one highly integrated platform enabling true multi-layer packet optical transport.

The Z-Series provides economical, massively scalable capacity that snaps into existing packet, SONET and SDH based networks, bridges across domains, and incrementally scales with advanced G.709 OTN (optical transport networks), connection-oriented Ethernet packet and optical add/drop multiplexing and switching.

The Z-Series extends the role of existing TDM infrastructures by enabling a smooth transition to Ethernet. It extends the role of Ethernet to support advanced MEF services with new connection oriented Ethernet transport standards. It simplifies planning, implementation and management of an increasing number of network and technology layers with multi-layer management capabilities. And it cost-effectively scales from the network edge to the core for functional and operational consistency.

The Cyan Z33 and Z77 work in harmony with the CyMS multi-layer management system to support a range of packet, TDM and optical service modules. These systems can be configured as basic 10G Ethernet, SONET or SDH edge aggregation and add/drop multiplexer systems or modularly scaled when and where needed to enable DWDM with highly advanced multi-layer packet, TDM and optical switching, aggregation and multiplexing both within and between technologies and network layers for application across the network.

The Cyan Z33 provides six multi-service slots, plus two common control modules to support multi-layer add/drop multiplexing (MADM) and transport. The Z33 is sized and cost optimized for access edge, aggregation and transit nodes and supports a range of service modules ranging from non-blocking 80G connection oriented Ethernet switch modules supporting advanced MEF services to non-blocking 60G SONET/SDH MSPP modules and high capacity mux-ponding and transponding modules, all with OTN.

The Cyan Z77 platform combines the same packet, TDM, OTN, and optical add/drop multiplexing with multi-layer cross-connect (MXC) switching. Designed with an ultra-high capacity midplane architecture, the Cyan Z77 supports the same modules as the Z33 with up to 2.5 Tbps of capacity per chassis. Modularly configurable and scalable, the Z77 supports optional multi-technology switch fabrics supporting a mix of up to 840 Gbps of protected packet service or 720 Gbps of protected SONET/SDH capacity to meet the requirements of larger aggregation, transit and hub locations.

The Cyan Z33 and Z77 both support optional advanced optical multiplexing and switching modules. Both platforms can be configured with ultra-low cost four or eight channel DWDM modules using pluggable (SFP/XFP) optics or 40 channel DWDM modules with wavelength selectable switching (WSS) across two degrees on the Z33 or up to seven degrees on the Z77 for multi-degree ROADM applications.

Both platforms provide MEF Services with CEO transport, SONET/SDH MSPP, OTN Muxing/Transponding, and DWDM. The Z77 provides multi-degree RODM while the Z33 provides 2-degree RODM. The platforms are massively scalable, providing >100Gbps per slot providing non-blocking support for future 40 & 100Gbps service modules.

The Cyan CyMS is claimed to be the first management system that provides full multi-layer visibility and business intelligence. Multi-layer management, comprising 3D network visualization, network virtualization, planning, provisioning, and control, helps make service providers' operations fundamentally more efficient. The CyMS provides carriers with transformational three-dimensional visualization tools to improve the planning, provisioning, operational efficiency and effectiveness of networks.

The Cyan Z-Series multi-layer packet optical transport platforms and CyMS multi-layer management system are available now. Launched in Q4'09, to date Cyan has more than 20 customers ranging from metro and regional Ethernet service providers, to local and regional broadband providers, transport providers, cable MSOs and data center operators.

Initial deployments support applications such as wireless and Internet backhaul, Carrier Ethernet (Metro Ethernet Forum) services, IPTV backhaul, VOD, SONET/SDH transport, wavelength transport services, and more. Buckeye Telesystem has been using the Cyan Z77 to provide transport for mission critical Ethernet backhaul since late 2008.

Michael Hatfield, President and CEO (previously founder and CEO of Calix and co-founder and COO of Cerent, which was acquired by Cisco for $7B)

Steve West, CTO (previously a member of the founding team at Turin Networks and Director of Engineering at AFC)

Eric Clelland, VP of Sales (previously managed sales and business development at Caymas Systems and a senior sales executive at Cisco via the acquisition of Cerent where he served as director of sales)

Rick Johnston, VP of Business Operations and Customer Service (previously founder and VP, Business Development at Calix and VP of customer service at AFC)

Norm Foust, VP of Operations (previously VP of Operations at Dilithium Networks and Director of Operations and Director of Supply Chain at Calix)

Frank Wiener, VP, Marketing and Business Development (previously ran Product Development for Calix)

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InVox

Founded in 2007 as 800PBX, InVox is a provider of carrier-class hosted business telephony services. Recognizing that the fixed-function virtual PBX market is commoditized and price-driven, InVox shifted its focus to advanced intelligent voice solutions for SMBs. The company is self-funded by the founders, and is currently seeking additional capital to scale-out. Invox has 25+ employees and is based in Sunnyvale, CA and Hyderabad, India. The company has 1,200 paying customers and growing revenue of $30-40K/mth through word-of-mouth marketing. Breakeven is anticipated in 6 months with revenue of $2.5M by April 2010.

According to DMG Consulting, the IVR market will grow to $2.7 billion by 2011. In Q1'09, 32% of the 279 network and telecom managers surveyed In North America and Europe plan to upgrade their IVR in the next 12 months. Further, 22% of companies plan to add speech applications this year to improve automation of customer transactions and provide better customer service.

Yet businesses with limited resources are severely underserved with telephony voice automation solutions traditionally reserved for organizations with large budgets. Today's full-featured voice response systems cost tens of thousands of dollars, which is prohibitive for many businesses.

Potential competitors Tell Me (Acquired by Microsoft for $830M), BeVocal (Acquired by Nuance for $140M), Angel (subsidiary of Microstrategy), and Voxeo all target the high end market. Moreover, incumbent voice recognition-based systems have used a walled-garden approach to their architecture, which requires businesses to make an enormous investment into their phone systems and painful switching costs.

To fill this gap, InVox recently launched its intelligent voice solutions for businesses, the first of its kind to offer interactive voice response (IVR). The system has 50 man-years of development, several patent filing and testing with strategic members of its 1,200 customers.

Easily configured by the user through a drag-and-drop user interface, the service is offered as a cloud based, Telephony-as-a-Service (TAAS) format built on an open-standards architecture. The solution provides the features of a fortune-500 quality phone system with no additional hardware or software.

InVox gives SMBs' the option to start with a scalable hosted solution that can be built in minutes online using an interface. Users can further enhance their basic phone system into a sophisticated telephony system by including intelligent voice solutions such as Pay-by-voice, Interactive Voice Response, Phone CRM, Lead management, Database Integration, Survey Polls and Appointment Scheduling.

InVox's intelligent voice solutions seamlessly integrate with all existing PBX systems to cost effectively enhance business productivity. Starting from a phone system for routing calls to advanced Fortune 500 voice automation features, Invox helps growing businesses with their phone needs. With a quick setup and a pay-as-you-grow pricing plan, businesses are able to easily customize and manage their voice solutions using the intuitive graphical drag-and-drop interface. InVox provides several "ready to grow" IVR solutions such as full CRM and database integration to create a unified web service for businesses to develop new revenue streams.

Invox provides a "free" Phone system with all basic PBX features (speech driven auto attendant and call routing, call forwarding, music on hold, voicemail with email/text alert, automated voicemail transcription, unlimited extensions, conferencing, business hours routing, and much more).

Unique differentiators include free speech recognition (US/UK English, French and Spanish), a text-to-speech engine, automated ordering and payment

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processing, purchase and shipment status tracking, appointment scheduling, reminder calls, surveys, database integration, and tight CRM integration, updating caller information automatically. The system also offers unlimited real time call flow testing.

Advanced offerings appeal to verticals such as telephone carriers, healthcare, marketing, real estate, non-profit, and hosted call centers with advanced ACD Routing capabilities, inbound and outbound call management, eCommerce companies and real-time web-based tracking systems.

As an example, for the pizza delivery market, the system could automatically greet the caller, collect order information, get pricing from a database, apply coupons, get the caller's address from reverse411, charge the caller's credit card, and send the order, with directions, through fax, email or insert directly into the PoS system.

InVox is forming an ecosystem of partners to expand the capabilities of its system. Technology partners include Skype, Google Voice, Gizmo5, and Yap. The solution works with most major PBXs, including those from Cisco, Avaya, ShoreTel, 8x8, and Asterisk. It fully integrates with CRM solutions from salesforce.com, SugarCRM and ZOHO.

Yap provides voicemail-to-text capability. Yap's instant, automated voicemail-to-text service enables InVox users to receive their voicemails as text quickly, accurately and without any human transcription.

InVox has a partnership with Gizmo5 to empower Google Voice. Using Invox's graphical drag-and-drop interface, businesses can build a fully featured enterprise-grade phone system including a voice automated PBX on a Google Voice number in minutes. Gizmo5 is the largest standards-based calling and IM network offering VoIP and IM. Gizmo5 serves more than 7 million consumer and business users with freely downloadable Windows and OSX software, mobile software for J2ME and Symbian phones and a web-based call system.

Beta release was in September 2009 and live production is schedule for October 15th. The pricing model offers tiered pricing based on the number of minutes. A free option is available with 50 free minutes. Advanced features are available with low-cost setup fees.

Michael Loftus, CEO (previously managed startups for 20+ years)

Manohar Chapalamadugu, founder and CTO (doctoral candidate for early 2010; extensive experience working with several startups; founder & CEO of MantraGroup with over 60k customers)

Sreedhar Ambati, VP of Engineering

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MaxiScale

MaxiScale was founded to develop "a breakthrough software platform for Internet data centers and storage infrastructure that fundamentally changes the economics of deploying Web-scale applications." The company has received funding from New Enterprise Associates, El Dorado Ventures, and Silicon Valley Bank.

Facebook users upload more than 10 billion photos and more than 10 million videos each month. More than 2 billion pieces of content are shared each week. YouTube streams more than one 1 billion videos per day worldwide. Internet companies must support billions of small files, millions of users, and comprehensive logging and tracking of data, all while ensuring immediate performance for a top-quality user experience.

