



## Introduction to FCC



**HUBERT DE PESQUIDOUX**  
Executive Chairman, Director



**BEJOY PANKAJAKSHAN**  
EVP, Chief Strategy Officer



**JOHN BAKER**  
SVP, Business Development



**MARYVONNE TUBB**  
VP, Marketing

# Mavenir Overview

US headquartered  
Mobile Network Software Provider



BEJOY PANKAJAKSHAN

# Mavenir, US Headquartered, is Positioned to Be the Cornerstone of a Fast, Secure 5G build

1. We are one of the industry's largest 4G/5G Virtualized mobile network suppliers, and only supplier that is software-based
2. Virtualization is a game changer for operators who have been 'locked-in' to traditional, hardware-based vendor networks
3. We are a pioneer of emerging OpenRAN technology (OpenRAN/O-RAN)
4. We successfully compete globally against Ericsson, Nokia and Huawei.
5. We are already working with
  - all 4 Tier-1 US mobile operators (Sprint, Verizon, AT&T, T-Mobile),
  - and numerous Tier 2 and 3 mobile operators
6. We can efficiently replace Huawei and ZTE in rural areas with software-based networks

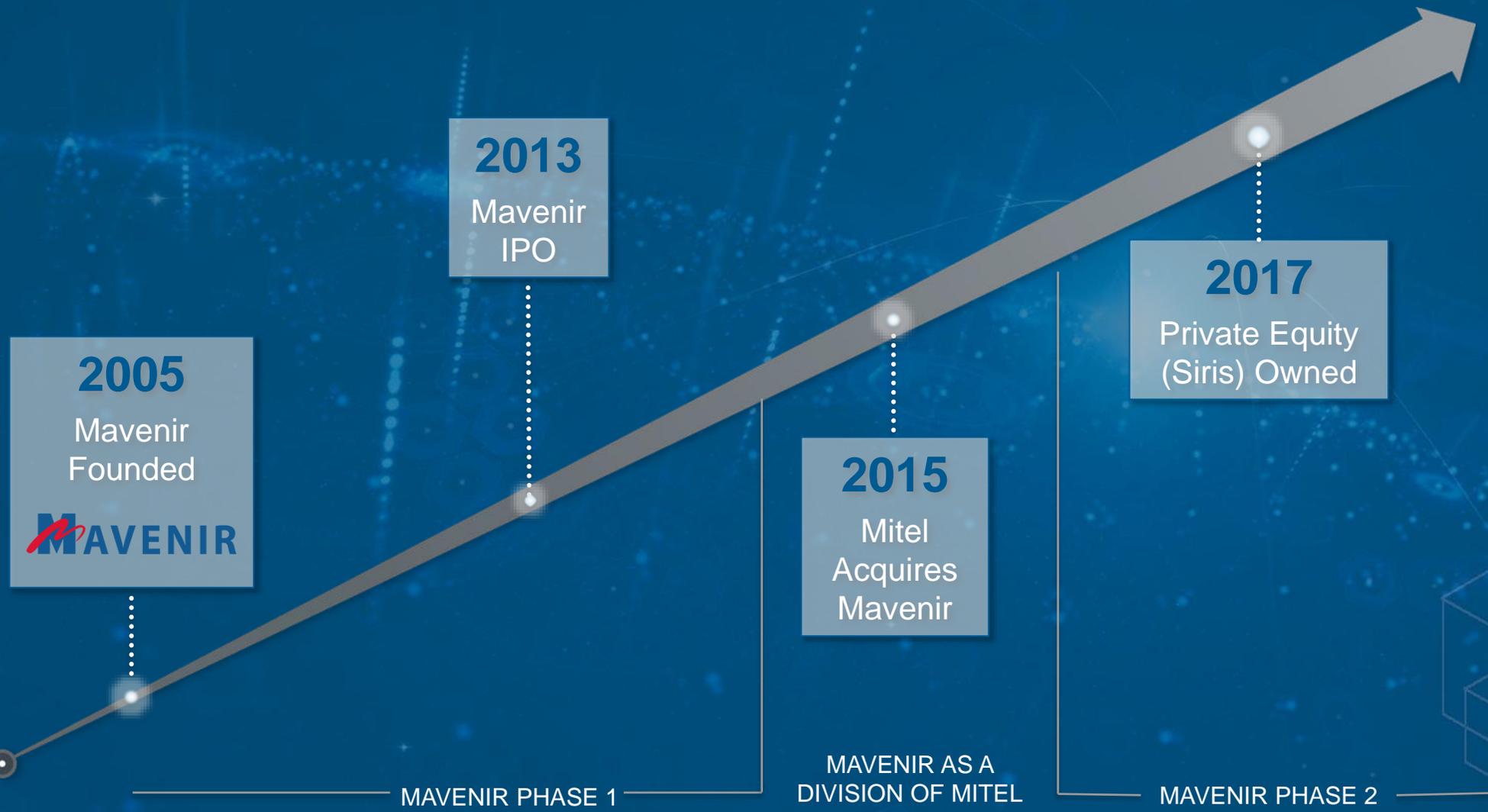
**Mavenir is the industry's only US owned, US headquartered, end-to-end Network Software Provider Delivering OpenRAN and Virtualized Networks**



