

Corporate Backgrounder

Comtech Telecommunications Corporation

Comtech Telecommunications Corp. is a global leader, providing a robust portfolio of communications equipment and software, location-based services, and technology solutions to enterprises worldwide. With a diverse list of business, from design, development, marketing of innovative products, systems and services for advanced communications solutions across global commercial and government markets, including wireless network operators, defense and public safety government agencies, and Fortune 150 enterprises requiring high reliability and security, Comtech serves a global clientele that depends on our innovative approaches to the support of satellite systems, integrated circuits, network function virtualization, indoor and outdoor device location, messaging, and cyber security. Our ingenious engineers help defend global security, keep people safer, and make the Connections that Matter®

Comtech Industry-Leading Capabilities

Thought Leader in Communications. Comtech is a world leader in innovative, highly reliable secure wireless and satellite communications

Innovative Solutions. Comtech's technology forms the foundation for location-based services, location applications, public safety 9-1-1, and text messaging over wireless infrastructures around the world.

Legacy of Complex Problem Solving. Government agencies use our cybersecurity and C4ISR (command, control, communications, computers, intelligence, security, and reconnaissance) solutions for mission-critical operations.

Corporate Quick Facts

- Founded in 1967; publicly traded since 1972 NASDAQ (CMTL).
- Headquartered in Melville, NY, with technical, service, and sales offices throughout North America and the world.
- Certified ISO 9001:2008 and ISO 27001:2005 for commercial/operator (carrier) and government operations.



Comtech Telecommunications Corp.
275 West Street
Annapolis, MD 21401 USA
Toll Free: 1.888.728.8797
Outside US: +1.410.263.7616
www.telecomsys.com

Media Contact
DeAnn Baker
Vice President, Strategic Development
& Marketing
Phone: 410.280.1021
Email: deann.baker@comtechtel.com

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Jay Whitehurst
President, Commercial Software Group

As president of TeleCommunication Systems' Commercial Software Group, Jay Whitehurst provides the leadership for the company's messaging, mobile security, navigation, telematics, as well as location platform and application technologies business.

Mr. Whitehurst has extensive experience in all phases of executive leadership for global telecommunications companies. As chief operating officer of Movius Interactive, he developed new value-added services for Tier 1 wireless carriers and directed all day-to-day activities for the company's messaging and integrated mobile media applications portfolios. Prior to joining Movius, Mr. Whitehurst served as president and general manager of the switching solutions group at Tekelec, a leading signaling, carrier soft switch and media gateway provider, where he directly managed business development, product lifecycle management, and research and development teams.

Mr. Whitehurst was a board member and executive vice president of sales, marketing and business development at Axes Technologies, which was acquired by Mahindra British Telecom, now Tech Mahindra, during his tenure there. He also served in a variety of senior executive roles for Nortel, including executive vice president of wireless global operations and executive vice president and general manager of the DMS family of products.

Mr. Whitehurst completed the Advanced Management Program of the University of North Carolina's Kenan-Flagler Business School and earned a bachelor of science in industrial technology from Appalachian State University.



Dr. Keith Bhatia
Vice President, Business Development

As Vice President of Business Development for TeleCommunication Systems' Commercial Software Group, Dr. Keith Bhatia drives channel management and new business growth activities centered on the company's wireless data, navigation, telematics, location and application technologies, as well as its next generation commercial offerings.

Dr. Bhatia has more than 20 years of communications technology, sales and business development experience, with a strong background in both domestic and international operations. He has led the development of new products based on IP multimedia subsystems in the next generation media server and applications space. Dr. Bhatia previously managed the direct sales, channel sales, new business acquisition, product management and technical sales operations at Neustar, Movius Interactive and ADC. While with those companies, he was responsible for building new products in the analytics, IP addressing, Communications Assistance for Law Enforcement Act (CALEA), next generation media server and applications space. He managed Movius' expansions into Latin America, the Middle East, Africa and Asia; drove new application opportunities by working with large tier-one groups such as Nextel International, Telefonica, Orascom, MTN, STC, Telenor (international), KDDI, NTT, Softbank and BT; and expanded the focus on Sprint, Qwest, AT&T and Verizon.