Conventional data center and storage infrastructures cannot keep up with these taxing workloads and requirements. Solutions built on expensive proprietary hardware do not scale to support the new paradigm, and do-it-yourself software approaches are only feasible for a handful of companies with millions of dollars to build and maintain large infrastructure development teams.

MaxiScale recently launched the FLEX Software Platform, which solves the problems created by the unpredictable and ever-expanding data requirements of Web workloads. MaxiScale transforms and scales file serving and storage infrastructure to meet these demanding needs, enabling customers to reduce capital and operational costs while improving performance by an order of magnitude over competing solutions.

The MaxiScale FLEX Software Platform fits existing Web environments and features a suite of file serving and storage capabilities starting with the Peer Set foundation and distributed metadata that turn commodity hardware into robust, scalable and highly available infrastructures. MaxiScale integrates file serving with optimizations for small files, logging, and a key value store, all accessible using a common file-systems approach without the need for application changes. The system provides client access to Linux and Windows Web and application servers, and includes a single namespace and management interface for simplicity and operational savings.

The MaxiScale FLEX Software Platform provides massively scalable file serving for web applications. The Platform serves files directly from disk up to 10X faster than traditional systems and scales to hundreds of petabytes in a single namespace, eliminating the need to point applications at new storage island. The all-software approach scales performance linearly as more nodes are added to the cluster. It runs entirely with standard

servers, SATA disks, and Ethernet, dramatically lowering the cost of file serving at Internet scale.

The FLEX platform runs on commodity hardware, resulting in 1/10th the cost of traditional systems, optimizes small file performance, representing the majority of files uploaded, accessed and downloaded on the Web daily, and can scale far beyond existing technologies. The Peer Set™ architecture and single disk I/O small file operations allow data centers to linearly scale a single namespace to hundreds of petabytes, eliminate forklift upgrades and reduce disk spindle counts by a factor of 10, enabling companies to scale to 100 times the capacity of their current solutions non-disruptively.

MaxiScale's Peer Set™ architecture is a patent-pending technology that delivers linearly scaling performance with each additional cluster node. Peer Set™ instances are the foundation of the FLEX Software Platform and enable a range of functions unavailable in conventional clustered architectures. Peer Sets™ distribute and replicate file data and metadata, making the MaxiScale FLEX Software Platform resilient to multiple failures and facilitating automatic self-healing. The FLEX Platform aggregates up to 65,000 Peer Set™ instances into a single namespace, representing hundreds of petabytes at current hard drive densities.

FLEX provides better single disk I/O read performance with far fewer disks compared with typical file servers that require 10 or more operations to retrieve each file. It serves files under 1 MB in a single disk I/O from every spindle; distributed metadata removes lookup bottlenecks common in centralized systems. The FLEX platform manages petabytes of file serving capacity from single view, facilitating service level monitoring, automating capacity growth, and self recovering from failures.

The MaxiScale FLEX Software Platform is available now. With over 110 billion ad impressions served in three years, **AdMob** the world's largest mobile advertising marketplace, understands the challenges of handling unpredictable and ever-expanding data requirements. The MaxiScale platform supports the scale and performance levels Admob requires while enabling system consolidation to improve its cost structure.

Gianluca Rattazzi, President, CEO and Co-Founder (previously co-founder and CEO of Meridian Data, Parallan, P-Com, and BlueArc)

Francesco Lacapra, CTO, VP of Engineering, and Co-Founder (previously served in engineering executive management roles worked closely with Rattazzi at numerous infrastructure companies)

Gary Orenstein, VP of Marketing (previously VP of marketing and business development at Gear6, VP of marketing at Compellent, and co-founder at Nishan Systems, which was acquired by McDATA/Brocade)

Kevin O'Keefe, VP of Field Operations (previously held CEO and SVP roles at Stratus Computers, Diogenes, Nativeminds, and MineShare, as well as sales director for Sun)

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me2me AG

In 2005, me2me started as an internal project within Swisscom Mobile when Roger Lagadec (CTO of me2me) was commissioned by Swisscom CEO, Carsten Schloter, (then CEO of Swisscom Mobile), to look into issues regarding management of information complexity. The project was then transferred to the Swisscom research department, Swisscom Innovations, where Roger and the core team continued to refine the me2me concept.

In January 2008, me2me was spun off as a separate company, financed by Swisscom Ventures. Over the past two years me2me has received investment in excess of 4.6 million euros.

me2me's mission is "to bring converged, voice-enabled personal messaging and Web services to the wide consumer market." The company is a wholly owned Swisscom venture. Headquartered is in Zurich, Switzerland with subsidiaries in London, UK and Boston.

Today, converged voice and Web functionality is limited to high-end smartphones. In addition, current voicemail services can be cumbersome and time consuming to access and manage. me2me believes it is about 18 months ahead of any competition in offering an intuitive service allowing users to interact with the Web from any phone, regardless of make or model.

The flagship "me2me" intelligent daily life information service offers operators the opportunity to generate new revenue streams and helps users organize their lives by intelligently storing daily life information in a new way that links it to Web services, and makes it easy to manage, find, retrieve, and act on. The concepts behind me2me have been validated with over 30 operators in Western Europe and USA.

Launch in February 2009, me2me delivers converged, voice-enabled personal messaging and Web services. The service helps users organize their lives by verbally storing daily life information and tagging it with personal terms to make it searchable later on the mobile device or a PC Web interface. The product also provides user-friendly access and interaction with 3rd party services such as social networks, weather, sports and business as well as customized vertical corporate information services.

me2me allows subscribers to use a single number to verbally store daily life information and tag it with personal terms to make it searchable later. Users can retrieve and organize information over the phone, with a free Web account, or have

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information delivered by text message. It enables users to edit, tag and organize their in- and outbox voice messages.

Using me2me, subscribers can, for example, store lists of items they need to remember at the grocery store, ask me2me where the nearest store is for their items, and be reminded of certain items based on the time, their location, or a number of customizable 'tags' that can be set by the user.

me2me's service helps subscribers better manage their voicemails by adding valuable information about the message content, and making voicemail more searchable. The service prompts callers to specify keywords to tag their voice message and to give the recipient an indication of its subject. These message tags are then delivered to the recipient by SMS, together with a message envelope, detailing the time and date of the message and the caller details.

Users are able to view this information on their handset without having to listen to the message, or can call the voicemail service and immediately jump to the most important message. This effectively moves voicemail beyond simple visual selection and playback, and adds instant value for consumer and enterprise subscribers. This works with every mobile handset in the market and can enhance Visual Voicemail.

Provided as a managed service to operators, me2me can be rapidly deployed at a minimum cost to enrich the subscriber messaging service experience. In addition, operators can select a choice of third-party services to offer to users, enabling them to retrieve information via the Web. For example, users can search train schedules or check the catalogues of large retailers to help compile their shopping lists.

me2me is currently in beta testing and operator trials in Europe and the US, will be launched in Autumn 2009.

Peter Hauser, CEO and Executive Vice-Chairman (previously SVP and GM of international operations for Nuance Communications)

Roger Lagadec, Ph.D., CTO (previously GM of Sony's Professional Audio Division in Atsugi Japan and CTO for Sony Europe, in charge of Electronic Media at Ringier, Switzerland, and with Swisscom and Swisscom Mobile for the past 8 years)

Christian Giroux, Chief Marketing Officer (previously with Swisscom's Strategy and Innovation team)

William Wen, VP Business Development, US (previously spent eight years at Nuance)

Steve Ratcliffe, Director Business Development UK, Ireland and South Africa (20+ yrs telecom ecxperience, most recently with Equant)

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On-Ramp Wireless

On-Ramp Wireless was founded in early 2008 to develop "the first wireless system purpose-built to efficiently connect billions of hard-to-reach devices in metro scale and other challenging environments." The company has received funding from private investors and partners. On-Ramp has roughly 30 employees.

On-Ramp recently unveiled its UltraLink Processing (ULP) Wireless Communication System for wide area, machine-to-machine applications. Operating in the un-licensed 2.4 GHz spectrum, ULP provides a 600x network coverage advantage and 25x capacity efficiency advantage over competing free spectrum protocols, enabling broad adoption of wireless monitoring and control applications from large enterprise and industrial campus deployments to metro-scale networks by significantly lowering overall network cost.

ULP's signal processing innovation finds weak signals even in high noise environments, yielding extreme coverage, immunity to high interference, and significantly lowers cost. The ULP system represents a breakthrough in signal processing, as it is the first to be able to demodulate signals below the noise floor while also effectively maintaining network capacity and low system cost.

The System is comprised of small wireless modules, the ULP eNode, which have open and standard interfaces, and can be easily integrated with a wide range of vendor applications. The eNodes communicate with the ULP Access Point, which is used to transmit and receive data to and from potentially thousands of remote modules.

Key On-Ramp advantages include receive sensitivity, capacity, power consumption, robustness, simple network architecture, and low total cost of ownership.

On-Ramp's advantages are derived from a fundamental innovation leveraging the proven Direct Sequence Spread Spectrum modulation technology. On-Ramp's ability to achieve 40dB of additional receive sensitivity compared to the free spectrum radios translates to an enormous advantage over legacy technologies.

ULP can acquire weak signals at -145dBm with 10,000x less hardware processing logic than conventional radios. Due to the breakthrough in receiver

Network Coverage Comparison	On-Ramp ULP	Cellular	802.15.4	Freq. Hopping Spread Spectrum
Node Power Amplifier	20 dBm	23 dBm	20 dBm	30 dBm
Receive Sensitivity	-142 dBm	-117 dBm	-105 dBm	-102 dBm
Rang/Coverage	7.12 km/ 159.25 km^2	1.59 km/ 7.94 km^2	0.63 km/ 1.25 km^2	1.01 km/ 3.20 km^2

sensitivity, ULP achieves extreme range when the eNode operates with only a 20 dBm PA. Most competitive products require 30dBm.

The On-Ramp ULP communication system provides a total allowable path loss of up to 172 dB, which explains the extreme range of the system, and translates to robustness. For the conventional free ISM band technologies, deploying with excess link budget is all but impossible without shrinking the coverage area to be practically useless.

Existing radios incur a significant protocol overhead penalty for low data rate transactions and are typically based on Carriers Sense Multiple Access (CSMA), which is not designed for high capacity wide area communications. ULP uses a new multiple access scheme called Random Phase Multiple Access (RPMA), which offers a higher capacity system. In addition, the capacity remains constant as a function of the distance, and doesn't decrease as for other systems.