# To win the 5G Race with a strong US Supplier, the US Must:

- Actively support of US vendors by FCC, Congress and Department of Commerce/Department of State
- Promote US vendors when developing regulations will ensure national supply chain is secure
- Invest/subsidize US Telecoms industry to enable growth and talent
- Incentivize US operators to give priority to US vendors
- FCC preference for OpenRAN

# Mavenir History



**2017 – 2019 Growth**  
**27.3% REVENUE**  
**422% EBITDA**

- US Acquisitions**
- 2011 Airwide
  - 2014 Stoke
  - 2015 Ulticom
  - 2017 Brocade vEPC
  - 2018 Aquato
  - 2018 Argyle Data

# Mavenir Overview



**Industry's only** end-to-end cloud native, mobile network software provider of mission critical **4G/5G networks**

**Leading provider** of mission-critical network infrastructure software to MNOs, offering fully-virtualized, 5G-ready solutions across the mobile network infrastructure stack

**US HQ** in Richardson, TX | **~3,300** Employees | **550+** patents

**Global presence** with more than 250 MNO customers across 140+ countries and six continents

## ADVANCED SERVICES

Network Protection, Customer Monetization and Enterprise Solutions

## CORE

Data, Voice, Messaging and Video

## ACCESS

Software-Defined Foundational Elements for 5G Networks

### **A new US telecom network champion is born**

*"Mavenir has been around since 2005, reset the course in 2017, with great software ambitions based on a solid voice and messaging foundation that paved the way for vIMS and vEPC—which also triggered the willingness to take a crack at the untouchable domain: RAN. But with a tweak, add a “v” for virtual in front of it and stay away from the heavy-duty hardware business of producing radios.”*

– ‘The Tale of a Rising US Telecom Network Champion’  
IHS Markit, Nov. 2019

*Mavenir took a software approach which is different from traditional proprietary approaches. Mavenir’s vRAN solutions consist of vBBU, RRU and Centralized Element Manager. Mavenir’s vRAN approach centralizes the baseband processing in a cloud-native vBBU with optimized fronthaul transmission between the RRU and the vBBU over Ethernet in a standardized interface based on OpenRAN. **This approach is favored by CSPs who want to embrace OpenRAN** as it allows the deployment of open market (white box) remote radio unit (RRU) to interwork with the virtualized cloud baseband unit over Ethernet fronthaul (FH).*

