



Company Backgrounder

About Us

Parallel Wireless leads with world's first ALL G (2G/3G/4G/5G) unified software. By supporting ALL Gs under the same software umbrella, Parallel Wireless delivers on the promises of real-time orchestration and network automation, future proof for ALL G made possible by the white box and Open Compute movement resulting in radically lower cost structure that enables SP profitability and makes their network ready for evolving subscriber needs.

The Parallel Wireless software redefines the economics of wireless rollouts as it reduces complexity, promotes advanced interoperability for multi-vendor, multi-technology HetNets, allows real-time network orchestration, and enables new services. Parallel Wireless' approach accelerates the transition to cloud networking for wireless networks as it extends existing 2G/3G/4G network investments and improves how to optimize and maintain the networks.

This breakthrough technology is critical to deliver resilient coverage and capacity on demand, enable IoT, and provide optimized user experience while lowering the cost of video and multimedia distribution over cellular. This is made possible by ease of deployment and auto-configuration and on-going optimization – the foundation that Parallel Wireless innovation is built on.

The Parallel Wireless team has experience building every component of the cellular network across 2G, 3G, and 4G. For the past 6+ years, this team has been reimagining the architecture of the cellular networks to make deploying and maintaining any G networks, including 5G HetNets, as easy and cost-effective as enterprise Wi-Fi networks.

The only US-based end-to-end telecom vendor is deployed on six continents and was nominated by Telefonica and Vodafone at the Facebook TIP Summit as [the best performing vendor](#).

Parallel Wireless' innovation and excellence has been recognized with 55+ industry awards. For more information, please visit www.parallelwireless.com.

Product Offerings

Parallel Wireless products are designed to make carrier-grade ALL G cellular deployments as easy and cost-effective as Wi-Fi by eliminating RAN network complexity and reducing maintenance costs.

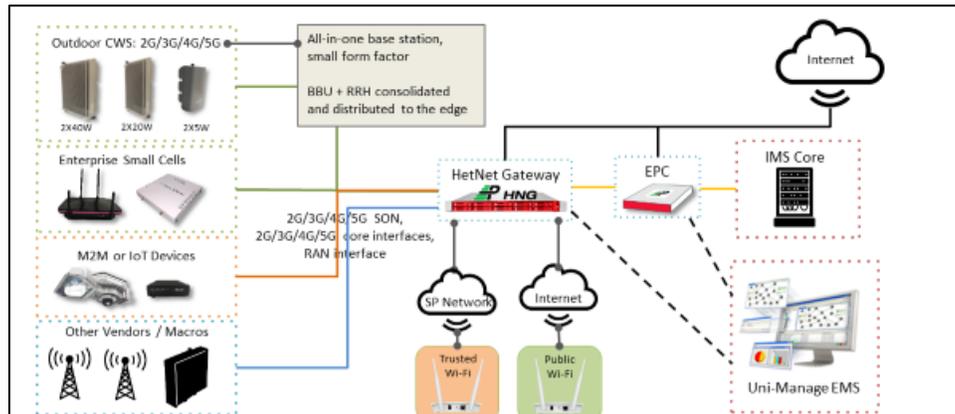
- **HetNet Gateway (HNG)** is the industry's first carrier-grade ALL G telecom software platform. HNG logically sits between the RAN and core and virtualizes RAN on any COTS hardware while making RAN self-configuring, self-optimizing, and self-healing. Currently released HetNet Gateway supports vBSC/2G gateway, 3G gateway, 4G gateway, Wi-Fi gateway, multi-technology SON, MEC, and elastic scheduling. Moreover, these functions interwork with one another, instead of operating in individual silos, to deliver agility and flexibility across the network. HNG makes ALL G networks easy to deploy, scale, & maintain while delivering QoS across any licensed & unlicensed technologies, in rural & urban locations, enterprise, public safety, even on the cell edge.. As a result, ALL G networks can be built or



expanded at much lower cost, making cellular deployments for any market as easy and as cost-effective as enterprise Wi-Fi.