The ULP system operates in a simple star topology, which has substantial deployment and maintenance advantages over mesh and other topologies if the star network provides sufficient coverage. In mesh networks, a substantial amount of capacity is consumed by "housekeeping" the network configuration.

On-Ramp typically claims about a 25× range and capacity advantage, but in many deployment scenarios, the advantage is substantially larger. That is because the On-Ramp ULP network, due to its high capacity multiple access scheme, can take advantage of favorable antenna locations, such as an elevated Access Point antenna placement. A single radio can support 64,000 nodes with 1,000 communicating concurrently.

This is not the case for CSMA-based systems, such as 802.15.4, 802.11, and 900MHz Frequency Hopping Spread Spectrum networks, which assumes that Nodes in the network have a radio link between each other to detect contention, and have short range, limiting the number of favorable locations to place gateways.

In a metro environment, a single On-Ramp Access Point can replace several hundred competing gateways. On-Ramp's technology is designed for highly duty cycled low data rate (~ 64kbps) applications and can achieve battery life of up to 15 years when supporting water and gas meters for example.

On-Ramp's field-proven ULP system enables metro-scale, wide area, low data rate, low-power monitoring and control applications within Smart Grid, industrial sensing, location tracking, and security sensing applications. On-Ramp is currently engaged with major application partners in several metro and industrial area field trials, with early traction in industrial applications such as gas and water meters, HVAC monitoring, and underground pipe leak monitoring.

San Diego Gas & Electric (SDG&E), UC San Diego and CleanTECH San Diego recently formed a coalition of 25 local, national and global organizations to transform the San Diego region's electrical grid into a digital smart grid. SDG&E is a regulated public utility that provides energy service to 3.4 million consumers through 1.4 million electric meters and more than 840,000 natural gas meters in San Diego and southern Orange counties. On-Ramp's ULP Wireless Communication System has been selected for the project.

Joaquin Silva, President & CEO (previously co-founder, President & COO of Ostendo Technologies, a VP at Montgomery & Co., and co-founder and COO of AccelerateTV)

Dr. Eckart Voskamp, Ph.D., VP Business Development and Marketing (previously Director of Sales at Staccato Communications and VP of Strategic Partnerships at Chipidea, which was acquired by MIPS)

Mike Peterson, VP Finance and Corporate Strategy (previously VP of Finance and Corporate Development with DECA and VP of Corporate Development & Finance at ClickStar)

Jonas Olsen, VP Strategic Partnerships (previously VP of Business Development at Blue Sky Network)

Dr. Ted Myers, co-founder & CTO (previously co-founder of CommASIC, which was acquired by Freescale)

Robert Boesel, co-founder & VP of Engineering (previously co-founder and VP of Engineering for CommASIC)

Jason Wilson, VP Product Management (previously VP Product Management at Ostendo Technologies)

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Queplix

Queplix was founded in 2004 to address enterprise application challenges. The company grew organically until mid-2009, when it closed $1.5 million in Series A funding from Javelin Venture Partners to expand its cloud computing and enterprise search offerings. Additionally, Mark Cashman has been named as CEO.

Queplix fills two critical IT needs – accelerated migration of legacy applications to the cloud, and secure access to structured data across legacy, SaaS, and cloud environments. Queplix enables enterprises to rapidly modernize their applications to take advantage of flexible cloud computing architectures. By radically improving customers' access to their data, the company's QueCloud™ and QueSearch™ solutions help companies reduce costs, increase operational efficiency, and strengthen customer relationships.

QueSearch software and appliances work with enterprise search platforms to securely access both structured and unstructured data from a single universal

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search box. Unlike any other search product on the market, QueSearch automatically extracts structured data and permissions from legacy and cloud applications, enabling per-user access control and real-time updating. This ensures that users see only the information they are allowed to see, as defined by existing enterprise or application security policies.

By combining the power of unstructured enterprise search with secure structured data search from Queplix, enterprises can dramatically improve information access for employees and partners, and unlock the value of investments in existing enterprise applications.

Queplix recently unveiled its QueCloud™ platform, designed to accelerate migration of enterprise applications to private and public cloud infrastructures. The new QueCloud platform builds upon the company's widely deployed third-generation QueWeb platform for legacy application migration. QueCloud enables customers to rapidly extract structured data, business logic, and security access controls, and publish cloud-ready applications to private or public cloud infrastructures.

For private cloud deployment, QueCloud applications can run standalone or in popular virtual machine formats such as VMware ESX and XenServer. For public cloud deployment, QueCloud enables publishing of a dynamic web-based application to the Amazon Web Services EC2 platform.

Queplix solutions have been deployed by many of the world's leading enterprises, in sectors including retail, manufacturing, telecom, energy, software, and healthcare. The QueCloud 3.2 platform, with private cloud support, is shipping now. The QueCloud 3.5 platform, including advanced support for VMware and Amazon EC2 platforms, is in private alpha testing with customers, and expected to be available in Q4.

Mark Cashman, CEO (previously VP of Business Development at enterprise mobility vendor Agito Networks and ran Product Management at Fiberlink)

Steven Yaskin, CTO and Founder (previously CEO of Priority Consulting)

Paul Tenberg, Director of Professional Services and Founder

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Skyfire

Nitin Bhandari and Erik Swenson founded Skyfire in April 2006 to develop a mobile browser that "delivers the PC web to mobile phones so its users can experience the web on their phone exactly as they do on their desktop computers." The company was in stealth mode under the name DVC Labs until January 2008, when it launched its browser in private beta.

In June 2007, Skyfire secured $4.8 million in Series A financing co-led by Trinity Ventures and Matrix Partners. In May 2008, Skyfire secured $13 million in Series B funding led by Lightspeed Venture Partners and including existing investors. In August 2009, Skyfire topped off their Series B round with an additional $5 million from existing investors, bringing the total to $22.8 million to date. The company has roughly 40 employees.

The smartphone market is forecasted to be larger than 400M installed base by 2010, and is growing rapidly. Mobile data revenue was $32B in revenue in 2008, with a 26% ARPU growth. Yet today's mobile browser experience is hindered by slow rendering, error messages, no Flash support, watered down WAP pages or second-rate mobile versions of favorite site. Before Skyfire, users painfully waited for Flash and Ajax-heavy sites to render, often resulting in error messages or crashes.

Skyfire has remedied these ills at a speed not seen before on the mobile platform, and has broken down the two primary barriers for Internet adoption on smartphones – speed and user experience.

Skyfire is a free, downloadable mobile browser that allows users to access the same Web content, and interact with that content, exactly as they do on their PC. When users load their favorite sites, they will not encounter unrecognizable content, unfamiliar page layouts, or missing content, like they have with other mobile browsers.

The Skyfire mobile browser is the fastest mobile browser and the only mobile browser to support all the rich media on the web, according to the company. Known for its speed, Skyfire launches quickly and loads web pages quicker than other mobile browsers.

Skyfire delivers all rich content to devices, including Flash 10, Silverlight 2, Ajax and Javascript. This enables Skyfire consumers to watch videos from the real YouTube, stay connected with their friends on the full-feature PC versions of Facebook and MySpace, and listen to any Web music service like Last.fm.

Skyfire users are active on websites that don't work on any other mobile browser. Consistently, the top websites used on Skyfire are the top websites used on PCs – such as the full-featured Hulu, YouTube, Facebook, Myspace, Google Docs, full-featured Gmail, and professional sport leagues' full websites.

Skyfire's patent-pending technology is the foundation of Skyfire's unique ability to support all Web technologies, both current and future, at speeds comparable to the PC. With Skyfire's proprietary technology, supporting any new Web standard becomes a seamless user experience without the need to upgrade to

new releases. Skyfire handles much of the processing work on the server-side, reducing carrier bandwidth, making it a win-win for both consumers and mobile operators. This technology also reduces processing power and memory needed on the phone.

Skyfire is able to achieve 75% or higher data compression between the web and the client. Cost per user is very manageable, and will go down further with scale. As it scales, the company plans to handily cover its costs by enabling smart search and other advertising solutions as well as providing a platform for others to develop rich media apps.

Skyfire includes numerous features aimed at simplifying the mobile browsing experience. For example, when a user conducts a Web search from the home page, Skyfire pulls results from multiple search engines and displays the results in multiple tabs that consumers can easily navigate. In addition, users can bookmark specific locations on a Web page to get to the content that matters most to them in one click – such as stock quotes, sports scores, blog messages, etc. Skyfire's user interface features full screen navigation, thumbnail views and zooming to seamlessly resize the Web content to fit the mobile screen.

Skyfire users can customize the start page with RSS feeds from their favorite websites. In addition, they can integrate their Facebook and Twitter accounts to import status updates and tweets, and easily publish their status to these networks. Skyfire is the only mobile browse to share and publish any web page to Facebook and Twitter networks with one click.

Skyfire runs on more than 70% of the worldwide installed base of smartphones, based on figures from a March 2009 Gartner report. Currently, Skyfire runs on Windows Mobile (smartphones and PPC) and Nokia N and E Series (Symbian S60, 3rd Edition) phones. These include smartphone devices made by HTC, LG, Motorola, Nokia, Palm, Samsung, Sony Ericsson, T-Mobile, to name a few, and newer models with VGA and WVGA screen resolutions all running on Windows Mobile or Symbian platforms.

In May 2009, Skyfire officially launched its 1.0 version in the US, Canada and UK.. Over one million consumers have installed and used the Skyfire browser in just under five months, making it the fastest growing downloadable mobile browser in North America.

Skyfire has plans to bring their browser to more smartphones (Symbian Series 60, 5th Edition phones) and recently launched a Private Closed Alpha program for the BlackBerry platform. Later this year, Skyfire will be making announcements about how its technology uniquely positions the company for extending its offering beyond the browser.

In the browser space, the primary competitor is Opera Mobile. The Skyfire browser is the only mobile browser to support full Web PC browsing, including rich media content, and support for Ajax, Flash 10, Quicktime, Windows Media, and others. Skyfire is known for its speed and ability to handle the entire PC web on the phone. Skyfire's server-assisted, asymmetric distributed technology allows the client is shine and enables the company to support the full web, now and in the future.