– ‘Market Guide to 5G New Radio Infrastructure’  
Gartner, Dec. 2019

# Customers include:

## North America



## EMEA



## APAC/LATAM



# End-to-End Mission Critical Software

That Enables Mobile Network Access and Functionality



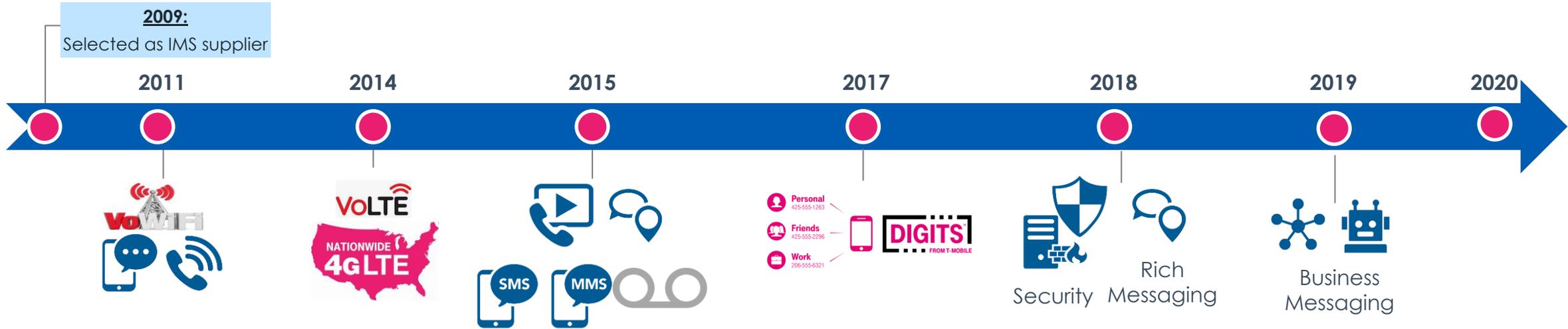
# Mavenir involved with T-Mobile and Verizon since 2009