- **CONVERGED WIRELESS SYSTEM (CWS)** The Converged Wireless System family of products come in 2x5 W, 2x20 W, 2x40 W RF outputs. CWS is a software-defined, multi-mode, multi-carrier standardized RAN hardware that supports ALL G (2G/3G/4G) in the same form factor, with the ability to connect via PoE to any off the shelf Wi-Fi AP. The CWS is built out of commodity components and integrates baseband, radio, filter, switch, antenna and power supply into a single device. As CWS integrates flexible ALL haul capabilities (Ethernet, fiber, satellite) into the same form factor, the site footprint will be reduced along with CAPEX spending. CWS backhaul capabilities can be enhanced with wireless mesh by simply connecting a wireless mesh backhaul module via an Ethernet cable. Multiple CWS' can connect to each other and daisy chain to form a mesh cluster – as a result, this eliminates the need for other types of backhaul in backhaul-challenged environments. Low power consumption (less than MAC laptop running on full CPU) reduces OPEX expenditures. The compact/lightweight form factor (i.e. under 18 lbs. for 2x20 W), along with a set of options such as external antenna support, allows for deployments with “lite” planning as a limited number of planning applications is required, even in dense urban areas where site access is difficult, and appearance could be an issue. The CWS can be attached to any street furniture to include houses, buildings, utility poles, bus/train stops and advertising signage. HetNet Gateway software from Parallel Wireless makes CWS nodes self-configuring and self-optimizing and also enables seamless mobility for the end users and interoperability with ALL RAN vendors and ALL core vendors.
- **UNI-MANAGE** is a software-based Element Management System (EMS) for the CWS and HNG components and provides a web-based user interface (UI) to configure, manage, and monitor the network elements.
- **EVOLVED PACKET CORE (EPC)** is a full LTE core solution consisting of MME, Serving GW, PDN GW, and HSS components, or any combination of these, deployed as virtualized functions on any COTS hardware, providing a single box fully functional solution. It is a low-footprint low-cost LTE core that offers not only one of the best performance-to-price ratios in the industry, but also ease of deployment by integrating with Parallel Wireless HetNet Gateway (HNG). The functionality on HetNet Gateway, a fully 3GPP-compliant NFV and SDN-enabled platform, includes multi-technology SON and multi-technology vRAN. It provides architectural simplification of multiple core functions like 3G/4G/Wi-Fi GW VNF's. By integrating HNG as a part of the EPC architecture, the overall architecture is also simplified.

Network Solution Overview



Leadership Team

Steve Papa, Founder, CEO, and Chairman. Steve has been reimagining the technology landscape for the over 20 years. As founder and CEO of Endeca, he reimagined the database to support faceted information ultimately leading to Oracle acquiring the company as its 6th largest acquisition ever when announced (reported at \$1.1 billion). He was part of the team creating Akamai that reimagined global Internet content distribution – now carrying peaks of 15 terabits/s of web traffic on any given day – and led the team at Inktomi that reimagined the network cache to create carrier class caching. Earlier he worked with AT&T Teradata where enterprise computing was reimagined with the first use of Intel processors for enterprise servers. He has a BS from Princeton University and MBA from Harvard Business School.

Keith Johnson, COO. Keith brings to the organization a tremendous amount of business, technology and thought leadership expertise. As Chief Technology Officer at his previous company, Fuze, Keith led innovation and differentiation strategy for Fuze's product portfolio. Prior to Fuze, Keith was co-founder and CEO of Parlai, a Boston-based startup focused on cloud-based email analytics. Before Parlai, he held the position of SVP of Engineering for 10 years at Endeca, one of the great Boston-based enterprise software success stories, where he led the teams that reimagined the company's pioneering customer experience management, enterprise search, and business intelligence applications. After Endeca was acquired by Oracle, Keith became Group Vice President, Software Development and was given expanded responsibility over the Information Discovery, Oracle Web Center Sites, Oracle Secure Enterprise Search, and Oracle Language Technologies product lines. Keith holds a BSE in Civil Engineering and Operations Research from Princeton University.

Rajesh Mishra, Founder, President and CTO. Rajesh co-founded Parallel Wireless after 23+ years of reimagining the wireless, wireline, and cable industries. He led the development of next-gen VoLTE and 3G/4G Femtocell convergence servers at Tata, led transformation of first commercial softswitch into a Wireless MSC product at Bell Labs/Lucent, reimagined cable industry leading IMS servers at Cedarpoint, and led commercial mobile ad hoc networks (MANETS) development at Powerwave Cognition. He has 25 US and international patents pending and issued. He holds a BS in Computer Science from IIT.

Kaitki Agarwal, Founder and VP of Development. Kaitki co-founded Parallel Wireless after 22+ years of leading and managing worldwide product development teams who reimagined the Packet Core. Kaitki led strategic Multimedia/VoLTE development at Starent/Cisco, was responsible for SS7 & SIP Signaling



at Cedarpoint, Wireless MSC at Lucent/Bellabs and was involved in reimagining Base Station Controller (BSC) for wireless network at Tellabs. Kaitki has 20 US patents pending and issued. Kaitki holds MBA from Babson College and a BS in Computer Science from IIT.

Sridhar Donepudi, Founder and VP, Systems. Sridhar co-founded Parallel Wireless after 22+ years as a proven technology leader with a focus on reimagining traffic/policy management, base stations, Class 5 Switching, IMS Core, Wireless MSC and Telephony Application Server. As the Sr. Principal Architect of next-gen products, Sridhar reimagined the design and development of Cedar Point/Genband 3GPP traffic and policy management solution. He was a founding member of several successful startups such as Cedar Point (acquired by Genband) where he was Technical Director of Call Processing, Excel Switching/Lucent (Technical Lead) where he led the design of Lucent soft switch, and Tellabs Wireless where he led design of PCS base stations. He has 15 US patents pending and issued. He holds an M.Tech in Applied Electronics from CIT and B.E in Electronics Engineering.