Jeffrey Glueck, CEO (previously CMO at Travelocity)

Nitin Bhandari , Chief Product Officer, Co-Founder (previously a senior management member responsible for the advanced development group at Extreme Networks)

Erik Swenson, CTO, Co-Founder (previously director of ASIC design and an original member of the ASIC design team at Extreme Networks)

Nirmal Nair, VP, Engineering (previously director of engineering for U.S. and European operations at Pinnacle Systems, which was acquired by Avid Technology)

Raj Singh, VP, Business Development (previously a consultant for Dell Mobile and co-founded Veeker, a mobile video communication service, ToneThis, CNET's top ringtone creation product, and Otasoft, an LBS Bluetooth couponing service)

Tracy DeMiroz, VP, Marketing (previously held key strategic roles and consulted at companies, including Borland, Cisco, Fat Brain, General Magic, Intuit, Microsoft, Netscape, NetObjects, and Widgetbox)

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Symform

Symform was founded in 2007 by veteran Microsoft engineers Bassam Tabarra and Praerit Garg to develop cost effective solutions to large scale distributed data management problems. In April 2009, Symform completed a $1.5 million Series A financing round from OVP Venture Partners. Additional capital requirements are not anticipated at this time. Breakeven is expected by the end of 2010. Symform has 7 employees.

Symform develops decentralized cloud computing systems. The company is dedicated to the belief that technology products built on the cooperative, decentralized principles underlying the Internet are inherently more affordable, dependable, scalable, and sustainable than centralized data-center-based alternatives.

Symform was founded on the realization that millions of small businesses have computers with an excess of inexpensive storage capacity, power running 24x7, and unlimited Internet bandwidth, especially nights and weekends. Symform has developed software that aggregates this relatively unreliable and untrusted capacity over the Internet and transforms it into a secure and reliable global storage system.

Startup Profiles

(Continued from page 9)

Symform is currently focused on online storage services for disaster recovery. Most small businesses have no disaster recovery plan due to the high costs of online services ($0.50 to $4.00 per GB) and the hassle of manual tape systems. Subsequently, 70% close their doors in the first year following a catastrophic data loss, according to the U.S. Bureau of Labor Statistics.

To address this problem, Symform recently unveiled its first product, the Symform Cooperative Storage Cloud, which enables small businesses to implement a backup and disaster recovery solution that is more secure and 10X cheaper than traditional online backup services. The solution automatically and seamlessly adds offsite storage and disaster recovery to existing local backup solutions, combining the best practices of disaster recovery, data security, and distributed networking using the power of Internet.

The heart of Symform's software is a proprietary technology called RAID-96, which divides encrypted data into redundant fragments using industry standard Reed-Solomon encoding for robust durability and high availability De-centralized online storage with RAID-96 redundancy and 256-bit AES encryption provides superior protection against data loss or breach.

All data files are automatically mirrored into the storage cloud. The fragmented data are randomly distributed to multiple destination nodes in the network to ensure that no single node holds all the data. Geographically dispersed fragments achieve superior protection against regional disasters.

Data are sent and retrieved in parallel to maximize the speed of backup and restore. The solution leverages de-duplication technology to store a unique block of data only once across the storage cloud. It automatically detects local changes to files and synchronizes them in the storage cloud.

The storage cloud organically scales as new nodes enter and contribute the equivalent of the storage they receive. Symform handles the day-to-day management of network security and administration of the storage cloud.

Telephony provider Ooma and some video companies have also based their business models on distributed customer-located assets. While we don't argue that these solutions can be mathematically proven to work technically, it is unclear how customers feel about their local assets being shared.

Symform has conducted extensive market research in this area and has encountered very little resistance. Most small businesses rely on the judgment of their IT Service Providers (Symform resellers) and have responded positively, since Symform is 10X cheaper than traditional solutions.

The addressable market size is $5 billion, according to Symform. Traditional cloud backup solutions from Mozy, Carbonite, and others are priced from $0.50 to $4.00 per GB per month. In addition, they all rely on a point-to-point shared pipe and thus throttle bandwidth to manage their costs. Symform "bonds" 96 channels simultaneously, providing much higher parallel throughput. There are "social file sharing" competitors, but none provide backup/disaster recovery services.

Symform initially provided "bootstrap" storage, and already has a sufficient number of "nodes" to accomplish its RAID-96 reliability scheme. Customers in the network contribute unused server space equal to the amount they consume in the storage cloud. The cost is roughly $50/month to back-up an unlimited amount of data. Thus if a small business were to add a 1TB USB drive for a street price of $100, they could back-up 1TB, which is offered by competitors for roughly $500/month, according to Symform.

Symform is live and has developed a reseller channel of 350+ IT Service Providers worldwide. Symform offers its service to reseller Partners at $15/month per Server and $2/month per Desktop. Resellers mark-up this pricing as they desire.

Praerit Garg, President & Co-founder (previously a Senior Director in Microsoft's Server and Tools division)

Bassam Tabbara, CTO & Co-founder (previously a senior engineer at Microsoft Research)

Kevin Brown, VP of Sales & Marketing (previously co-founder, VP of Marketing, VP of Sales, and VP of Channels at Tableau Software and VP and Managing Director at Visio)

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Viewfinity

Viewfinity was founded in 2007 to develop a unified platform to manage virtual and physical PCs. The company received $5 million in Series A funding from JK&B Capital and Giza Venture Capital in January 2008. Viewfinity is headquartered in Waltham, MA and has 30 employees with offices in Petah Tikva, Israel and Kiev, Ukraine.

Distributed computing has been the dominant client computing architecture for the past two decades. However, the desktop computing paradigm is broken with myriad problems such as security, management costs, configuration drifts, deployment, and compliance.

Several alternative architectures are coming to market to address these challenges, with desktop virtualization one of the most attractive. Desktop

virtualization is easier to secure, manage and police for compliance, and configuration management and application deployment are more straightforward.

For these reason, a March 2009 Gartner report forecast that the worldwide hosted virtual desktop (HVD) market will accelerate from more than 500,000 units in 2009 to 49 million units in 2013. Gartner estimates that approximately 15% of current worldwide traditional professional desktop PCs will migrate to HVDs by 2014, equal to about 66 million connected devices. Worldwide HVD revenue will grow from about $1.5 billion in 2009, which is less than 1% of the worldwide professional PC market, to $65.7 billion in 2013, which will be equal to more than 40%.

However, desktop virtualization is not an easy fix. Growing complexity, and end-user personalization and performance issues, among others, still need to be addressed. End users want a "personalized experience" with their desktops regardless of location or the computing resources they are accessing.

Viewfinity claims to be the only company offering a unified, centralized platform for managing virtual and physical PCs. Its on-the-fly virtualization at the endpoint eliminates application prepackaging, works with all Windows-based applications, and does not alter the desktop experience.

This approach opens up the market for mainstream desktop virtualization adoption, eliminating the issues that have held the market back to date. Through policy-driven user virtualization (persistency), Viewfinity complements server-based desktop (VDI) technology by maintaining the personal computing experience without overburdening servers hosting virtual machines in the data center. Its solution reduces desktop management costs and provides centralized management for compliance, application provisioning, and better support of remote and mobile users. The company is rolling out its solution in three phases.

Phase 1, which launched in July, provides application virtualization via on-the-fly end-point encapsulation. It enables desktop virtualization without significant changes to existing infrastructure, lowering the adoption hurdle.

Phase 2, scheduled for release in Q4'09, provides user virtualization (data, user personalization & application setting mobility), merging both persistent and non-persistent environments, providing a complimentary solution for server-based desktops.

Phase 3, scheduled for Q2'10, unified application and user virtualization, providing a unified centralized management platform to manage both virtual and physical PCs.

In July 2008, Viewfinity filed a patent application with the U.S. PTO for its on-the-fly virtualization and encapsulation architecture, which separates applications and Windows settings from the OS into self contained capsules. By encapsulating these items, Viewfinity eliminates contamination between OS files/registries and prevents conflicts.

At the same time, the software has the ability to share part of the encapsulated content among different encapsulated applications, allowing applications to interact normally with both the OS and other applications. The automatic end-point encapsulation process eliminates packaging and works with all applications, opening up the market for mainstream adoption.

Viewfinity capsules offer a quick and painless solution for migrating users from one desktop to another and for enabling mobility for customers. Viewfinity's method of desktop virtualization enables several practical uses, including application level activity recording, rollback of user personality settings, automated compliance policy enforcement, application mobility, advanced asset reporting, and more.

Most compliance tools offer limited or no flexibility for lockdown and offer "all or nothing" features in order to meet compliance objectives. With Viewfinity, two flexible approaches are available — application and URL white listing and application protection that prevents unauthorized changes to configuration files, registry setting, dlls or executables. Using the Viewfinity service, IT managers can log all desktop activities; block, hide or enable any application; rolls back personal settings; lock down application settings; and provide remote terminal support. One particular MSP stated that these features alone could reduce field visits by 30-40%.

The first product launched in July 2009, and Viewfinity has already secured initial customers.

Leonid Shtilman, Ph.D., CEO (previously SVP of CA via the acquisition of XOsoft, where he served as founder, President and CEO)

Gil Rapaport, President (previously EVP of XOsoft and VP of Marketing at CA)

Mary Rose, VP of Marketing (previously director of marketing at CA and XOsoft)

Dmitry Barboi, CTO (previously founder and VP of R&D for XOsoft and then VP of Development at CA)

Anatoly Kardash, VP of R&D (previously founder & CTO at Peroon and co-founder & CTO at e-Sponsor)

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People

3PAR has named **Rusty Walther** as VP of Customer Services reporting to President and CEO David Scott. Walther previously was VP of Customer Service and Support at Data Domain, which was acquired by EMC. Prior to EMC, he was SVP of Global Support for NetApp. www.3PAR.com

4Base Technology, a leader in virtualization consulting solutions from the desktop through the datacenter and to the cloud, has appointed **Ken Philipp** as VP of Sales. Philipp previously served as VP of Sales at FastScale, which was acquired by EMC, and also held executive sales and marketing positions with VMware, Akimbi (acquired by VMware), Solidcore (acquired by McAfee) and IBM/ROLM. www.4basetech.com

Acision, a leading messaging company, has appointed **Mark Williams** as SVP and GM of the Asia-Pacific region. Williams previously headed up global sales at Amdocs. www.acision.com

ActiveVideo Networks has promoted **Greg Brown** to VP, Product Development. **Mark Dawson**, VP, Product Management, and **Dr. Lena Pavlovskaia**, VP, Advanced Development, have assumed expanded roles. All three executives report to John Callahan, CTO. ActiveVideo anticipates that its cloud-based interactive TV solutions will be available to more than 5 million homes worldwide by the end of 2009. www.activevideo.com

Alcatel-Lucent has named **Paul Kenefick** as VP of Public Affairs for its Americas Region. Kenefick previously was VP for Law and Public Policy at EarthLink.

