



James N. Moskowitz  
(202) 939-7965  
JMOSKOWITZ@FW-LAW.COM

August 15, 2008

***VIA ELECTRONIC FILING***

Ms. Marlene H. Dortch, Secretary  
Federal Communications Commission  
445 12<sup>th</sup> Street, S.W.  
Washington, DC 20554

**Re: Notice of Oral Ex Parte Communication, CMAS docket, 07-287.**

On August 14, Kim Scovill, Drew Morin, Mark Titus, and Joe Cerece, representing TeleCommunication Systems, Inc. ("TCS"), met with Behzad Ghaffari and Jeffery Goldthorp of the FCC's Public Safety and Homeland Security Bureau, Communications Systems Analysis Division. The representatives of TCS discussed TCS' capability to assist the Commission and industry in meeting their requirements in the CMAS docket, 07-287. The substance of the discussion is set forth in a hand-out, which is attached to this letter and was provided to the FCC staff in attendance.

Pursuant to the Commission's rules, 47 C.F.R. § 1.1206(b)(1), this letter is being filed electronically for inclusion in the record of the above-referenced proceeding.

Respectfully submitted,

A handwritten signature in black ink, appearing to read 'J. Moskowitz'.

James N. Moskowitz  
Counsel to TeleCommunication Systems, Inc.

Attachment

cc: Behzad Ghaffari  
Jeffery Goldthorp

# TCS TeleCommunication Systems

*Enabling Convergent Technologies®*



***Making Connections That Matter***

# CMAS Elevator Pitch...



*"With our strength as a leading player in consumer wireless safety, combined with our experiences in secure Government communication solutions and delivering billions of text messages daily, TCS is uniquely qualified to work with the government and wireless operators to make the Commercial Mobile Alerts Service (CMAS) a reality."*

**PROVEN**

**Market Leading Messaging and Government Services**

# TCS Qualifications



## **Trusted Supplier of Secure Government Comms**

- Secure, deployable communication systems
- Emergency Notification solutions
- Variety of Contracting Vehicles



## **Provider of Wireless E-911 Consumer Safety**

- Roughly 50% US Market Share
- Geographic Targeting Experience



## **Secure TL9000 Operations Center, Seattle & Phoenix**

- Messaging Aggregator to Carriers and Enterprise
- Hosted Location Solutions
- Wireless E-9-1-1



## **Market Leader for U.S. Text Messaging**

- 80 Billion Text Messages (1H08) and Growing...
- Patented Technologies for Messaging & Location
- Fully integrated, end-to-end solutions.

**Uniquely Qualified Work with Government & Wireless Carriers**

# Corporate Highlights



## Established in 1987

- HQ: Annapolis, MD
- Offices: Manassas, Tampa, Seattle, Oakland
- Hosting Centers: Seattle, Phoenix, Manassas
- Over 500 employees
- NASDAQ: TSYS IPO 2000



## Strategic Offers

- Wireless Location & Messaging
- Deployable Secure Communications
- Wireless & VoIP E9-1-1



