

# TCS Executive Biographies



**Drew Morin**  
Senior Vice President and Chief Technology Officer

As TeleCommunication Systems' (TCS') Senior Vice President and Chief Technology Officer, Drew Morin is responsible for technical direction, coordination and development activities across the company's business units: commercial software, cyber intelligence, government solutions and public safety. He also leads TCS' Cyber Intelligence Group and corporate information systems.

Mr. Morin has over 30 years of experience in the analysis, design, development and implementation of integrated voice/data/ video communication systems for applications in both the government and commercial sectors. A patent holder himself, he oversees TCS' innovation programs, enabling the cross-utilization of the company's portfolio of technologies.

In addition, Mr. Morin directs the implementation of a documented common methodology for TCS' software product development. This process serves as the basis for TCS' ongoing certification initiatives, such as ISO 9001:2008, ISO 27001:2005 and TL 9000.

As the leader of TCS' Cyber Intelligence Group, Mr. Morin directs the development and delivery of training curriculum in the fields of penetration testing, forensics, defense strategies and vulnerability analysis, and oversees mission support for Computer Network Operations.

He is a member of CTIA's Cybersecurity Working Group, which addresses cybersecurity practices and collaborates with government and industry, facilitating innovation and cooperation on advanced countermeasures to evolving threats.

Prior to joining TCS in 1988, Mr. Morin was a communications systems engineer for BDM Corporation, where he designed, developed and implemented next-generation systems, including a tactical wireless data communications network and one of the first secure local-area networks.

Mr. Morin holds a bachelor of science in systems engineering from the University of Virginia and a master of science in systems engineering from George Mason University.



**Tim Lorello**  
Senior Vice President and Chief Marketing Officer

TCS' employs the world's most experienced cyber professionals, delivering solutions to commercial and government sectors. TCS ensures the security and resilience of client networks and critical assets. Senior Vice President and Chief Marketing Officer Tim Lorello is responsible for TeleCommunication Systems' (TCS) corporate and marketing communications, branding activities, product strategy and regulatory affairs.

Mr. Lorello joined the company in 1995 and used his broad experience in the computer industry and in-depth expertise in telecommunications to lead the creation of TCS' commercial division. He also led the then newly-established Network Intelligence Division and built the current base of commercial customers.

Prior to joining TCS, Mr. Lorello worked for AT&T/Bell Laboratories (now Alcatel-Lucent), where he specialized in intelligent networks and provided market support for the cellular, PCS, independent and broadband intelligent network industry segments.

Mr. Lorello is vice chairman of the NG9-1-1 Institute and board member of iCert. He is an active board member of the Chesapeake Regional Tech Council where he also served as president.

Mr. Lorello earned a bachelor of science degree in physics from the University of Chicago and a master of science degree in electrical engineering from Northwestern University. He holds 18 patents.

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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.