Allot Communications (NASDAQ: ALLT), a provider of IP service optimization and revenue generation solutions based on deep packet inspection (DPI), has appointed **Lior Moyal** as VP of Business Development replacing Azi Ronen, who is leaving the company after 10 years to pursue a new venture. Moyal previously served as VP of Business Development at AudioCodes and VP of Business Development at BridgeWave Communications, and held a variety of management positions in Orckit, including VP of Product Management and VP of Business Development. Rami Hadar, President and CEO.

Circadence, a leader in the development of enterprise performance technologies, has appointed **Shahid Nakhoda** as VP of Commercial Sales. Nakhoda most recently served as Sales Director for Citrix's Netscaler application delivery services product line. www.circadence.com.

Cloudmark, a provider of carrier-grade messaging security solutions, has appointed **Chandra Tekwani** as VP of mobile operations. Tekwani previously founded Core Mobile Networks, served as a solutions consultant to HarrisStratex Networks, and worked as consulting VP for strategy, product management and partnerships for WiMAX infrastructure vendor Telsima. Prior to that, he served as VP and head of Mobile & Convergence Marketing & Partnerships at Juniper Networks. Hugh McCartney, CEO. www.cloudmark.com

comScore has promoted **Gregory Dale** to COO. Dale joined comScore shortly after its founding in 1999 and has served as VP of product management and more recently as CTO. www.comscore.com

Datacom Systems, a manufacturer of data access solutions, has appointed **Gilbert "Gil" Kaufman** as VP of engineering. Kaufman previously was VP of engineering at Xyplex, EVP of R&D at BigBand Networks and VP of engineering at Covergence, a VoIP session border controller venture that was acquired by Acme Packet in 2009. Sam Lanzafame, CEO. www.datacomsystems.com

EMC has appointed **Pat Gelsinger** as President and COO, EMC Information Infrastructure Products. **Howard Elias** was promoted to President and COO, EMC Information Infrastructure and Cloud Services. Both report to Joe Tucci, EMC Chairman and CEO, and join the Executive Office of the Chairman. Gelsinger most recently served as SVP and Co-GM of Intel's Digital Enterprise Group. Howard Elias has served as President, EMC Global Services and EMC's Ionix IT management group for the last three years.

FLO TV, provider of the FLO TV live mobile TV service and a wholly owned subsidiary of Qualcomm, has appointed **Alice Kim** to the newly formed position of SVP of strategy and corporate development. Kim most recently served as SVP of digital distribution at MTV Networks. www.flotv.com

Fortinet, a network security provider and leader of unified threat management solutions, has appointed **Erica Liu** as Major Account Manager. Liu previously held a senior sales position at IT-Partners. www.fortinet.com

FreeWave Technologies, manufacturer of the most reliable, high-performance spread spectrum and licensed radios for critical data transmission, has hired **Kevin Bishop** as its newest business development executive. Most recently, Bishop worked for Honeywell Process Automation Group. www.freewave.com

FutureIT, a provider of software for the automated and effective management of Microsoft SQL servers, has appointed **Osher Houshmand** as CFO, replacing former CFO Ehud Issacs. Houshmand previously served as Controller at Xfone 018, and before that as Assistant Comptroller at Makteshim Agan Industries. Shmuel Bachar, Chairman and CEO.

GN Netcom, a leader in headset solutions through its Jabra branded products, has appointed **Jerry Mayo** as President. Mayo was previously an EVP for sales and marketing at MCI, WorldCom and SkyTel, and division manager at AT&T. www.gnnetcom.com

Goodmail Systems, the creator of CertifiedEmail, has appointed **Dori Thompson** as Senior Director of Channel Sales. Thompson previously served as Senior Communications Strategist and Strategic Relationship Manager at Silverpop Systems.

Infinera has added to its optical networking R&D team with the opening of a new design center in Ottawa, Ontario. **Dr.**

Kuang-Tsan Wu has joined Infinera to lead the Ottawa team. Dr. Wu previously led the team that architected Nortel's 40 Gbps coherent receivers with advanced signal processing technologies. www.infinera.com

Kabira Technologies has appointed **Manish Gupta** as VP of global marketing. Previously, he has served on the Board of Directors of the WiMAX Forum and Aperto Networks, and was formerly VP of marketing and alliances at Aperto. Kabira is a supplier of customer life-cycle solutions for communications service providers. The company has installations for over 100 customers in more than 40 countries, and serving over 700 million subscribers.

Marathon Technologies, provider of fault-tolerant, high availability software for physical and virtual servers, has appointed **Jim Welch** as president and CEO. Welch previously was VP of Product Operations at Ascential Software, which was acquired by IBM whereupon he was subsequently promoted to VP and GM of the InfoSphere Software business of IBM. www.marathontechnologies.com

MetraTech has appointed **Larry Ayres** as VP of Engineering. Ayres previously was responsible for R&D of the Media Server, Line Cards and Signaling groups, development of a Mobile Game Business Unit, and leader of $200M in product revenue at Comverse Technology. MetraTech offers a new approach to charging, billing, settlement and customer care. www.metratech.com

MobiTV has appointed **Bob Gehringer** as VP of Advertising and Brand Partnerships. Gehringer previously served as VP of Agency Partnerships at NextMedium. www.mobitv.com

Nexicon, developer of digital media protection and intelligence solutions, has promoted **Sam Glines** from president and COO to CEO, replacing former CEO Richard Urrea. Sam Glines joined Nexicon in June 2008. Prior to joining Nexicon, he was an executive with Accenture (formerly Andersen Consulting). www.nexiconinc.com

NextIO, a provider of I/O solutions, has appointed **DaWane Wanek** as VP of worldwide sales, reporting to president and CEO, K.C. Murphy. Wanek previously served as a member of the executive team at Dell, where he was a director of the Advanced Systems Group. With its Express Connect™ platform, NextIO offers the ability to virtualize I/O technology on any server, operating system, hypervisor and storage architecture. www.nextio.com

Nexus Communications a Wireless and IP Core Network consulting company offering vendor neutral and technology agnostic network planning, evaluation and execution services for telecom service providers, Municipalities, ISPs and Utility based telecom providers, has named **Michael (Mike) Hortie** as CEO. Hortie previously was president of Motorola Canada Limited and is the former Vice Chairman of the Canadian Wireless Telecom Association. www.nexus-communications.com

Nokia Siemens Networks has appointed **Rajeev Suri** as CEO succeeding Simon Beresford-Wylie. Suri currently leads the Services business of Nokia Siemens Networks. www.nokiasiemensnetworks.com

Omnitrol Networks, a provider of real-time operational visibility and traceability solutions, has appointed **Howard Cheng**, previously a senior investment banker at Deutsche Bank, as CFO. www.omnitrol.com

Palo Alto Networks, a provider of next-generation firewalls, has named **Rene Bonvanie** as its new head of worldwide marketing. Bonvanie previously served as SVP of marketing, SaaS, and IT at Serena Software, SVP of global marketing at SAP, and SVP of worldwide marketing at VERITAS Software. www.paloalto networks.com

PivotLink, a provider of business intelligence solutions delivered via SaaS, has appointed **Bob Kemper** as SVP of development. Kemper previously served as VP of engineering at PrecisionPoint Software, SVP of R&D at SPSS, and VP of application development at Hyperion. www.pivotlink.com

Qosmos has appointed **Gilles d'Aramon** as VP of Americas Sales and Global Business Development. D'Aramon spent the last 13 years at Cisco France, where he served as Board Member and was most recently Sales Director of the company's Enterprise Group. Qosmos develops network intelligence technology, providing real-time visibility into data as it crosses networks.

Rosum has appointed **Mark Scheible** as VP of Sales. Scheible most recently served as VP of Sales and GM of Anchor Bay Technology's Semiconductor Division. Rosum uses unmodified broadcast TV signals to power location and timing solutions. Rosum's Alloy timing, positioning and frequency solution represents a technological breakthrough for the emerging home femtocell market. Rosum also provides highly accurate location awareness, in locations where conventional solutions such as GPS fail. Brad Anderson, CEO. www.rosum.com

ST-Ericsson has appointed **Gilles Delfassy** as President and CEO. Delfassy retired from TI in 2007 as a 28-year veteran. **Alain Dutheil**, who led the company during its formation and integration, will work with Delfassy over the coming months to ensure a smooth transition. After then, Dutheil will continue to support ST-Ericsson by joining its Board and will return to his previous role as ST's COO. **Hans Vestberg**, CFO and incoming CEO of Ericsson, and a member of the Board of ST-Ericsson, has become Chairman of ST-Ericsson, succeeding Carl-Henric Svanberg, President and CEO of Ericsson. www.stericsson.com

Storwize, a provider of online capacity optimization solutions, has appointed former EMC and Avamar executive, **Ed Walsh**, as CEO. Walsh takes the reins from **Gal Naor** who was appointed President. Walsh was the CEO of Avamar, which was acquired by EMC, VP and GM of EMC's Information Management software group, and CEO of Virtual Iron. www.storwize.com

Sunrise Telecom, a provider of test and measurement solutions for telecom, wireless and cable networks, has appointed **My**

People

(Continued from page 13)

