



Innovating the Mobile Internet

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Founder & CTO

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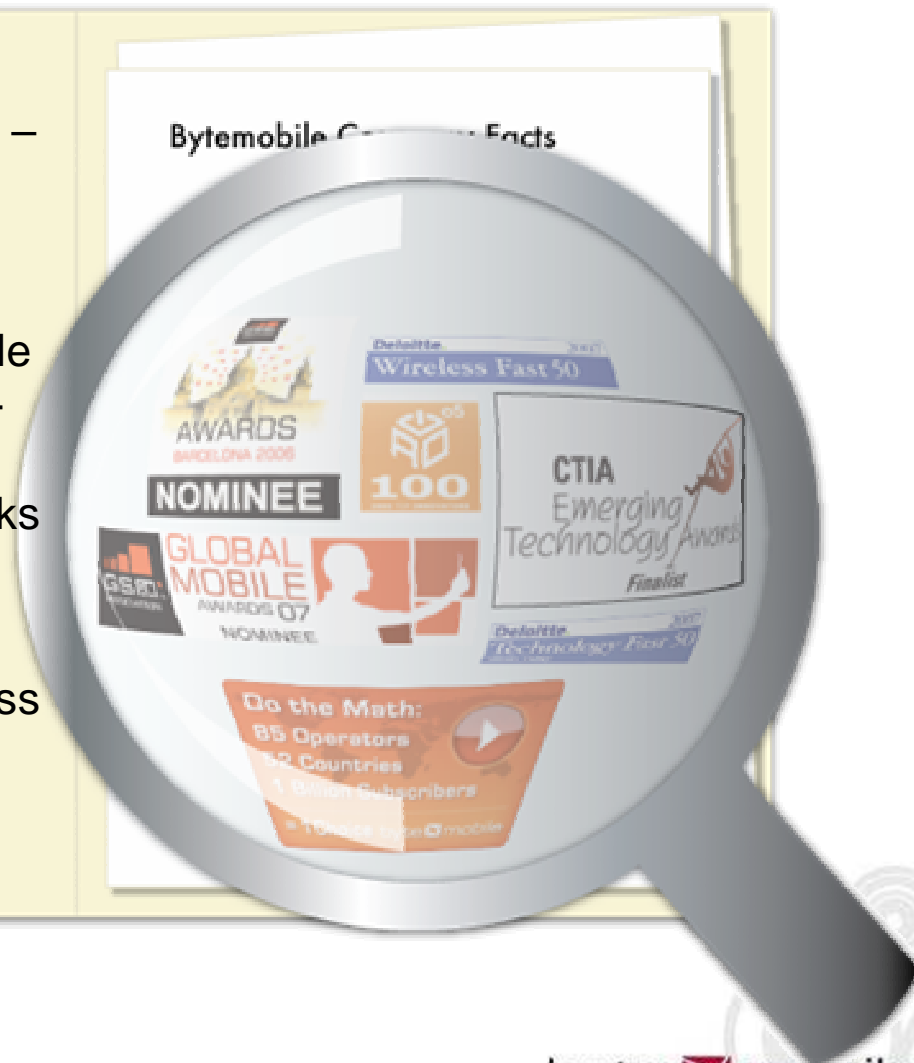


Agenda

- Overview and our genesis
- Global footprint: Bytemobile customers & offices
- A bird's eye view of our technology & products
- Bytemobile European Development Center (BEDC)
 - History & experience of our presence in Patras, Greece
- The outlook

Bytemobile Facts

- Founded in 2000
- University of Illinois startup – others include Netscape, YouTube, PayPal, AMD, Oracle, etc
- Innovator in wireless, mobile data services: Turning 3G+ into optimized, intelligent multimedia delivery networks
- Deployments in 105+ networks in 55 countries
- 12 of 15 top tier-one wireless operators
- Over 1 billion subscribers serviced by install base