T-Mobile

All Products Installed Capacity >100M Subs

60 Data Centers

Mavenir is End-to-End System Integrator



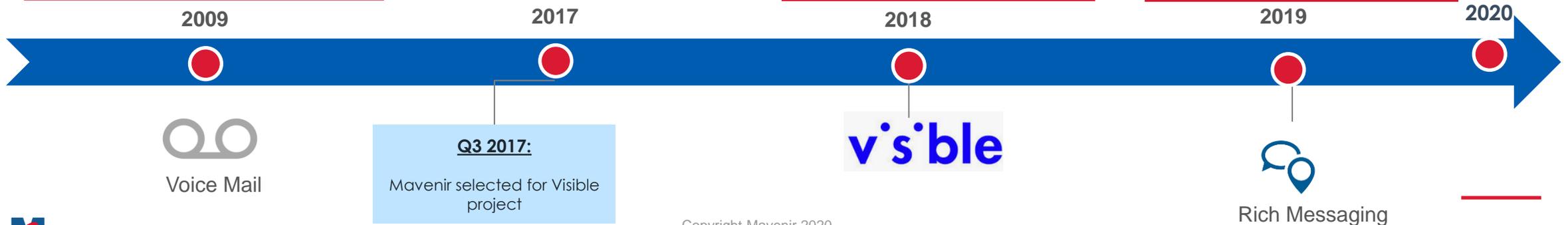
verizon

Voice Mail Installed Capacity >125M Subs

First Virtualized Deployment of Verizon for Real-Time Applications

Visible Installed Capacity >1M Subs

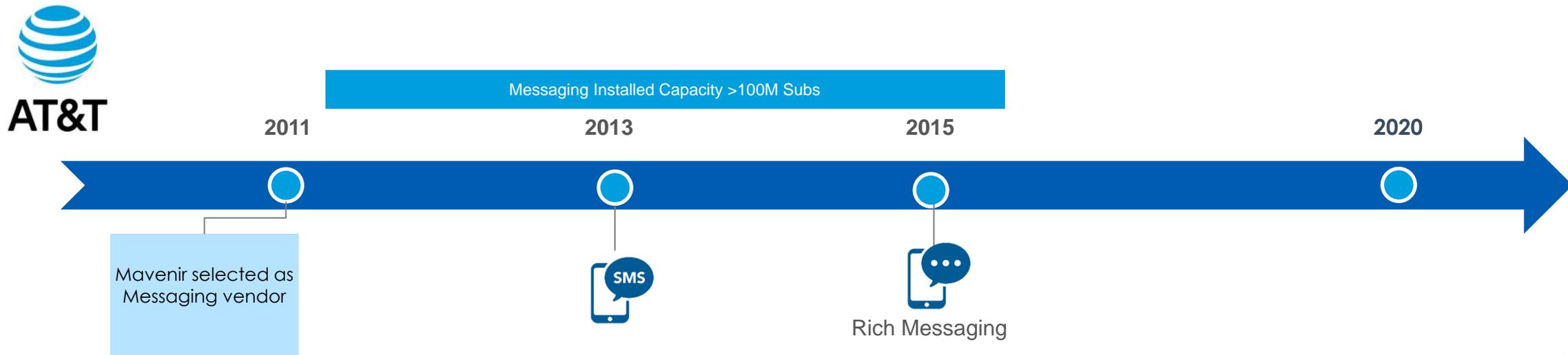
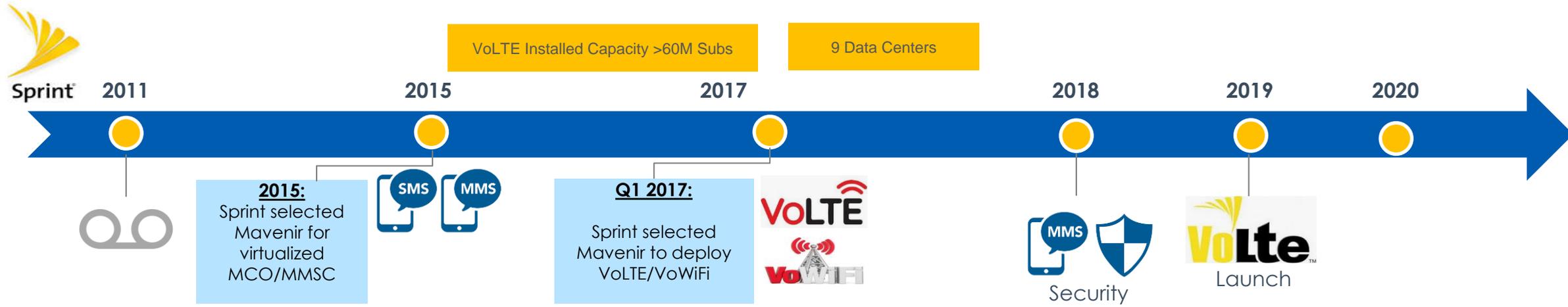
Installed Capacity >16M Subs