Chung as SVP of worldwide sales and **Ray Texeira** as VP of customer experience. Chung previously was CEO at Circadiant Systems and group president at Spirent Communications. At Telecommunications Techniques (Acterna), now part of JDSU, he held the position of VP of sales before being promoted to division president. Texeira previously was GM at Cerprobe, VP worldwide supply chain at Spirent Communications and VP of operations at Empower RF. **Robert Heintz**, former VP of worldwide sales, will continue to serve Sunrise Telecom as VP of strategic accounts. www.sunrisetelecom.com

Tendril, creator of the Tendril Residential Energy Ecosystem (TREE) for utilities, energy retailers and their consumers, has appointed **Gilbert Shaw** as VP of global development and **Scott Durham** as VP of utility solutions. Shaw previously served as Itron's managing director for EMEA. Durham previously served as VP of strategic accounts at Elster Integrated Solutions. Adrian Tuck, CEO. www.tendrilinc.com

Tervela, provider of open, intelligent, hardware-accelerated messaging systems, has named **Eric Schnadig** as CEO, succeeding J. Barry Thompson, Tervela's founder, who takes over as CTO. Schnadig joins from Unica where he served as SVP of Worldwide Sales and Business Development. www.tervela.com

uLocate, a publisher of location-based mobile services, has named **David Chang** as VP of Product. Chang previously was Co-Founder and VP of Marketing at Mobicious, Director of Product Marketing at m-Qube, and Director of New Products at TripAdvisor. www.where.com

Vivisimo, a leader in enterprise search, has appointed **Rock Arkie** as SVP of Services and Support and **Bob Carter** as VP and GM of Federal. Arkie formerly served as SVP of Operations at iDirect Technologies. Carter previously served as VP of Federal Operations at Network General, which was acquired by NetScout. John Kealey, CEO.

Webroot has appointed **Jerry Jalaba** as VP of channel sales. Jalaba worked at Intacct, and Google via their acquisition Postini, where he was VP of worldwide alliance and channel sales. ■

Funding & IPOs

Actelis Networks, a supplier of Ethernet over copper solutions, has received a multi-million dollar funding boost from its investors. Existing investors Adams Street Partners, ATA Ventures, Argonaut Ventures, Carlyle Venture Partners, Dupont Capital Management, Global Catalyst Partners, Individuals' Venture Fund, Saints Capital, smac | partners, T-Venture, Vertex Venture Capital and The Walden International Investment Group participated.

This new capital will go toward supporting further growth and deployment of Actelis' Ethernet in the First Mile (EFM) products. The new financing also will enable Actelis to take full advantage of opportunities presented from the $7.2 billion broadband stimulus, part of the Obama Administration's American Recovery and Reinvestment Act (ARRA) of 2009.

With five consecutive years of growth, even during an economic downturn, Actelis continues to experience exceptional expansion across Europe and North America, signing agreements with more than 20 additional new customers over the past two fiscal quarters in 2009. Infonetics Research reports that Actelis is a leader in the EFM bonded copper products category, which has a 2008-2013 forecast CAGR in excess of 20%. Tuvia Barlev, president, CEO and co-founder. www.actelis.com

AirHop Communications, a developer of systems software that enables the deployment of high performance and highly differentiated 4G wireless networks, has closed a $1 million financing from a syndicate of wireless industry luminaries. The company has also appointed **Garrett Choi** as COO, **Jerry Hall** as VP of marketing and **Anand Parikh** as VP of business development. Choi previously served as VP of business development at Continuous Computing. Hall previously was founder and CEO of PriveSec and VP of marketing at ProxiNet. Parikh previously was VP of business development and marketing at Cartiza Networks. Yan Hui, founder and CEO. www.airhopcomm.com

ANTs Software (OTCBB: ANTS), a leader in database migration solutions, has secured over $1.4M in equity financing through a private placement of common stock and warrants. Joseph Kozak, Chairman and CEO. www.ants.com

BLADE Network Technologies has closed a strategic Series B funding round with new investors led by NEC along with Juniper and a third technology industry leader as a silent investor. Founding investor Garnett & Helfrich Capital is completing the round with its reinvestment. This funding round values the company at $230 million.

The company closed a record fiscal quarter on July 31 and has surpassed a six-millionth Ethernet switch port installation milestone. Vikram Mehta, president and CEO, established BLADE as a division of Nortel in 2002, and spun it out as an independent company with the financial backing of Garnett & Helfrich Capital in February 2006. Through its partnerships with HP, IBM, NEC and Verari Systems, the company has emerged as the leading supplier of Ethernet switches for blade servers, one of the top 10 providers of 10 Gigabit Ethernet switches, and holds a commanding market share lead over Cisco in blade server networking. www.bladenetwork.net

Calix, the largest communications equipment supplier focused solely on access solutions for broadband service delivery, has raised $100 million in financing and added three new members to its Board. This financing consists of $50 million in equity raised from existing Calix investors and $50 million in debt financing established with Silicon Valley Bank. Calix will use the funds to invest in additional resources necessary to prepare for continued growth and expansion as well as to

capitalize on the growth opportunities afforded by the $7.2 billion U.S. Broadband Stimulus program.

With more than 40% of the rural service providers in the U.S. relying on the Calix Unified Access Infrastructure to deliver advanced broadband services, and market share leadership among rural U.S. service providers for both copper and fiber-based access solutions, Calix is uniquely poised to benefit from the Broadband Stimulus portion of the American Recovery and Reinvestment Act (ARRA). Carl Russo, president and CEO. www.calix.com

Ensequence, the interactive television company, has secured an additional $20 million in funding. Clay Mathile, CEO of CYMI Technologies and former CEO and owner of the Iams Company, led the latest round. Ensequence has also appointed **Peter Low**, formerly President and COO, to the position of President and CEO. Prior to Ensequence, Low spent 10 years as EVP of cable distribution and marketing for MTV and BET Networks. **Dalen Harrison**, former CEO of Ensequence, will remain on the Board.

Ensequence provides solutions that enable programmers, advertisers and distributors to create and deploy interactive TV experiences that increase programming ratings, advertising response and audience reach. Clients include: MTV, NBC Universal, ESPN, HSN, Nike, Ford, Hewlett-Packard, Comcast, DIRECTV, Time Warner, DISH Network, Verizon and British Sky Broadcasting, among others. www.ensequence.com

GreenBytes has secured $8 million in Series A funding from Battery Ventures. GreenBytes' storage appliances bring high performance inline deduplication to primary storage applications. The GB-X family of storage appliances, which are recently unveiled, re-define price performance in the data-protection, VM-optimized and storage consolidation markets. Bob Petrocelli, CEO. www.getgreenbytes.com

Hara, a provider of on-demand environmental and energy management software, has secured $14 million in Series B funding led by JAFCO Ventures with participation from Nth Power and existing investor Kleiner Perkins Caufield & Byers. The company has raised $20M to date. Amit Chatterjee, CEO and co-founder. www.hara.com

MeLLmo, a provider of mobile applications that allow users to view and interact with critical information on-the-go, has secured an additional $4 million in funding from private investors. Since its founding in January 2008, MeLLmo has secured $10 million in angel funding. Designed specifically for the iPhone, MeLLmo's flagship application, Roambi, is a free application that enables individuals and organizations to transform static business data, such as spreadsheets, tables and reports from popular business applications into stunning interactive visualizations that can be instantly delivered directly to any iPhone. Santiago Becerra, chairman and co-founder. www.mellmo.com

Mocapay, a leader in mobile gift, loyalty, and marketing, has closed $3 million in funding from Spartan Mobile, Lacuna and other investors. Mocapay provides a mobile commerce platform that supports integrated mobile payments, marketing and distribution at point-of-sale. Kevin Grieve, CEO. www.mocapay.com

Mzinga, a provider of social software, services, and analytics that improve business performance, has completed a $10 million round of financing. New investors Acadia Woods Partners and BlueCrest Venture Finance Master Fund were joined by existing investors W Capital Partners and Shared Capital Partners. Barry Libert, Chairman and CEO. www.mzinga.com

NextG Networks, a provider of fiber-fed distributed antenna systems (DAS systems) that enhance network coverage, capacity and performance for wireless carriers, has secured an all-equity investment from a group of investors led by Madison Dearborn Partners and including Accel Partners, Redpoint Ventures and Meritech Capital Partners. The group has acquired a majority ownership position with Madison Dearborn as the largest shareholder.

NextG co-founders **David Cutrer** and **John Georges**, who each retain a significant ownership stake, have transitioned to new management responsibilities. Cutrer has become CEO. Georges will be an active member of the Board and serve as a Senior Advisor.

NextG builds, owns and leases fiber optic DAS systems that can support cellular, PCS, WiMax and other wireless services under one integrated, protocol-agnostic platform. Through its network of nearly 6,000 DAS nodes, that are either operational or under contract, NextG provides wireless coverage and capacity in residential areas, urban metro areas and colleges and universities, where traditional wireless communications infrastructure systems are not viable or may require years of municipal review before they are approved. www.nextgnetworks.net

Nujira has completed further funding of £10 million, to accelerate development of its handset technology and support expansion into a new market as well as general commercial development of Cellular Infrastructure and TV Broadcast sectors. The round included Environmental Technologies Fund, a new investor, as well as existing investors Bank Invest, 3i, Amadeus, Mitsubishi UFJ Capital and private investors. In the past year, Nujira has announced significant customer engagements for its cellular base station, broadcast transmitter and handset technologies. More recently, the company has identified military communications as a market with considerable potential for its Coolteq™ products and has already delivered hardware to customers.

Nujira is engaging with two military customers, and is commencing development of Coolteq™ products for use in defense communications systems. In early evaluations with its customers, Nujira demonstrated a power saving of 30% for a Coolteq module using HAT™ High Accuracy Tracking working in a typical military communications system environment.

The company is now developing a specific module for this application, based on the Coolteq-h module for cellular base stations. Potential applications for its

Funding & IPOs

(Continued from page 15)

Coolteq-l modulator for handsets and Coolteq-u modulator for broadcast transmitters are also being explored. The company expects to release a prototype in early 2010 with volume production later in the year. Tim Haynes, CEO. www.nujira.com

OneRiot, a realtime search engine, has secured $7 million in Series C funding led by existing investors Appian Ventures, Commonwealth Capital Ventures and Spark Capital. Kimbal Musk, CEO. oneriot.com

Perfecto Mobile, a provider of remote access and automated testing solutions for mobile devices, has closed a $7 million second round of financing from existing investors Carmel Ventures and Vertex Venture Capital. Perfecto's Handset Cloud service enables developers and testers located anywhere in the world to access, via the Internet, a comprehensive range of the latest mobile handsets. Eran Yaniv, CEO.