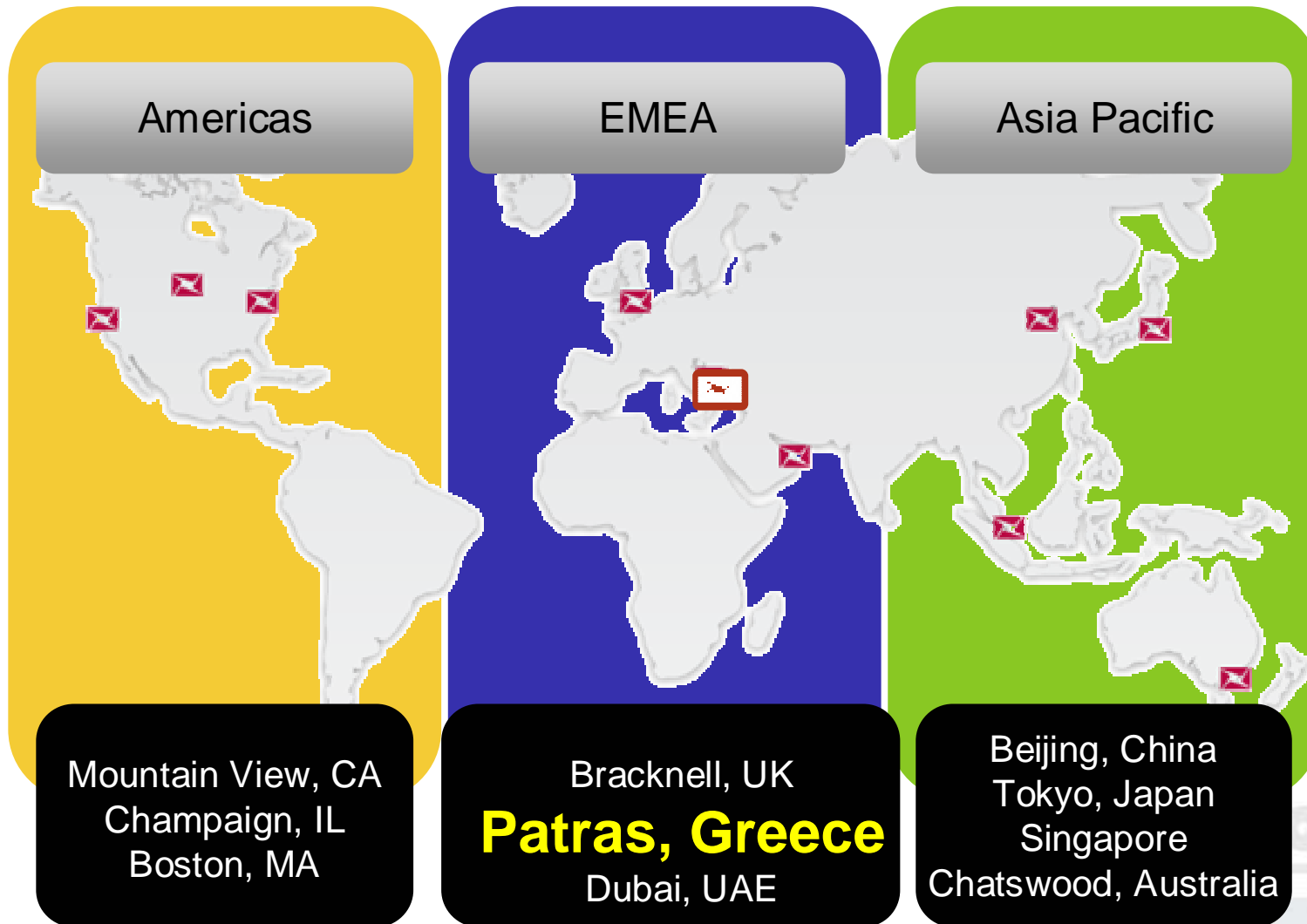


Customers

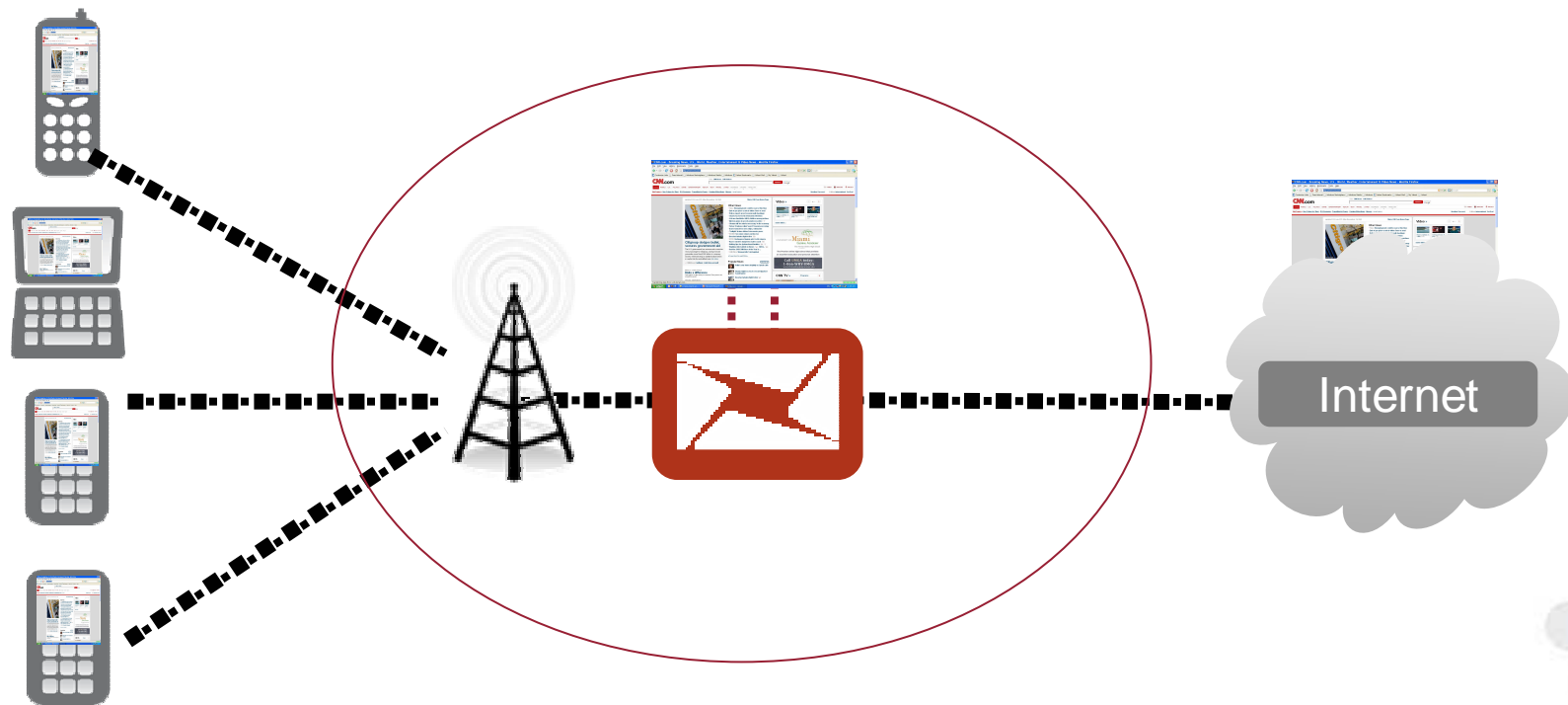
105+ mobile network operators in 55 countries — serving more than a billion total subscribers