MAVENIR

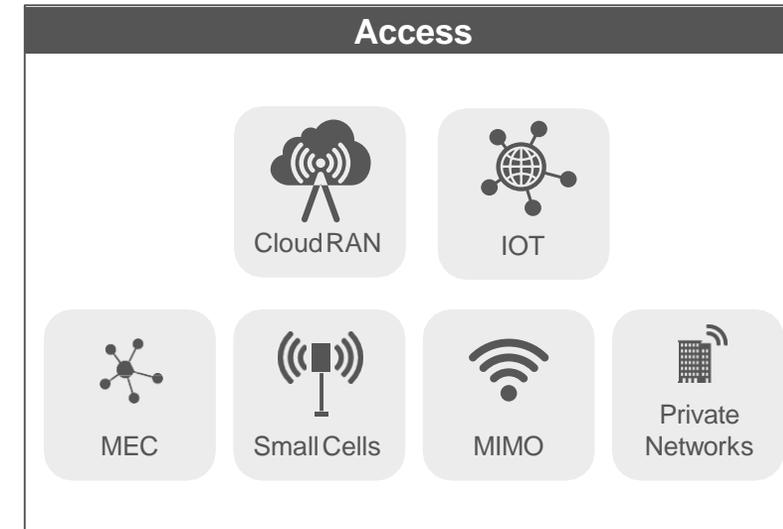
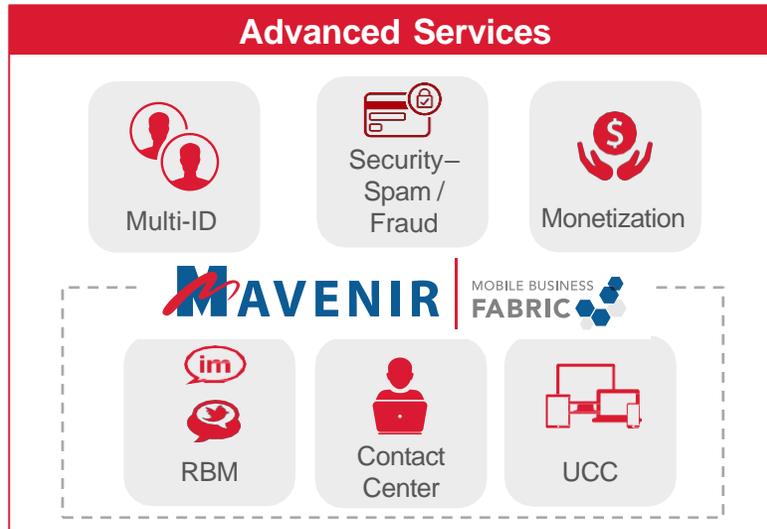
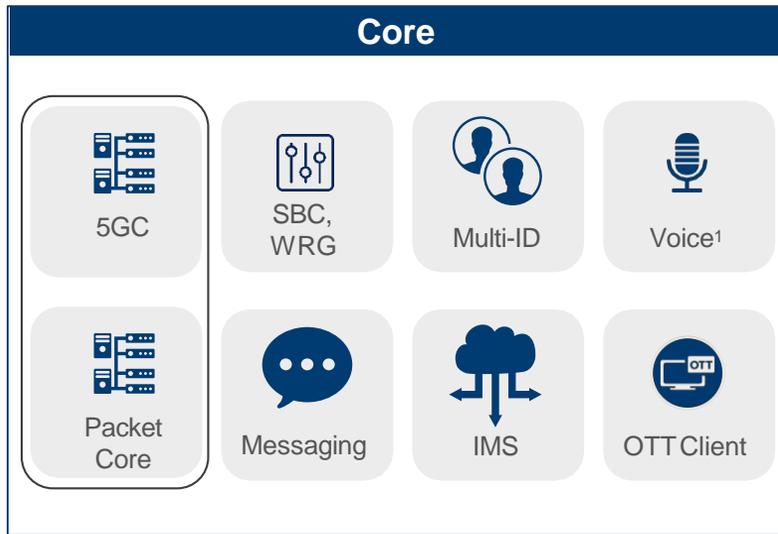
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# Mavenir involved with Sprint and AT&T since 2011



# Comprehensive End-to-End Portfolio

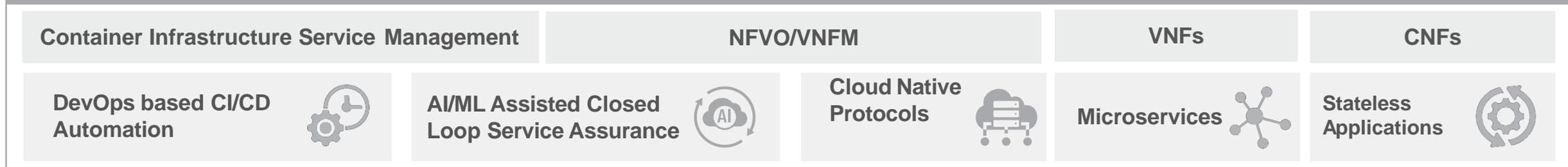
Across Every Layer of the Network Infrastructure Stack



