

→ Kineto Backgrounder

Kineto Wireless Enables Mobile Operators to Embrace Fixed and Mobile Broadband

Kineto is a privately held, venture-backed company committed to enabling mobile operators to fully embrace the cost and performance advantages of IP-based broadband access networks. Kineto provides standards-based products and services to major wireless infrastructure and device vendors in order to develop products compatible with the latest 3GPP standards for Smart Offload and Voice over LTE.

Smart Offload for Smartphones

The growth of the mobile industry during the last century has been one of the business world's greatest success stories. In less than 30 years, mobile handsets have become a mainstay of daily life for more than 3 billion people around the world. Now, the industry is facing the next great challenge as consumers embrace the mobile Internet and smartphones.

Mobile operators are feeling the strain on their macro networks as mobile data usage continues to grow exponentially. In addition, aggressive flat-rate data pricing is becoming the industry norm, and the capital cost to add the needed capacity to mobile networks is no longer being offset by expected revenues. Mobile operators need cost-effective methods to increase network capacity and improve coverage to meet ever-growing subscriber demands.

Kineto is the leading provider of Smart Offload solutions based on the 3GPP GAN and 3GPP HNB standards, which enable mobile operators to increase network capacity and improve coverage by leveraging Wi-Fi and femtocell technologies.

The Emerging Opportunity for Voice over LTE

For many mobile operators today, voice accounts for more than 80% of total mobile services revenues. As mobile operators begin their LTE deployments, there is a growing need to extend today's voice and SMS services to the mobile broadband access network.

Kineto is a key innovator and leading supplier of products that deliver Voice over LTE via the existing 3GPP GAN standard, also known as VoLGA.

With VoLGA, mobile operators can immediately bring revenue-generating voice and SMS services to LTE deployments. VoLGA lets operators protect their investment in the proven and expansive voice infrastructure while laying the foundation for a migration to IMS telephony.

Solutions for Delivering Mobile Services over Broadband

Kineto Wireless is uniquely suited to helping operators benefit from broadband access networks. Kineto provides 3GPP-compliant software products at both the client and infrastructure ends of the system, enabling a thorough understanding of the overall solution.



Kineto Device Software Kineto is the leading supplier of both application-layer and embedded software for Smart Offload and Voice over LTE solutions.

Kineto offers two products:

- **Smart Offload Application for Smartphones.** The Smart Wi-Fi Offload Application software, available for a wide range of smartphones/operating systems, can be downloaded by the subscriber or pre-loaded onto smartphones. The application enables Wi-Fi access points to become extensions of the mobile access network – improving coverage and increasing network capacity. The Application also has smart power management so that users don't experience Wi-Fi battery 'tax' which can occur with less intelligent approaches.
- **VoLGA Client.** Kineto offers client software designed for LTE handsets to support voice and SMS services via VoLGA. The client is field upgradeable, providing maximum flexibility for mobile operators, handset vendors and subscribers to begin with VoLGA and add support for IMS voice.

Kineto Multi-Service Access Gateway Kineto is the leading provider of Multi-Service Access Gateways. Kineto's product enables the rapid deployment of three different solutions:

- GAN Network Controller (GAN-C) compliant with the 3GPP GAN standard;
- Femtocell Home NodeB Gateway (HNB-GW) compliant with the 3GPP HNB standard;
- VoLGA Network Controller (VANC) compliant with the VoLGA Forum specifications.

Kineto's Multi-Service Access Gateway is a highly scalable, fault-tolerant system installed in commercial deployments around the world supporting millions of subscribers today.

Hosted Access Gateways Kineto also offers service hosting access gateways for Smart Offload applications. Kineto's hosting sites around the world enable operators to rapidly deploy services based on Kineto's industry leading products, while minimizing capital investment.

Kineto Wireless: Technology Pioneer



Kineto is the key innovator behind 3GPP standards for extending mobile services over broadband and helped forge the initial 3GPP GAN specification into Release 6. This specification is the foundation for a range of applications including Smart Wi-Fi Offload. Kineto is also a founding member of UMA Today, an organization dedicated to the promotion of products and services based on the GAN specification.



Kineto was an early contributor and technology pioneer in the development of the 3GPP Home NodeB (aka femtocell) standard, which has architectural similarities with the GAN specification. Kineto was also an early member of the Femto Forum.



For voice over LTE technology, Kineto was a key contributor to the adaptation of the GAN specification to an LTE service environment. Kineto was also a founding member of the VoLGA Forum.



Management Team

- **Jeff Brown** – President and CEO
- **Martin Hernandez** – Chief Financial Officer
- **Mark Powell** – Vice President, General Manager - Client Business Unit; Co-Founder
- **Ken Kolderup** – Vice President, General Manager - Infrastructure Business Unit
- **Rick Applegate** – Vice President, Global Sales
- **Gary Sarson** – Vice President, Business Development
- **Peter Schmid** – Vice President, Sales, EMEA
- **Steve Shaw** – Vice President, Corporate Marketing
- **Patrick Tao** – Vice President, Technology

Board of Directors

- **Bo Hedfors** – Chairman, Kineto Wireless – Principle, Hedfone Consulting
- **Rick Gilbert** – Vice Chairman, Kineto Wireless – President and CEO, Westell
- **Jeff Brown** – President and CEO, Kineto Wireless
- **Jahangir Mohammad** – Co-Founder, Kineto Wireless
- **Tench Coxe** – Managing Director, Sutter Hill Ventures
- **Jim Gaither** – Managing Partner, Sutter Hill Ventures
- **Ohad Finkelstein** – Partner, Venrock Associates
- **Thomas Huseby** – Managing Partner, SeaPoint Ventures

Advisor

- **Kurt Hellstrom** – Retired, President and CEO, Ericsson

Funding

Kineto is a privately held company backed by leading venture capitalist firms, including Oak Investment Partners, SeaPoint Ventures, Sutter Hill Ventures, T-Ventures and Venrock Associates. Kineto has several strategic investors, including InterDigital Corp., Motorola and NEC.

Headquarters

1601 McCarthy Blvd
Milpitas, California 95035

www.kineto.com
info@kineto.com

Phone: +1 408 546 0660
Fax: +1 408 546 0659