# Annual Revenue



**Commercial**      **Government**

\*Guidance issued and effective only on July 31, 2008



# Commercial Business Unit

# Products & Services



## TCS Commercial Technology

Text Messaging      Location-based Services

### Services

#### Hosted

E9-1-1 for wireless / VoIP / converged

Xypoint® Location platform infrastructure

Inter-carrier messaging

Maintenance on installed base of software

Applications like Navigation & Traffic for wireless subscribers

### Systems

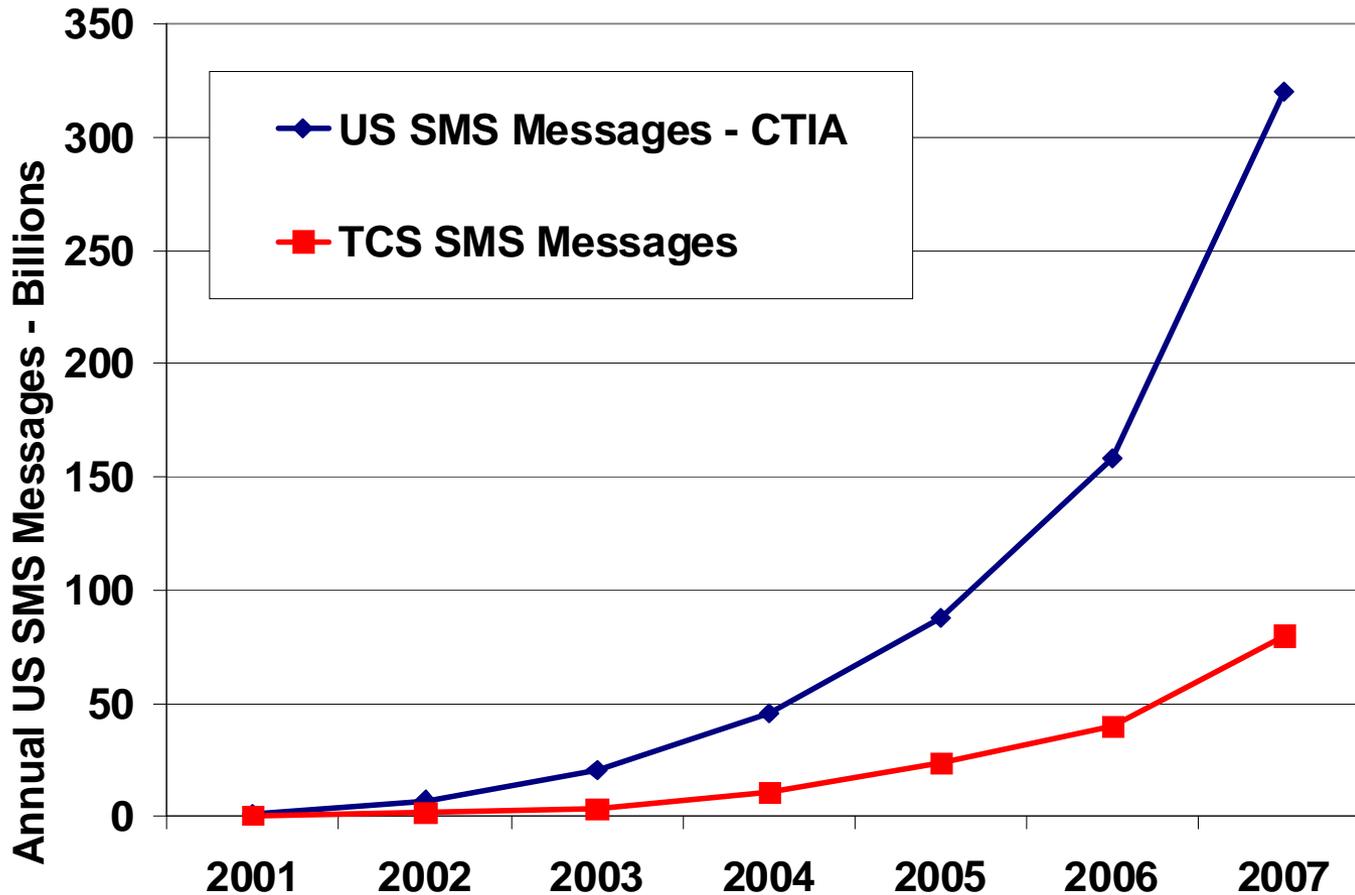
Short message service center

Wireless intelligent gateway

Xypoint® Location platform infrastructure

	■	■
		■
■		
■		■
		■
	■	
	■	
		■
		■

# Text Messaging Leader



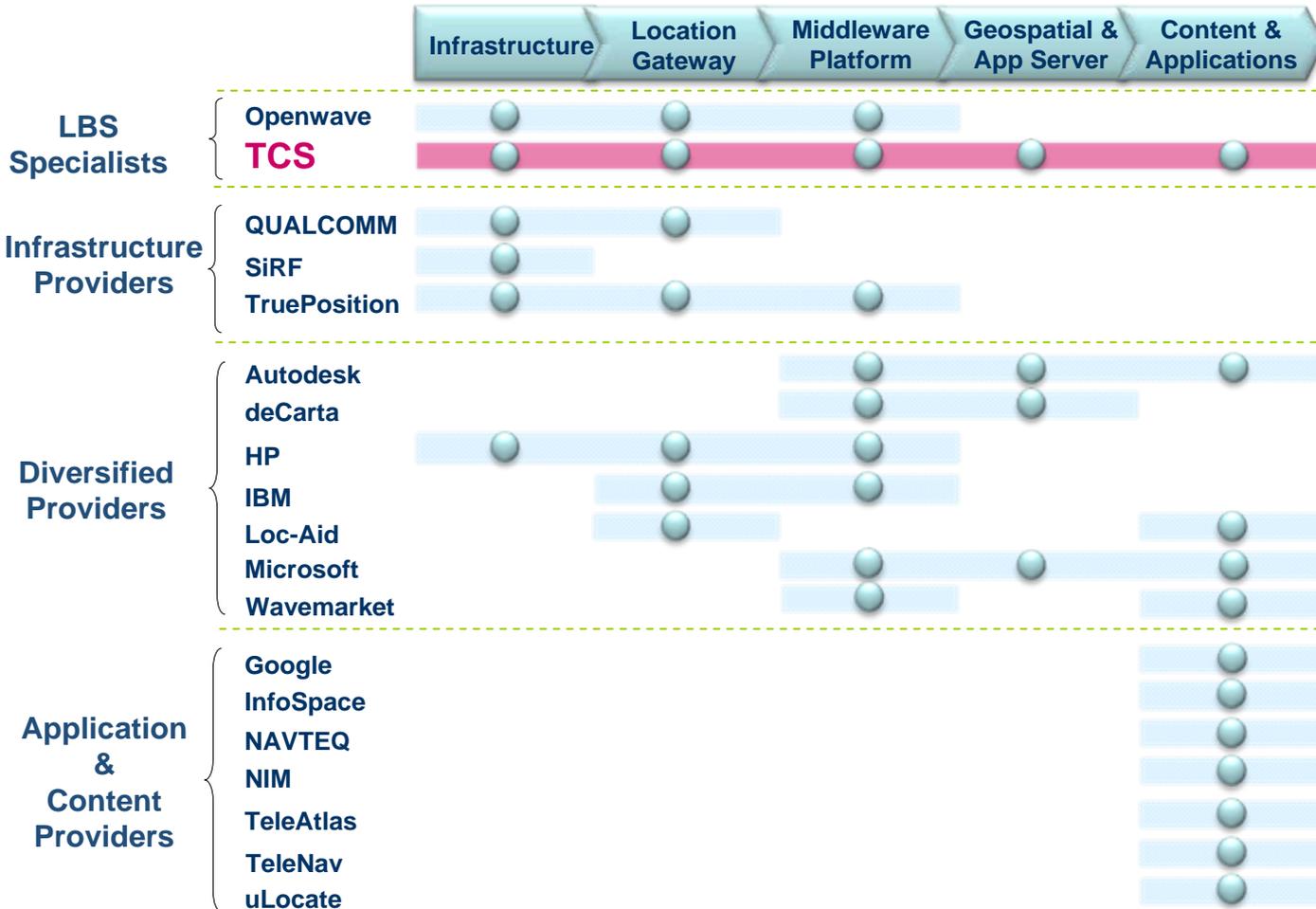
***TCS Delivers  
25% of All Text  
Messages in  
U.S. and  
Growing...***

**Premier Delivery Engine for Text Messaging in U.S.**

# Location Value Chain



E9-1-1



According to a *Frost & Sullivan* Jan. 2008 report, TCS offers the **most complete** solution which enables Wireless Operators to deliver Location Based Services.

## Location Enabled Messaging Solutions

# Hosted Services



- 24/7 NOC with Geo-Diverse Data Centers
- Landline, Wireless, and VoIP E9-1-1 services
- Location Solutions
- Message Distribution Center (MDC)
- TL9000-certified Network Operations Center



**Accelerated Time to Launch, Available Now**

# Commercial Customers



Over 50 Carrier Customers