**Digital Enablement**

**Software Defined Transport Fabric**

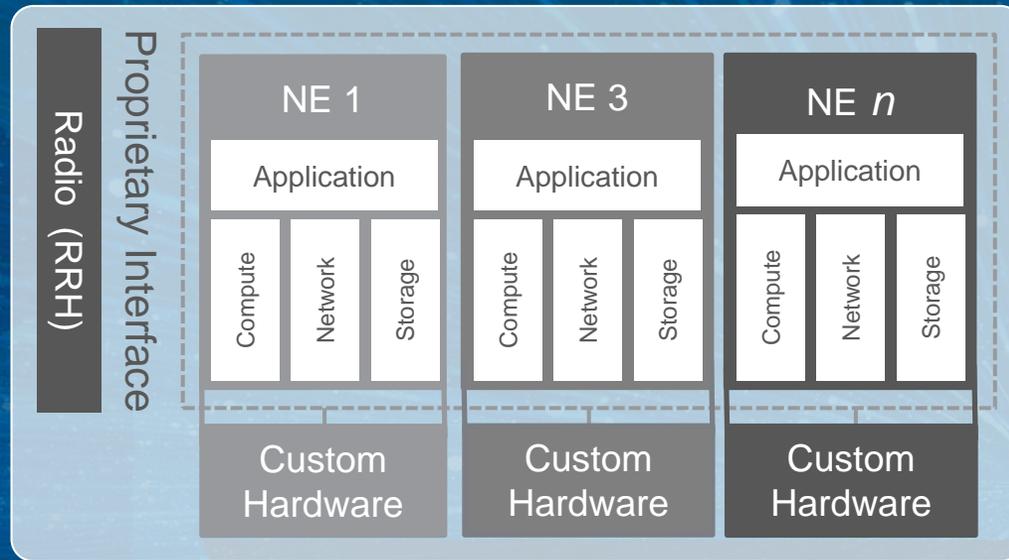
**Web-Scale & NFV Platform**



**Mavenir - End to End Network Software Provider**

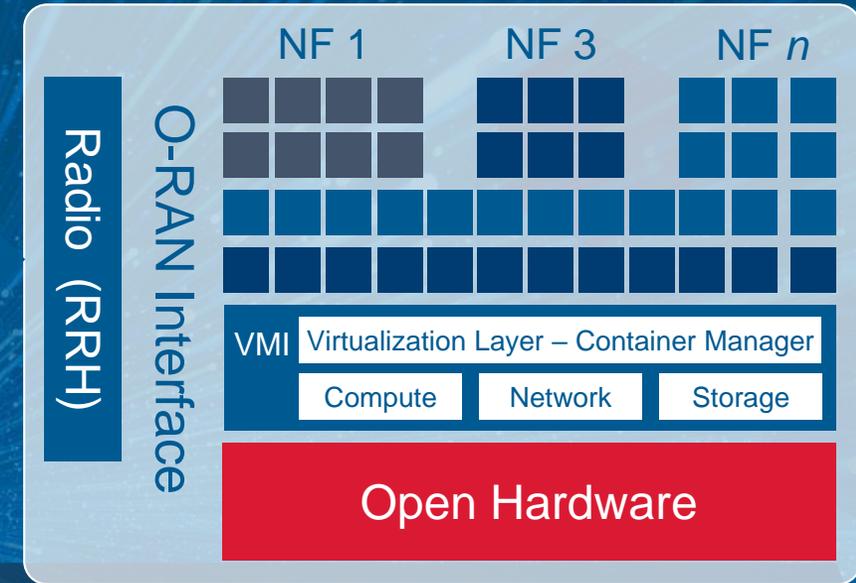
(1) Includes VoLTE, VoWiFi and Voicemail