Earlier, as chief technology officer at IP Unity, Dr. Bhatia led IP Multimedia Subsystem (IMS)- and Rich Communication Suite (RCS)-based initiatives; managed the Global Partner Team; and forged channel partner relationships worldwide with industry heavyweights, including NSN, Huawei, Cisco and NEC.

Dr. Bhatia holds a doctor of business administration degree in telecommunications technological forecasting and substitution. He is sought out by the media as an industry expert, and has appeared in more than 15 articles since 1993, including six feature articles. Industry groups and other related organizations have sought him out to be a speaker/presenter at numerous events, including I3, VON, IEC and IEEE GLOBECOM.

About Comtech Telecommunications Corp.

Comtech Telecommunications Corp. designs, develops, produces and markets innovative products, systems and services for advanced communications solutions. The Company sells products to a diverse customer base in the global commercial and government communications markets. Learn more at www.comtechtel.com.

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Sameer Vuyyuru

Group Vice President and General Manager, Networking Platforms & Virtualized Applications

Sameer Vuyyuru brings twenty years' experience in cutting edge communications and related services across carrier and enterprise verticals to his role as group vice president and general manager of TeleCommunication Systems' (TCS') Networking Platforms and Virtualized Applications division. ABI Research reports that TCS is the global leader in precise Location- Based Services (LBS) infrastructure. The company's Platforms and Applications team is dedicated to enabling location-based services for the Internet of Things (IoT) platforms and precise location for high-growth markets, including financial services, connected car, mobile commerce and MDM applications. With the move to SDN and NFV, the team also leads cloud-based deployments of multiple traditional networking and telecommunications services. Mr. Vuyyuru joined TCS in 2014.

Mr. Vuyyuru has a history of driving solutions from concept to successful launch on a world-wide basis. He developed and led global multi-technology, multi-functional teams that garnered numerous successful customer design wins and product releases, including dominant positions in network timing, the creation of a worldwide terrestrial beacon system and IoT location and management platforms. He maintained full P&L responsibility for \$100M+ revenue businesses with consistent best-in-class operating margins and gross margins. Moreover, he has extensive expertise in customer, partner and team relationship building and has established an ecosystem of vendors, providers and suppliers to support product rollouts during his career.

Prior to TCS, Mr. Vuyyuru was senior vice president and general manager of Semtech Corporation's Advanced Communications Product Group. He also served as vice president of marketing for Semtech and assumed the role of CEO of acquired-company Sierra Monolithics. Before joining Semtech, he was the product line director for Intersil Corporation's High Speed Communications division. Mr. Vuyyuru's other relevant experiences include product line manager and design engineer for Texas Instruments.

Mr. Vuyyuru is a contributing member of the Federal Communications Commission's (FCC's) Working Group 4B on Alternate Timing Technologies. He also serves as an advisor to multiple early stage network function virtualization (NFV) and security companies.

Mr. Vuyyuru earned a Bachelor of Science degree in electrical engineering from Nagarjuna University in India. He also earned a Master of Science degree in electrical engineering from Texas Tech University and a Master of Business Administration degree in finance from Southern Methodist University.



Brian Salisbury

Vice President, Messaging Platform, Location Applications

Mr. Salisbury has more than 30 years of experience in the wireless industry, with emphasis on mobile data and location based services. He has worked in many parts of the ecosystem, from semiconductor and device OEM's, to software solutions and mobile network operators. Having lived and worked in Silicon Valley since 1993, Mr. Salisbury has been actively involved in the evolution of connected solutions leading up to the present Internet of Things. As Vice President of Product Management at TCS, he is responsible for a range of LBS applications and an underlying platform that are used by

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