# Government Solutions Group

# Government Solutions



*End-to-End Provider of Managed Services for Converged (IP-based) Voice, Video and Data to Organizations That Require Seamless, Secure Connectivity Between Fixed Sites and Remote Operations*

## Government Solutions Group Specific Services

**Full Spectrum  
IT Services  
TEM, COOP, SETA**

**Deployable  
Communications  
Solutions  
SwiftLink™**

**Satellite Bandwidth  
Managed Services**

**Network Engineering  
Terrestrial / Celestial**

**Global Customer  
Integrated Logistics  
Support**



# Government Systems



## SwiftLink<sup>®</sup> – Deployable Communication Systems



- TCS has been in SATCOM since first SwiftLink for Secretary of State Albright and deployment of a global back-up system for Citigroup in 1999
- Over 1,000 SwiftLink systems of varying configurations have been sold to date
- Growing reputation for innovation, quality



Lt. General Honoré  
with SwiftLink at  
Superdome 9/3/05

**Meeting the most demanding Government requirements for reliable Secure Communications**

# Emergency Aggregator



- National Communication System (NCS)
  - White Paper Study for Emergency Alerting Using SMS
  - Pilot System Trial for Alerts Aggregation
  - White Paper Refresh (expected 3Q08)
- Emergency Notification System
  - Combined notification capability (text, reverse911 call)
  - Customized solution for end user communities
  - Software as a service (hosted)