Global Operations and our BEDC team

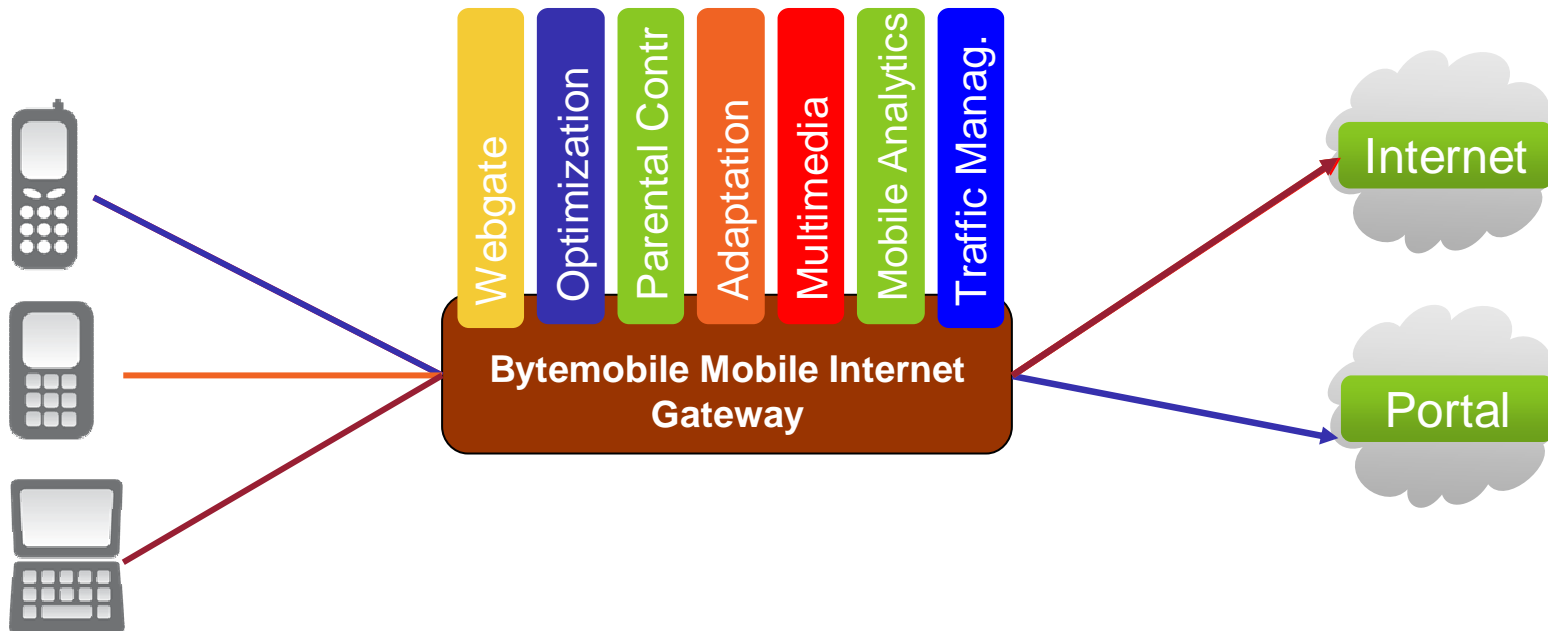


Our vision: Delivering the mobile Internet through fast & smart access networks



Transparent enablement of all services to all devices

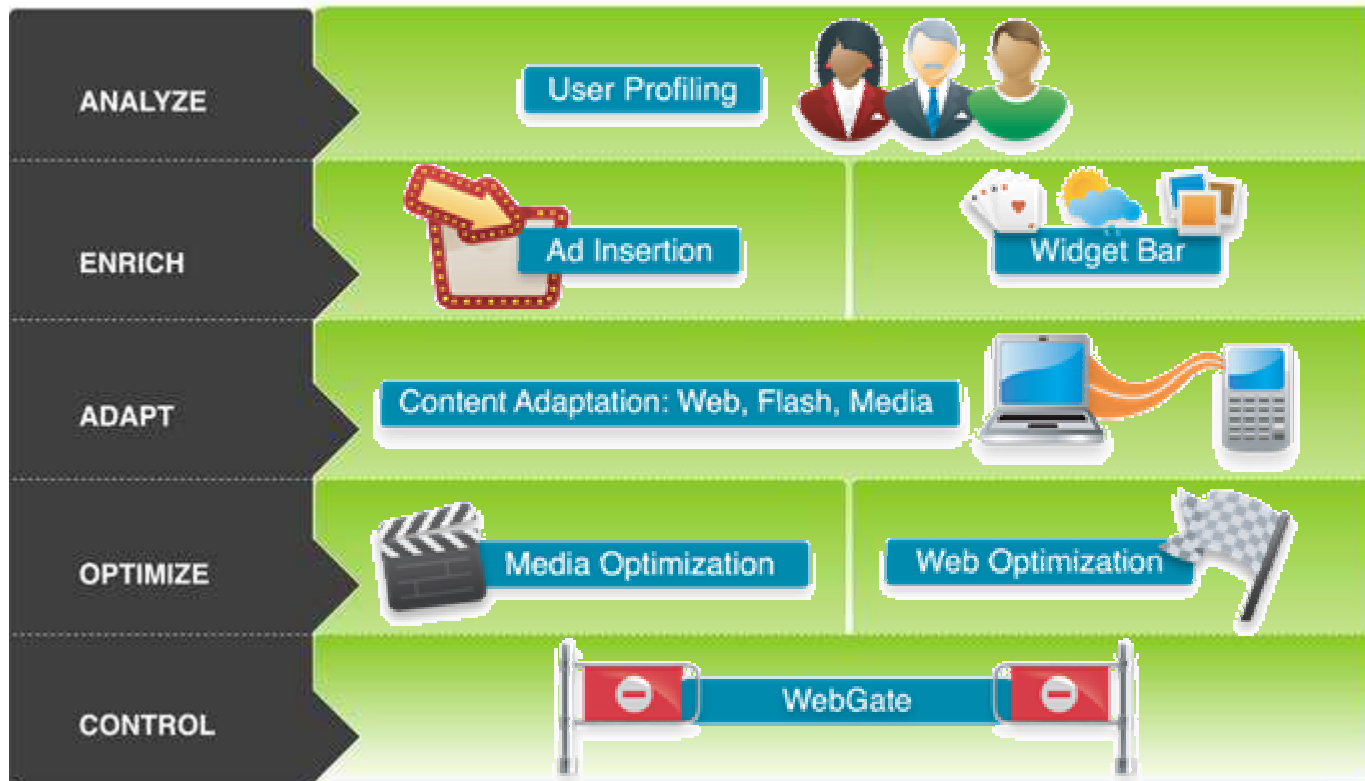
Bytemobile Mobile Internet Gateway



- Unified architecture invokes relevant services for each traffic

Product Overview

Unison™ Platform



Proprietary and Confidential

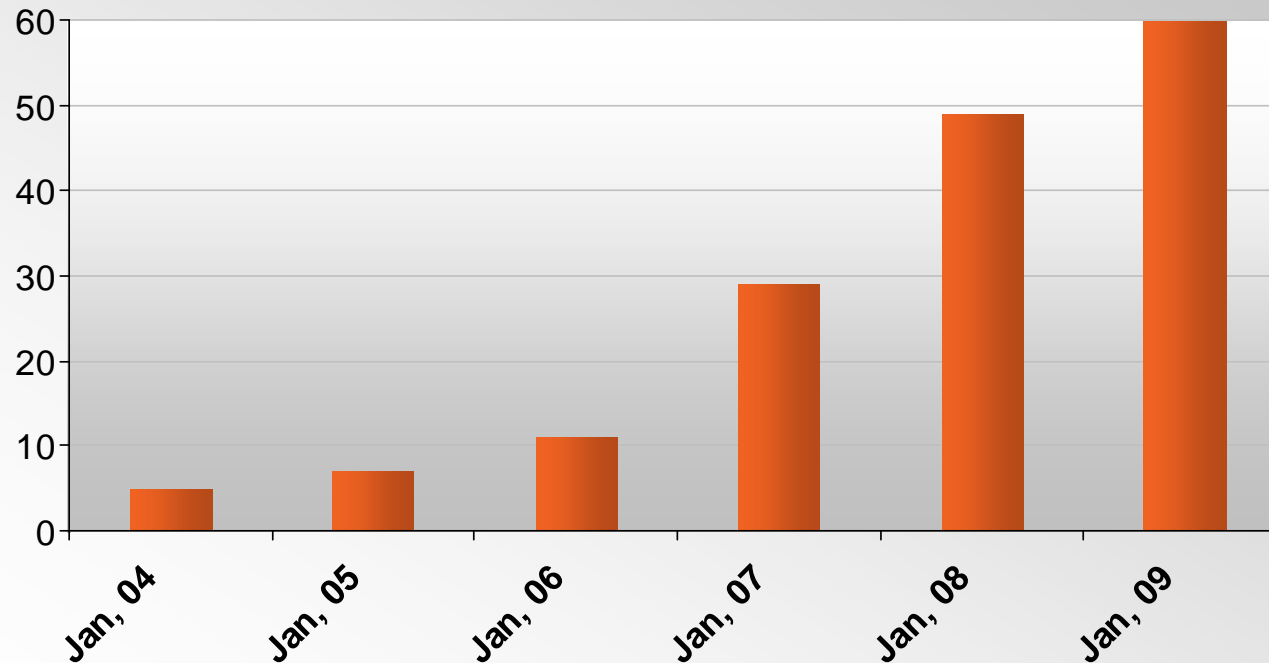
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Our European Development Center in Patras

- Today numbers over 60 full time employees
 - Architecture and design
 - Product development
 - Custom engineering
 - System Integration
 - Customer support & Professional Services
- VP of Product Development based in BEDC for the past 2 ½ years
- Partnership with inAccess that spans solutions engineering and professional services
- Local business cycle in excess of \$3M per year and growing