PlumChoice has raised $14.7 million in new funding for its remote technical support services business, which provides 24x7 online repair and assistance for digital devices ranging from computers to smartphones. Funding sources included follow-on investments from Edison Venture Fund and other prior investors, plus a substantial first-time investment from an Edison Limited Partner. PlumChoice packages its subscription-based and single-use remote tech services for distribution through corporate partners using each partner's brand. Ted Werth, CEO. www.plumchoice.com

ReVerb Networks (see 11/07 profile) has raised $9 million in Series A financing led by Friedli Corporate Finance. The funding will enable the company launch its VirtualRAN family of products, the PerformaNet suite of software solutions and the rV300 series of integrated radio antenna systems. The rV300i series of antennas combine high order sectorization and patented adaptive beamforming. The antennas and control software are capable of boosting cell sector capacity 2X to 3X. The rV300i series will serve the UMTS, HSPA, LTE and WiMAX RAN markets from 700MHz to 3.6GHz.

Early response from wireless network operators has been enthusiastic and supportive. Independent wireless tower companies have expressed significant interest in the technology as a means to add coverage and capacity to existing tower sites in lieu of expensive and difficult new tower builds. VirtualRAN™ trials are scheduled in the fall of 2009. Bill Carlin, CEO. www.reverbnetworks.com

Sonian, creator of cloud-powered, SaaS data management services, has secured $5.6 million in Series A funding from Prism VentureWorks and Summerhill Venture Partners. Sonian leverages a mixture of Web 2.0 frame works, open source components, proprietary IP, and cloud computing infrastructure to deliver competitive hosted services at a fraction of the cost of other current vendors. George Nichols Jr., President and CEO. www.sonian.net

stream5, a European online video technology provider, has secured a seven-figure sum of fresh capital from existing shareholders, DuMont Venture and Tiburon Partners, and new investors KfW and private investor Klaus Wecken. Christoph Holzlwimmer, CEO. www.stream5.tv

Virtustream, an infrastructure services firm, has completed new equity financing with total commitments of $25 million led by Columbia Capital and Blue Lagoon Capital. Virtustream is an infrastructure services firm committed to helping clients actualize the enterprise cloud by providing strategy, integration and managed services leveraging deep virtualization experience, and its own proprietary platform. Virtustream also recently completed the acquisition of VirtualizeIT, a European consultancy practice dedicated to the advancement and adoption of virtualization technologies, and Brigh Technologies (Brigh), a North American provider for the design and deployment of custom solutions in the virtualization space. Kevin Reid, CEO. www.virtustream.com

Vuclip, an emerging pioneer in mobile video search and delivery across an increasingly fragmented mobile landscape, has secured $6 million in Series B funding led by Jafco Ventures and including existing investor New Enterprise Associates. Vuclip's cloud-based, real-time transcoding service delivers more than one million mobile videos every day to mobile users on more than 3,000 unique mobile handsets in 150 countries around the world. Nickhil Jakatdar, CEO and co-founder.

XConnect, a provider of neutral and secure next-generation interconnection and ENUM-registry services, has raised $10 million in Series B funding from a consortium of investors, including Venrock Associates, Accel Partners, Grazia Equity and Crescent Point Group. The financing will enable London-based XConnect to continue expanding its "Interconnect 2.0" portfolio, which includes Carrier ENUM-registry and multimedia interconnection hub services. Eli Katz, CEO and founder. www.xconnect.net

Zoove, provider of the patented abbreviated dialing mobile direct response marketing service, announced the first close of a $13 million Series C funding round. Investors participating in the round include Highland Capital Partners, Worldview Technology Partners and Cardinal Capital Partners. The funding will support the aggressive growth of the company, and the United States launch of cross-carrier abbreviated dialing code (ADC) services using ## (PoundPound) and ** (StarStar) abbreviated dialing codes.

Less complicated than text messaging direct response, dialing a unique ## or ** code is as simple as calling a phone number, and can immediately deliver to a consumer's device a wide variety of follow on user-targeted responses, such as a text message, a link to a web page, a video, an image, or product information downloaded to the phone. Dialing an ADC can also result in a voice call to a call center or interactive voice response (IVR) system. Tim Jemison, co-founder and CEO. www.zoove.com ■

Mergers & Acquisitions

AdMob, the largest and fastest growing mobile advertising platform serving more than 7.1 billion mobile banner and text ads per month, has entered into a definitive agreement to acquire the assets of **AdWhirl**, the most widely utilized mobile ad mediation solution. Founded in April 2009, AdWhirl has become a provider of ad mediation solutions for iPhone developers. With more than one billion ads served per month to iPhone and iPod touch users through free applications, AdWhirl offers both advertisers and publishers the ability to leverage targeted and personalized mobile advertising. www.admob.com

ARRIS has acquired certain assets of **EG Technology.** ARRIS acquired EGT patents and video processing technology for digital networks, and will employ approximately 20-25 of the existing employees. ARRIS has also agreed to purchase the assets of **Digeo,** a Paul Allen-backed company, for approximately $20 million in cash. The Digeo acquisition, along with the acquisition of EGT, provides ARRIS with substantial technical expertise in video networking and an innovative multimedia services delivery platform. www.arrisi.com

Avaya was selected to acquire **Nortel Enterprise Solutions** for $900 million in proceeds to Nortel and an additional pool of $15 million reserved for an employee retention program.

CA has signed a definitive agreement to acquire **NetQoS**, a provider of network performance management and service delivery solutions, for $200 million in cash. CA's acquisition of NetQoS builds on the assets CA acquired from Cassatt earlier this year, as well as CA's organically developed CA Spectrum Automation Manager for dynamic performance-based automation of physical, virtual and cloud computing environments.

Founded ten years ago, NetQoS has more than 1,000 active customers worldwide, including many in the Fortune 100. With annual revenue of $56 million in 2008, NetQoS' revenues have experienced a 58% CAGR over the past five fiscal years. NetQoS CEO **Joel Trammell** will join CA as SVP and GM, and **Dr. Cathy Fulton**, NetQoS CTO and EVP of Products, will join CA as SVP, Software Engineering.

The combination of CA eHealth Network Performance Manager, CA Spectrum Infrastructure Manager and the NetQoS Performance Center will give CIOs and network engineers and operations managers better visibility and control of critical services in their physical and virtual network and systems environments. By linking transaction views to the infrastructure, CA Wily Application Performance Management and the NetQoS Performance Center will enable a new level of quality of experience, in which the infrastructure is application-aware. Ajei Gopal, EVP of CA's Products and Technology Group. www.ca.com, www.netqos.com

ConnectWise, a SaaS provider of professional service automation (PSA) applications, has acquired the PSA assets of **CoreConnex**, a provider of business intelligence and systems to VARs, MSPs and IT service companies. Arnie Bellini, ConnectWise CEO; Frank Coker, president and CEO of CoreConnex. www.connectwise.com

EMC has acquired **FastScale Technology**, a provider of software platforms and solutions for next generation enterprise IT. FastScale's flagship product, FastScale Composer Suite, is a fully automated platform for building, optimizing, managing and deploying application environments in physical, virtual and cloud infrastructures. Designed to accelerate the journey from physical to virtual to private cloud, with the addition of FastScale, the EMC Ionix portfolio will simplify end-to-end management and maximize the performance, density and efficiency of applications and software deployed on unified infrastructures.

Gemalto, a leader in digital security, has completed the acquisition of **Trusted Logic** from its founders and other shareholders. Gemalto already held 32% of the shares. Terms were not disclosed. Trusted Logic is a provider of secure software platforms for personal portable devices. Founded in 1999, Trusted Logic employs approximately 100 people and revenue of euro 9.8 million in 2008. Gemalto is the world leader in digital security with 2008 annual revenues of euro 1.68 billion, and 10,000 employees operating out of 75 offices, research and service centers in 40 countries. www.gemalto.com, www.trusted-logic.com

Raytheon has entered into an agreement to acquire **BBN Technologies**, a leader in R&D, and provider of critical solutions for national defense and security missions. Terms were not being disclosed. BBN's diverse portfolio encompasses a range of technologies including advanced networking, speech and language technologies, information technologies, sensor systems, and cybersecurity. BBN has a long history of innovative products and solutions including The ARPANET (forerunner of the Internet). Based in Cambridge, Massachusetts, BBN employs 700 employees in seven U.S. locations.

Silver Spring Networks, a provider of Smart Grid solutions, has entered into an agreement to acquire **Greenbox Technology**, a provider of web-based energy management software. The Greenbox interactive energy management web portal, built by the creators of Flash, enables consumers to track, understand and manage their energy usage more efficiently. Judy Lin, Chief Product Officer of Silver Spring Networks; Jonathan Gay, Founder and CTO, Greenbox. www.silverspring networks.com, www.getgreenbox.com

Smith Micro Software has signed an agreement to acquire **Core Mobility** for $10 million in cash and 700,000 shares of Smith Micro common stock. www.smithmicro.com

Symark International has acquired **BeyondTrust**, a company that provides least privilege management solutions for Windows platforms, thereby enhancing security and compliance for enterprise customers. The combined organization will operate under the name BeyondTrust, which reflects the company's mission to provide a comprehensive product suite that automates Privileged Access Lifecycle Management (PALM) in heterogeneous IT environments. Terms were not

M&A

(Continued from page 17)

disclosed. **John Mutch** is CEO of the new BeyondTrust. Former BeyondTrust CEO **John Moyer** is now the EVP and GM of the BeyondTrust Windows Business Unit. **Eric Voskuil** will become CTO of the combined company.