Yisrael Nov, VP, Worldwide Sales. Yisrael has over 30 years of experience in business development and account management where he's driven revenue growth and led strategic planning, budgeting, forecasting, and deal pricing. At Gilat, he sought out and sourced new clients by developing networks and independently identifying and developing relevant resources for sales and business development. Yisrael also refocused Gilat's portfolio from satellite solutions to include cellular solutions to drive a year increase of 42% in company revenue. Previously, as a General Manager at EMI System in Nigeria, he performed P&L and R&D responsibility for 'full options' security solutions to high profile clients in the private and public sectors across Nigeria while also directly managing a global team responsible for product planning, product marketing, new product introduction, software development, network level testing, solutions development, and post-sales support. He has an MA from MeA SheArim, Jerusalem.

Simon Mellor, VP, Worldwide Services. Simon Mellor has over 30 years of experience as a telecom and defense industry executive. Simon was the founder and CEO of Axis Network Technology and reimagined the remote radio head with a next-generation re-configurable digital radio platforms company. As a result of the company's technology and significant market share, it was acquired by a leading Korean manufacturer, AceAxis, and its products have been deployed in numerous cellular networks around the world. Prior to AceAxis, Mr. Mellor led technology strategy at Airtech as Chief Technology Officer, where he reimagined base station and coverage enhancement equipment. While serving as a head of Global Business Development and then for European Sales for REMEC, he achieved significant growth in multiple OEM accounts. Simon holds an MSc, Microwave and Modern Optics from U.of London, BSc, Electronic Physics from Royal Holloway, University of London and MBA from The Open University.

Sean Falvey, VP of Finance. Sean has over 25 years of experience in finance and finance leadership. At Endurance, he led international financial planning and analysis as well as financial process and forecasting. At Veracode, Sean created a detailed forecast process, published financial and management reporting, and reviewed these reports with the departmental stakeholders. He also managed a cross-functional team in driving the first bottoms-up, fully integrated financial and operational plan and led a team on the successful implementation of Netsuite's Adaptive Planning budgeting and forecasting tool. At Endeca, he worked closely with the CFO to institute the FP&A function and with leadership team to create financial visibility to drive business goals and influence decision making, supporting the Services and Maintenance business



and being the chief financial resource & decision support developing budget, forecast, revenue recognition models and processes. Sean has a BS in Science, Accounting from Salem State College.

Eugina Jordan, VP of Marketing. Eugina has over 19 years of strategic marketing experience leading corporate marketing and communications for small and large global technology companies. At Cisco, she was responsible for fiscal planning, managing a 20m+ budget, and all integrated marketing activities for SP Mobility and IPNGN product and solutions portfolios globally. She also led a GTM strategy for the launch of next-generation virtualized routing family that won an Ad Age BtoB Best Award for integrated campaign under 200K. Prior to Cisco, she was Marketing Manager for Starent since nearly the company's inception and developed and managed the marketing communications strategy for the launch of Cisco's \$2B Starent Networks acquisition at Mobile World Congress 2010. She orchestrated a blend of communication, presentation and AR/PR initiatives to build the Starent brand. Eugina has a Masters of Teaching from Moscow University, and studied computer undergrad from CDI College in Toronto, Canada.

Matt Rowe, General Council. Matt brings over 19 years of law firm and GC experience with technology companies through all stages of growth. As GC of Shoobx, he is responsible for legal operations and strategy to support the growing business. As GC of Endeca, he was responsible for legal function of privately-held company, including advising senior management and the board of directors on legal transactions. He was also responsible for overseeing corporate compliance and governance initiatives, managing commercial transactions, intellectual property matters, international operations and expansion, and providing legal support to the sales and services organizations. He was responsible for legal aspects of the successful negotiation and sale of the company to Oracle. As an attorney at Goodwin Procter LLP, represented public and private growth technology companies and advised clients on general corporate, SEC compliance, corporate governance, venture capital transactions, and mergers and acquisitions and technology licenses. He has a BA in Political Science from Boston College and a JD from Boston College Law School.

Offices

Parallel Wireless' worldwide headquarters are located in Nashua New Hampshire, with Sales Offices in NA, Africa, Asia, APAC, and EMEA, and research centers in India and Israel.

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Boilerplate

Parallel Wireless is on a mission to connect the 4 billion unconnected people worldwide by reimagining the cellular network. We empower global Service Providers to be profitable despite margin pressure – through the world’s first ALL G software that consolidates and abstracts RAN and core network functions and fully orchestrates networks resulting in network programmability, agility, future proof and optimal network performance for all use cases: low density/high density, in-building coverage or public safety 4G (LTE). The only US-based end-to-end telecom vendor is deployed on six continents and was nominated by Vodafone at the Facebook TIP Summit as [the best performing vendor](#). Parallel Wireless’ innovation and excellence has been recognized with 55+ industry awards. Connect with Parallel Wireless on [LinkedIn](#) and [Twitter](#).

