



Q&A with Victor Bozzo, Co-Founder and CEO of Pareteum Corporation providing a Software as a Service Technology that enables and Virtual Company to Create and Build a Telecom Brand Globally and Connect any Wireless and IoT Device



Victor Bozzo
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CEOCFO: *Mr. Bozzo, would you tell us the vision for Pareteum Corporation and your focus today?*

Mr Bozzo: Our vision is to take wireless service beyond mobile phones to connect to all wireless devices. You could have a security system, a point of sale machine, a hot spot in a taxi cab, or even WiFi in a coffee shop. Every person and everything should be connected. Any device, any network, anywhere. We aim to meter, manage, build and connect anywhere there are wireless devices. We provide software that allows virtually any company to create and build telecom brands and enter the global space. One example of this is Vodafone Spain. As their primary brand, Vodafone Spain offers mobile phones for consumers. Lowi is the secondary brand of Vodafone. Our platform is used to manage and run Lowi.

CEOCFO: *What do you understand about how to do this successfully that perhaps others do not?*

Mr Bozzo: Hal Turner and I have been in the telecommunications industry for many years. With Hal's background and mine combined, this is a natural fit for us to take on. Robert H. "Hal" Turner is our Founder, Executive Chairman, and Principal Executive Officer. Hal's expertise includes: President of Bell South, Chairman of PacWest Telecom, executive positions with AT&T, and extensive contributions in Silicon Valley on startup technology companies. I was one of the original founders of Voice over IP (VoIP) and have built several startup technology companies in and around the telecommunications industry.

CEOCFO: *How do you work with an organization to either implement your solution or are you creating a customized solution?*

Mr. Bozzo: We have taken our best of breed technology and migrated that to a cloud offering. Now we can connect to customers anywhere they might be in the world and allow them access to our technology and our connectivity solutions.

CEOCFO: *Would the customer set up and implement the solution?*

Mr. Bozzo: We do all of that and run it as a managed service. Our business model is that we succeed when they succeed. It has primarily been a capital expenditure model and has transitioned to an operational expenditure model. We grow as they grow. It is a standard Platform as a Service or Software as a Service.

CEOCFO: *How do you ease the fear of starting with any new system?*

Mr. Bozzo: We have a technology that manages billions of subscribers on a daily-basis. That requires automation, software people and expertise. We are constantly monitoring our platforms and our customers' platforms. We have

architected our systems for scale beyond what they are expecting. Our ability to be elastic in the technology is paramount to our customers considering most of them are Tier-1 telecommunication providers with very demanding customers.

CEOCFO: *How does security come into play for you?*

Mr. Bozzo: Security is a growing marketplace particularly as it relates to the mobile industry. We actually have technology that we acquired and maintain in the field of biometric security. In general, there are few levels of security. One level is securing the platforms and the technology, and the other is ensuring that customer data is secure. It is a two-pronged approach. One is the use of technology that secures their data and the other is to help our customers to provide secure technologies to their customers.

CEOCFO: *Would you tell us about your global reach?*

Mr. Bozzo: In the past, companies that were in our space which is really the technology provisioning of billing, metering and charging services to the global industry, primarily had to go on site and build bespoke solutions for each customer wherever they were. We maintain offices around the world. Our primary customers today are in Europe, the Middle East, Latin America, North America and we have some customers coming up in Asia Pacific. The cloud helps us deliver our technology effectively and efficiently around the world. Our global presence in each of these geographies is helpful as we have project management and support people to manage those.

CEOCFO: *Would you tell us about being recognized as a 2017 Communications Solutions, Product of the Year?*

Mr. Bozzo: We are proud of the award because it is a testament to the hard work of our employees but it is mainly a testament to the fact that the market is starting to realize that mobile and wireless eats everything. To have a good mobile strategy and wireless strategy as a service provider or enterprise means that you need to have products that are changing with the market and future proofing you moving forward. We are excited about the award because it showcases just that and what our customers are saying.