More than half of the companies listed on the Dow Jones Industrial Average rely on BeyondTrust to secure their enterprises. BeyondTrust customers include eight of the world's 10 largest banks, seven of the world's 10 largest aerospace and defense firms, and six of the 10 largest U.S. pharmaceutical companies, as well as renowned universities. www.beyondtrust.com ■

Business & Financials

Force10 Networks announced that its Ethernet switch/router solutions play a significant role in six of the world's top 10 most powerful supercomputers. Los Alamos National Laboratory, home of Roadrunner, which is ranked #1 on the list, utilizes the Force10 TeraScale E-Series switch/router to serve as the supercomputer's high-speed Ethernet interconnect network. www.force10networks.com, www.top500.org

Marshal8e6, a provider of Web and messaging security products, has changed the company name to **M86 Security**. The company experienced record revenue in four of the first six months of 2009, adding 955 new customers and 775,000 seats. The company has also announced the upcoming releases of WebMarshal 6.5 and MailMarshal 6.7, the first products to integrate technology from the Marshal and 8e6 Technologies merger and Avinti acquisition. John Vigouroux, CEO. www.m86security.com

SkyTerra (OTCBB: SKYT) has entered into a definitive merger agreement to be acquired by a new corporation formed and indirectly wholly-owned by Harbinger Capital Partners. ■

Market Research

Global Location-Based Services revenues are expected to grow at 156% from $1.7 billion in 2008 to $2.6 billion in 2009, reports **ABI Research**. By 2014 global LBS revenues will have surpassed $14 billion. "One of the main drivers of the strong growth in LBS is the popularity of an impressive number of off-deck LBS applications available for a one-off fee on smartphone platforms." Apple's iPhone is leading the way, followed by Blackberry, Nokia, and Android.

Many carriers in both the US and Europe are gradually adopting a more open LBS strategy with Verizon increasing the number of unlocked GPS phones and Vodafone having acquired navigation software vendor Wayfinder. Both carriers are also making their networks accessible via open API platforms. Other carriers such as Sprint have opted to partner with location aggregators as a way to play a role in the LBS ecosystem. abiresearch.com ■

Emerging Trends

Reflex Photonics has begun shipping its InterBOARD™ 100G Ethernet CFP transceivers to customers. Built to the CFP MSA, these transceivers comply with the draft IEEE 802.3ba 100GBASE-SR10 specification for 100G Ethernet links of up to 150m. The full-duplex transceiver features 10 independent transmit and receive channels, each capable of 11.2 Gbps operation to enable support for 112G (OTU4) rate. www.reflexphotonics.com

The **IEEE P802.3av 10G-EPON** standard has been ratified. IEEE Std. 802.3ah 1G-EPON systems have been deployed to more than 30 million subscribers worldwide. Initial deployments of the 10G-EPON equipment are expected in 2010.

The **IPSO (IP for Smart Objects) Alliance** has announced its new compliance and certification program, aimed at accelerating the use of IP in embedded smart objects such as sensors and actuators. The IPSO Alliance has already shown that open IP standards (IPv6 and 6lowpan) can connect small embedded devices – Smart Objects – from different vendors around the world. www.ipso-alliance.org ■

New Products

GreenBytes has unveiled the company's new GB-X Series deduplication storage appliances that incorporate energy-efficient technologies in an easy-to-use, cost-effective package. GreenBytes' new GB-2000/GB-4000 appliances, the first GB-X Series storage appliances available in the line, provide unparalleled performance, scalability and ease-of-use in a high-value product featuring the lowest TCO and highest ROI.

Through its GreenBytes File System (GBFS), GreenBytes has developed the first general-purpose storage appliances to incorporate native inline deduplication into an enterprise-scale file system. Unlike other deduplication technologies that are primarily used only for backup operations, GreenBytes has created storage appliances that permit real-time, on-the-fly deduplication of file blocks as they are stored, expanding the scope of applications into primary storage, as well as backup.

GB-X Series products include multiple unique, patent-pending technologies and offer NAS and SAN functionality with SSD-enabled performance. GreenBytes' GB-2000 with optional 10 Gigabit Ethernet boasts an ingest rate of 650 MB/s and the GB-4000 with standard 10 GbE has an ingest rate of 950 MB/s, resulting in performance ratios of about three times that of competing deduplication appliances. The GB-2000 starts from an entry point of 12 TB that can be scaled up to 60 TB, while the GB-4000 appliance offers a 24 TB base that expands to 216 TB. www.getgreenbytes.com

Infinera (NASDAQ: INFN) is launching a new submarine solution to bring the benefits of photonic integration to the world of undersea networks. The Infinera submarine solution is designed to be deployed at land-based terminals of submarine networks. The Infinera submarine solution

has already been deployed by global carriers including Global Crossing, for a total of almost 50,000 subsea route-kilometers.

Infinera's large-scale photonic integrated circuits (PICs) have been enhanced with the addition of semiconductor optical amplifiers (SOAs) to provide trans-oceanic optical reach for the Infinera submarine solution. The enhanced PICs are implemented in the new Infinera Submarine Line Module (SLM), which provides 100 Gbps of PIC-based DWDM capacity on every line card. With up to 16 SLM modules multiplexed onto a single fiber, the Infinera submarine solution can provide up to 160 wavelengths on existing submarine optical networks.

According to Ovum, the submarine networking market reached $858 million in 2008, up 56% from the year earlier. This year, Ovum expects the market to rise 23% to $1.06 billion, followed by a 20% increase in 2010 to $1.27 billion. By contrast, the total optical networking market is expected by Ovum to decline 5.5% this year to $15.4 billion and rise 5% next year. www.infinera.com

Kineto Wireless has introduced a mobile VoIP application specifically developed for mobile operators, enabling them to leverage their existing voice network infrastructure to offer a customizable and competitive mobile VoIP service that addresses the growing threat of over-the-top competitive telecom services like Skype, Google Voice, Truphone and others. Mark Powell, VP and GM, Client Business Unit and co-founder. www.kineto.com

OneChip Photonics has introduced its new family of Photonic Integrated Circuit (PIC)-based EPON transceivers. OneChip's fully integrated transceivers are designed for Optical Line Terminals (OLTs) and Optical Network Units (ONUs), which are deployed at service provider central offices and at customer premises, respectively.

Currently, transceivers comprise 30 to 40% of the cost of an ONU or OLT. They offer low levels of integration and require manual assembly from multiple parts, which limits their cost-effectiveness, performance and quality. OneChip's EPON transceivers are the first fully integrated optical access transceivers on the market.

OneChip uses a new PIC design/fabrication approach, which is based on a vertical integration of all the active and passive transceiver components into a common multi-guide structure manufactured in one epitaxial growth. OneChip believes that its new approach and technology will enable the company to claim a significant share of the FTTx optical transceiver market, which will grow from $419 million by the end of 2009 to $456 million by the end of 2013, according to Ovum.

OneChip monolithically integrates all the functions required for an optical transceiver onto a single, Indium Phosphide (InP)-based chip. All active and passive components of the chip, including the DFB laser, Optically Pre-Amplified Detector, Wavelength Splitter, Spot-Size Converter, and various elements of passive waveguide circuitry, are integrated in one epitaxial growth step, without regrowth or post-growth modification of the epitaxial material.

The transceivers provide a 1.25 Gbps or 2.5 Gbps downstream and a 1.25 Gbps or 2.5 Gbps upstream data link in a single fiber, using a 1490 nm optical wavelength continuous-mode transmitter and a 1310 nm optical wavelength burst-mode receiver.

With respect to transmit performance, OneChip's single-frequency DFB lasers will offer a superior performance – much more suitable for longer-reach and higher bit-rate applications – than competing Fabry-Perot (FB) lasers. With respect to receive performance, OneChip's Optically Pre-Amplified Detector (OPAD) design is a higher gain-bandwidth solution than competing Avalanche Photodiode (APD) solutions.

It also is a lower-cost solution, as it does not require a high-voltage power source. They also have the smallest footprint on the market, are optically aligned for life, are highly robust, and are designed for automated mounting onto a silicon optical bench, without requiring active alignment. Sampling now; production in Q4. OneChip also is developing OLT and ONU transceivers for GPON networks. Jim Hjartarson, CEO. www.onechip photonics.com

Pliant Technology, developer of Enterprise Flash Drives (EFDs), announced the availability of its first family of products. Pliant's Lightning EFDs integrate an advanced software architecture and a proprietary ASIC controller design to dramatically improve performance and reliability of storage and IT systems, while significantly reducing cost, space requirements and energy consumption.

Lightning EFDs are the first flash-based storage devices to feature a cache-less design to prevent data loss on power interruptions, and a number of advanced data reliability features to deliver complete end-to-end data protection. The Lightning EFD family includes the Lightning LB and Lightning LS models, designed around the standard 2.5-inch (LB) and 3.5-inch (LS) form factors to integrate seamlessly into existing SAS enterprise storage and server systems. Amyl Ahola, CEO. ■

Licensing & Partnerships

The **LiMo Foundation** announced that global operators will be launching new handsets during 2009/10 based upon the existing R2 & planned 2010 R3 release of the LiMo Platform. Operators that intend to bring these handsets to market include NTT DOCOMO, Orange, SK Telecom, Telefonica, Verizon Wireless and Vodafone.

To date, over 40 LiMo compliant handset models have been delivered to millions of consumers around the world. The first LiMo Release 2 (R2) handset supports the new Vodafone 360 service on a **Samsung** device. The Vodafone 360 H1 by Samsung comes with an ultra brilliant 3.5" WVGA AMOLED display and a wide range of advanced features including 720P HD video recording, fast HSDPA at 7.2 mbps, Wifi connectivity, and 5 MP camera. www.limofoundation.org ■

Startups In This Issue

✔ **Avere Systems** – *Scalable Enterprise NAS solutions*

✔ **Cyan Optics** – *Multi-Layer Packet Optical Transport Platforms*

✔ **InVox** – *Intelligent Voice Solutions for SMBs*

✔ **MaxiScale** – *Massively Scalable File Serving SW for Web Apps*

✔ **me2me** – *Voice-Enabled Personal Messaging & Web Services*

✔ **Morphlix** – *HD-on-Demand Video Technology*

✔ **On-Ramp Wireless** – *M2M Wireless Communication System*

✔ **Queplix** – *Legacy Apps Cloud Migration & Structured Data Access*

✔ **Skyfire** – *Mobile Browser that Delivers PC Experience*

✔ **Symform** – *Cooperative Backup Storage Cloud for SMBs*

✔ **Viewfinity** – *Platform for Managing Virtual & Physical PCs*

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