

SEAMUS GILCHRIST

BACKGROUND:

Over twenty five years of experience in all aspects of the telecommunications industry including system design, product development, product management and marketing, sales and business development. Founded and led S-Link Corp., a privately held, pioneering company in the area of Signaling over IP technologies, from inception through a successful acquisition by a public company in 2001. Forged major corporate alliances and OEM relationships with leading global equipment manufacturers. Successfully raised funding through venture capital firms and strategic investment partners. Provided technology and product direction for the company resulting in unique product sets addressing the Softswitch, Signaling and Voice over IP markets. Significant market knowledge and extensive contacts throughout the telecommunications industry. Technical expertise in global public network communications technology and protocols including Switching, Routing, IETF RFCs, Voice over IP, Signaling System Number 7, IETF SigTran protocols, SIP, IMS, Call Processing, Content Distribution, Firewall/Proxy, Ethernet Switching, Deep packet Inspection, Wireless Communications, Asynchronous Transfer Mode and xDSL Access Technologies and Cable Infrastructure.

EXPERIENCE:

2007 – current ConNetCom, Inc.

Consultant – Patent portfolio mining and analysis, claim charting and litigation technical support related to broad aspects of the telecommunications and computing industries including switching, routing, firewall, SBCs, VoIP, optical, wireless, software, wireline, and cable technology. Recent in-depth projects include portfolio mapping to IETF RFCs, standards tracking, content distribution, IT infrastructure, mobile messaging transcoding and adaptation, VoIP patent landscape and market analysis, DSL invalidations and litigation, wireless access network, infrastructure and MMS invalidations, standards mapping and highly focused prior art searches in 3G standards, mobile messaging, router technology. Current projects include large portfolio mining, in-depth analysis, triage, evidence of use, claim charting, invalidations and prior art searches. Experience as expert witness. Cases have included VoIP and Session Border Controllers.

2005 – 2008 Sedna Services, LLC

Vice President Voice Technology – Responsible for patent portfolio analysis in the Voice over IP sector for the cable industry. Major projects include research and the development of a comprehensive survey of Softswitch, Media Gateway and Signaling related patents. This project included cohort definitions, detailed patent and assignee analysis, and market characterization. Study report provided risk analysis and recommendations on licensing and purchasing of IP. Contributed to an automated in-house patent scoring and analysis program.

2003 – 2005 ConNetCom, Inc.

Consulting – Responsible for the architectural design of a distributed switching system. Provided analysis of next generation feature enhancements to product set including SIP to SS7

interworking, GSM gateway capabilities. Analyzed network architectures for migration from PSTN to packet based infrastructures.

2001 – 2003 RadiSys Corp.

Vice President Communications Systems Group – Responsible for the P&L of the signaling products division with RadiSys. The division produced \$6-10M annual revenue and two distinct product lines and target customer sets. Subsequent to the acquisition, the S-Link division was maintained as an independent entity responsible for its own engineering, sales, product marketing, service and support. Established major relationships with global TEMs and service providers. Responsible for the subsequent divesting of the business unit assets in March 2003 as a result of a refocus of the corporate strategy.

1998 – 2001 S-Link, Corp.

Founder and President – Successfully grew and guided the company to be the leading provider of Signaling over IP (SigTran) technology and products. Involved in all aspects of the growth of company from building the core development and management team to acquiring seed capital to subsequent investment rounds from strategic corporate investors. Negotiated the successful acquisition of the company in 2001 by RadiSys Corp. Involved in all aspects of technology direction, product direction and business development activities and aspects of product development. S-Link emerged and was widely regarded as a pioneering company in Signaling over IP. The company was a founding member of the Softswitch consortium and contributed to the IETF SigTran workgroup. Negotiated product licensing agreement for call processing and signaling platform development and consulting services contract for the development of Class-4 central office switch call processing applications in a distributed ATM switch.

1997 – 1998 SDL, Inc.