“Every person and everything should be connected. Any device, any network, anywhere... Pareteum is serving more than consumer broadband, more than the consumer smart phone industry. Pareteum is serving the 500 million devices that are connected today and this number will grow to 30 billion by 2020... People are underestimating the size of the market. It is a \$300 billion dollar market, and if that is underestimated, we have a whole lot of upside.”- Victor Bozzo

CEOCFO: *What is the competitive landscape?*

Mr. Bozzo: The market is a large market and could be as high as \$300 billion market amongst all of this mobility. Our competitors come from many different spaces. Our traditional competitors are large systems integrators and might be in the mobile arena delivering technology or integrations. In many cases these are also partners and customers because as a best in breed solution, we find ourselves integrated into many different environments. The competitive landscape is primarily owned by the operators themselves who have done much of this work in the past and the challenges that they have to get to 5G or faster speeds for their customers. They need more help on software and the software defined network. The Internet of Things is beginning to explode. All of those devices are also accessing the network and they require management and billing services.

CEOCFO: *What are some of the differences depending on what devices are being used?*

Mr. Bozzo: The advantage we see is that we use the same platform to deliver the technology to all these different services. That is the differentiator and the exciting part. We can use the same platform to manage a wireless card sitting inside a security system or an ATM or an oil well or a carrier service used to manage a smart phone. There may be more features and more requirements on the smart phone and there may be more dynamics but fundamentally it is the same technology.

CEOCFO: *How is business?*

Mr. Bozzo: Business has been good. I started with the company back in November of this past year and since then we have had five or six new customers come in. Our backlog has grown dramatically as a result and we are pretty excited about the opportunities in front of us. I think the market is starting to see that we are a player in the space.

CEOCFO: *What do you look for in people on your staff and how do you ramp up?*

Mr. Bozzo: There are two answers. We believe in automation and we believe in one-click type provisioning and for people to be able to buy access to our services in a much more simplistic way. So the idea is to take the complexity and make it

simple for our customers. We look for industry veterans who come from Silicon Valley and the telecommunications industry. We also look for folks who take a slightly different approach who come from the pure software space or the marketing space or the automation industry. I think that has been a good combination and we will look to continue to diversify in that area.

CEOCFO: *What has surprised you so far as you have been involved with the company?*

Mr. Bozzo: The biggest surprise for me has been the upside of the opportunity. The biggest challenge has been being able to meet that demand with a small dynamic team and grow that at the right pace to the company.

CEOCFO: *What is the strategy for the next six months to a year?*

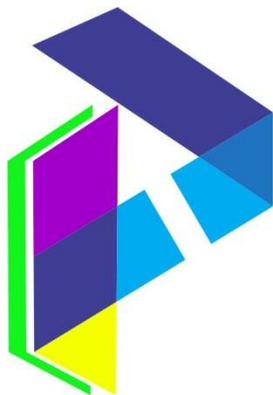
Mr. Bozzo: We are very focused on sales and focused on continuing to educate the market on the market itself because it is a new and blossoming market and something that requires education. We are working hard to do that. We are working hard to increase our sales and our pathway to revenue which means faster deployments and higher customer satisfaction.

CEOCFO: *How are you reaching out to do both of those things?*

Mr. Bozzo: We have several market efforts going on to reach out not only to our existing customers but to key customers as well. We are participating in a series of industry events. We are creating some advisory boards from the industry and generally we are putting out some white papers and things that will help educate the market. We are face-to-face with as many people in the world as we can.

CEOCFO: *Why pay attention to Pareteum and what, if anything, might people overlook?*

Mr. Bozzo: We started the conversation with, “wireless means everything”. If you can imagine that every device you can think of and every communication device, every device that you interact with from a camera to a security system, to a fire alarm to a metering system, to a point of sale, to a video screen, and all of those wireless devices need someone to manage them. That is our business and we have a full turnkey system to do that and we help the service providers to get those up and running very quickly. I think traditionally people have looked at a company like ours that would focus exclusively on the consumer broadband or the consumer smart phone industry. But the environment has changed and the number of devices out there continues to grow every day. Pareteum is serving more than consumer broadband, more than the consumer smart phone industry. Pareteum is serving the 500 million devices that are connected today and this number will grow to 30 billion by 2020. We are tracking that kind of business and we hope the investment community understands that this is a marathon because what we have today for mobile devices is nowhere close to what really will happen in the future. I think people are underestimating the size of the market. It is a \$300 billion dollar market, and if that is underestimated, we have a whole lot of upside.



Pareteum