# Mavenir delivers the Next Generation Secure 5G Network



## Legacy

- Custom Hardware Platform
- Proprietary Interfaces
- Costly
- Inflexible

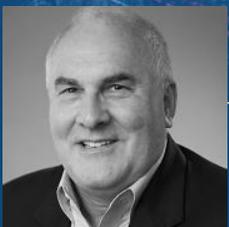


## Next Generation

- Open Hardware Platform
- Fully Programmable
- Secure Open Interfaces
- Containerized
- Rapid Innovation
- Automated

Source: Mavenir

# Radio



JOHN BAKER

# OpenRAN – Fast 5G secure with Mavenir

- Mavenir is a Lead architect in OpenRAN
- Strong proponent of Open interfaces
- Developing alternative vendors sources for O-RAN low cost Radios
- Availability of radios in the US bands is a fundamental US weakness
- No US manufactured radios
  - US design capability exists – but manufacture in Taiwan, Korea and China
  - Need low cost US managed volume manufacture of radios
  - Availability of radios with the OpenRAN interfaces
  - Radio Pricing in small volumes a market barrier to smaller vendors.
- Representation at 3GPP (standard-setting) costly and dominated by the large 3 vendors – Ericsson/Nokia/Huawei.
- Progress limited by ability to scale



# Mavenir Leads OpenRAN Ecosystem

E2E Systems Integrator



facebook

(US)

SERCOM

(Taiwan)



BLUE DANUBE™

(US)

Benetel™  
We know wireless

(Ireland)

COMMSCOPE®

(US)

mw MICROELECTRONICS TECHNOLOGY INC.  
合揚科技股份有限公司

(Taiwan)

ip | access  
(UK)

NEC

(Japan)

KMW  
COMMUNICATIONS

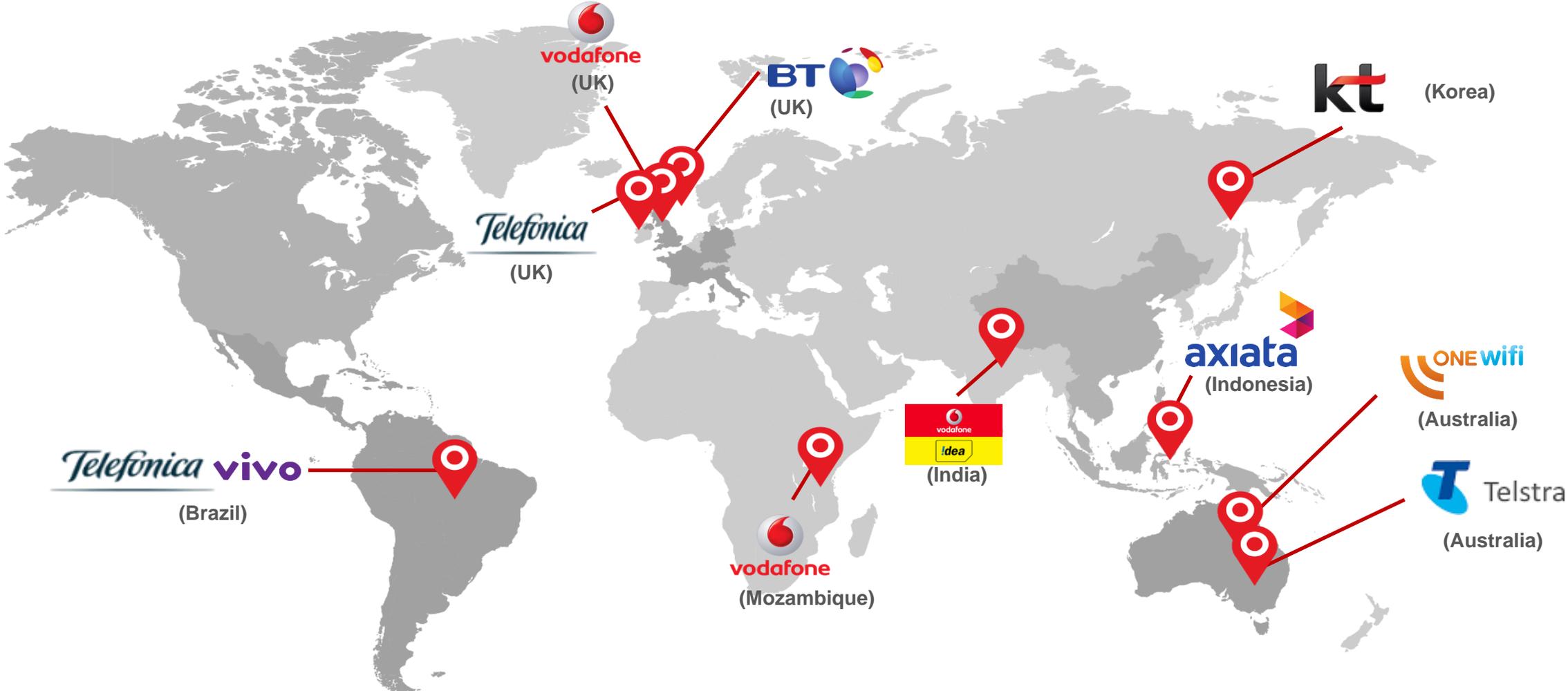
(Korea)