Chief Technology Officer - Charged with providing the technical and marketing leadership to move SDL into SS7, ATM and emerging network technologies. Responsible for assessing the company's wide area network technology base and hardware engineering expertise and determining how to couple these with software technologies to allow penetration of new markets. Enhancing current positioning of the company to increase valuation for investment purposes.

1995 - 1997 DGM&S, Inc.

Director Strategic Initiatives - Acquired new business on a global scale. Led the company into Asian markets where wireless technology was enjoying explosive growth. Successfully opened markets in Korea and Japan. Pursued new public network market opportunities with major network operators worldwide to support product introductions resulting from a strategic alliance between DGM&S and Microsoft. Assisted equipment manufacturers, such as, Tandem and Data General, with strategic planning as they entered or redefined their roles in the network infrastructure market.

Product Manager - Introduced new products into the global market in the areas of SS7 (PCS-1900, AIN, INAP, GSM, IS41, ISUP, MTP) and ATM technology. Defined products in response to dynamic market and regulatory changes in the public networks. Based on market research

planned and executed new product introductions. Additionally, responsible for SS7 business development and negotiating and securing contracts in the ATM technology area.

1987 - 1995 DGM&S, Inc.

Senior Project Consultant - Analyzed advanced switching technologies (ATM/B-ISDN) and their application to Signaling System 7 (SS7). Additionally, evaluated in-house communications controller development versus out-sourcing and the portation of the SS7 layer 2 from silicon to software.

Site Manager - Performed as Site Manager and Technical Representative with Siemens AG. (Munich, Germany). Site Manager responsibilities included administrative interaction between DGM&S and Siemens for overseas personnel in addition to the morale and welfare of all site personnel and their families. As Technical Representative, responsibilities included participation in meetings presenting company proposals for DGM&S; providing continuous follow-up of contributions made by other off-site team members, and escalation of issues to management levels when appropriate. Selected to represent Siemens at the Centre National d'Étude Téléphonique (CNET) system compliance review meetings in France.

Major projects include the design of the Network Management software architecture for the MTP Level 3 on an ATM backplan distributed switch architecture (Siemens VISION O.N.E). Actively involved in the review of contributions to the ITU-T Q.2110 and Q.2140 standards (B-ISDN Signaling ATM Adaptation Layer) during the study periods. Designed and implemented subsystems of distributed SS7.

Senior Staff Consultant - Responsible for complete life cycle of software including SS7 MTP-2 protocol, fault determination and system recovery in the Common Channel Signaling No. 7 (CCS7) processor of the SIEMENS EWSD switching network. Presented technical briefings and seminars on the various features of the switch related to Common Channel Signaling and the CCS7 network architecture.

1985 - 1987 E.I. Du Pont de Nemours and Company Staff Analyst - Leading technical consultant for the topological design and performance analysis of a worldwide packet switching network based on TYMNET packet technology. Advised on new site implementations in the U.S., Canada and Asia. Made recommendations on communications technologies and equipment for use throughout the company. Involved in the operations and maintenance of the packet switch network. Responsible for cost analysis of leased, switched lines and satellite links within the network and the subsequent purchase of such facilities. Dealings with European PTTs and Japan's KDD for both problem resolution and circuit leasing.

Major projects include the design of a network capacity and performance monitoring system and the sharing of bandwidth between the DuPont DECNET and SNA networks with the packet network.

EDUCATION:

Master of Science Degree (Electrical/Computer Engineering), Bachelor of Science Degree (Math / Computer Science minor)

Iowa State University, Ames, Iowa 50011

PATENTS

Seven patent applications related to switching technology:

- System for common channel communication using a packet switched network
- Method for common channel communication using a packet switched network
- Common channel protocol message format for communicating data through a packet switched network
- Method for providing MTP-2 services in common channel communications
- Link protocol for common channel communication using a packet switched network
- Signaling gateway for common channel communication through a packet switched network
- Communications link for common channel transmissions through a packet switched network

PERSONAL INFORMATION:

Dual nationality (U.S. and British)

Fluent French, German, and basic conversational Korean, Member IEEE / ACM