- Over 200 international visitors to BEDC per year

Bytemobile European Development Center

- Number of employees



BEDC – How it happened

- Early collaboration with the University of Patras
 - Students eager to innovate but without conduit to do it
- Visionary, motivator and “chief recruiter” was Prof. Eleftherios Polychronopoulos of the Univ. of Patras
- Along with three graduate students founded Daedalus Inc. in 2001
- First successful contract with Cambia Networks Inc. led to the next contract with Bytemobile
 - Success led to acquisition in 2003 that formed the basis of Bytemobile’s expansion in Patras

Challenges & Outlook

- **Difficulties**

- General lack of experienced professionals (engineering managers, marketing, sales eng. etc) in Patras
- Infrastructure (modern IT lab space, office space, broadband connectivity, IT support, supply chain lead times, transportation etc.)
- Sustainability (power, roads, local support, bureaucracy)

- **Outlook**

- With training we develop the talent necessary to take our company to the next level (but extension into Athens has already begun)
- Long term strategy investing in talented engineers
- Project strong growth of our BEDC team in the next 2-3 years

From Innovation to Entrepreneurialship?

- Leveraging technical talent and providing a platform for local innovation required *importing* the framework
 - It would have been impossible if we had to rely on Greek venture capital support
 - Case-in-point: **Eyelead, SA**, an innovation story done the *wrong* way (and about to migrate)
- Pockets of amazing innovation and engineering talent provide a tremendous opportunity for foreign VC-backed companies to do BEDC-style deals
- **Corallia** can serve as a blue print for success, for government programs: galvanizing entrepreneurialship at the source

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Q&A?

Thank You