aspire Perfecting Networks

(Ireland)



# Mavenir's OpenRAN Momentum



# AWARD-WINNING SOLUTIONS

## INNOVATION



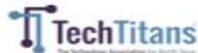
2019 Best Mobile Innovation for Emerging Markets



2019 Technology Entrepreneur of the Year



2016 Best Innovation for Carriers



2014 Emerging Company CEO Award

Network Virtualization & SDN Europe

2019 Next Gen 5G Core

## 5G PACKET COMPUTING

## 5G RADIO/ ACCESS



2019 Best RAN Product (Cloud RAN)



2019 Best RAN Product (Cloud RAN)



2018 Best RAN Product (Cloud RAN)

## VOICE EVOLUTION



2017 Best Telecom Service Innovation (Multi-ID)



2015 Most Innovative LTE Application / Service (VoLTE Solution)



2013 Best VoLTE Product

## 5G SECURITY



2019 Security & Fraud Management Suite



2019 Pre-Integrated Network Services & Security & Fraud Management Suite

## RCS/ MESSAGING EVOLUTION



2017 Communications Solutions Product of the Year (RCS Hub)



2014 Best RCS Package



2013 Most Innovative Service Launch by IMS (RCS 5)

## MANO MANAGEMENT AND ORCHESTRATION



2018 Most Innovative NFV Solution – Cloud Range



2015 NFV Innovation of the Year



2014 NFV Award for Virtualized RCS based on NFV Live



2013 Innovation Award (Virtualized IMS Platform)

## MOBILE BUSINESS FABRIC



2018 One of 20 Most Promising Enterprise Communication Solution Providers

# Siris Capital

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NYC based, Private Equity Owner of Mavenir



HUBERT DE PESQUIDOUX

# Mavenir Board of Directors

## Highly Experienced Executive Partner and Advisor Team

**PARDEEP KOHLI**  
*Chief Executive Officer*



Mitel RANZURE  
PACIFIC BELL SPATIAL WIRELESS  
Alcatel-Lucent

**HUBERT DE PESQUIDOUX**  
*Executive Chairman*



SIRIS  
Capital Group, LLC  
Alcatel-Lucent

**MERLE GILMORE**  
*Director*



MOTOROLA

**ROD RANDALL**  
*Director*



Lucent Technologies  
Bell Labs Innovations

**TED SCHELL**  
*Director*



Sprint

**RON DE LANGE**  
*Director*



TEKELEC

**FRANK BAKER**  
*Director*



SIRIS  
Capital Group, LLC

**PETER BERGER**  
*Director*



SIRIS  
Capital Group, LLC

**JEFFREY HENDREN**  
*Director*



SIRIS  
Capital Group, LLC

**MICHAEL HULSLANDER**  
*Director*



SIRIS  
Capital Group, LLC

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Thank You

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JANUARY 2020