**Over 5 Years Experience Delivering Emergency Aggregation Services for Federal Government**

# Government Customers



E9-1-1





# TCS Leadership

# Intellectual Property



- TCS engineers are **setting industry standards**



- Invested over **\$120M** into **R&D** since 2000



- Invested over **\$60M** in **CAPEX** since 2000

- TCS owns **59 awarded patents** and 194 pending patent applications



## TCS Inter-Carrier Messaging Patent

# Memberships



## Telecom Organizations



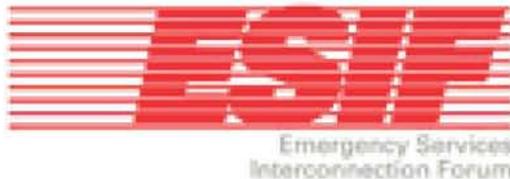
GSM World



# Memberships cont'd



## Public Safety Organizations



# CMAS Reference Model



**TCS**

Messaging Portal

**TCS**

Message Distribution Center

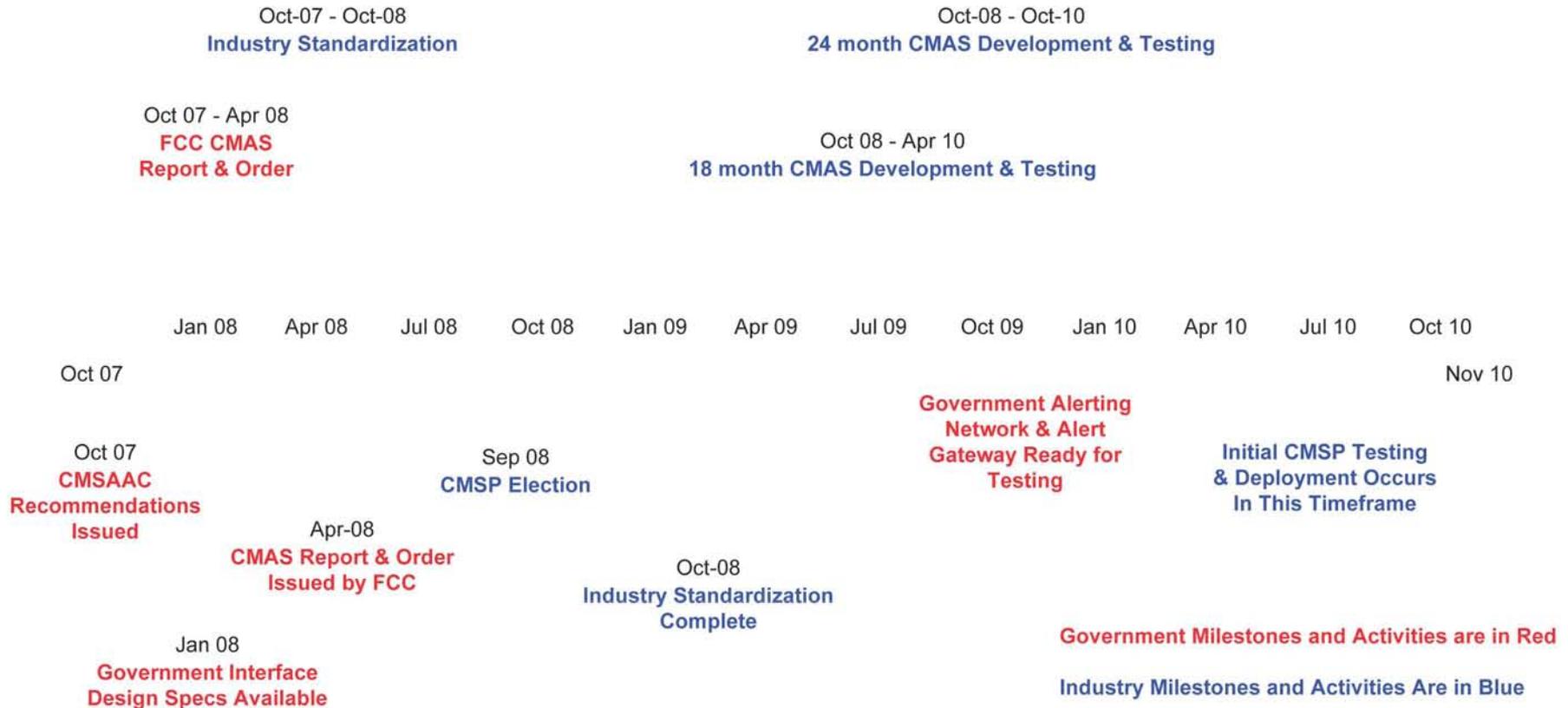
**TCS**

CMSP Gateway



**Fully Integrated End-to-End Solution**

# CMAS Current Status



= completed

# TCS Qualifications



## **Trusted Supplier Secure of Government Comms**

- Secure, deployable communication systems
- Emergency Notification solutions
- Variety of Contracting Vehicles



## **Provider of Wireless E-911 Consumer Safety**

- Roughly 50% US Market Share
- Geographic Targeting Experience



## **Secure TL9000 Operations Center, Seattle & Phoenix**

- Messaging Aggregator to Carriers and Enterprise
- Hosted Location Solutions
- Wireless E-9-1-1



## **Market Leader for U.S. Text Messaging**

- 80 Billion Text Messages (1H08) and Growing...
- Patented Technologies for Messaging & Location
- Fully integrated, end-to-end solutions.

**Uniquely Qualified Work with Government & Wireless Carriers**