

Agenda	
Overview	30 minutes
<ul style="list-style-type: none"> ■ IVT, Burstware® & Technology ■ Burstware Demonstrations 	
Technical Drill Down	90 minutes
Joint Opportunities	30 minutes

Burstware®

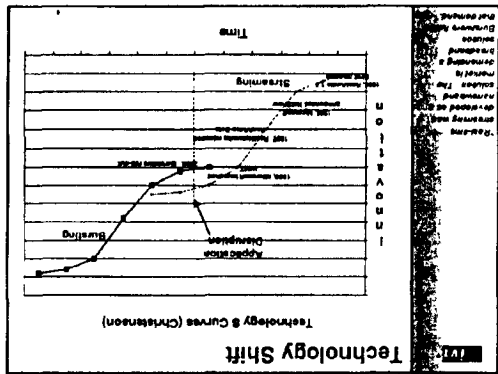
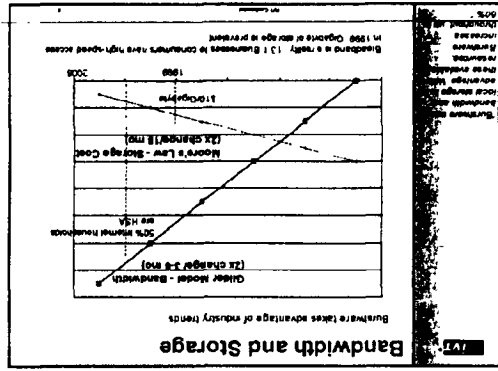
Burstware is enterprise-class software that manages and optimizes the delivery of high quality video and audio across IP networks

- Why is it the best delivery technology?
 - Improves network efficiency by up to 80%
 - Guarantees highest quality video and audio
 - Provides no-single-point-of-failure
 - Fulfills more user requests with less infrastructure
 - Manages and optimizes network resources
 - CODEC neutral, platform neutral (NT, Linux, and Solaris) and delivers media to industry standard players (VAMP and JMF)

Burstware fundamentally changes the way media is delivered over networks

Plaintiffs' Exhibit
5675

Comes v. Microsoft



Leading developer of BurstEnabled

- Video and audio delivery and network management software
- IPTV's product, Burstware
- Unique service components of IPTV's network priority such as Packet-Train
- Real Time™ delivery method
- IP Portfolio began in 1998
- 6 U.S. patents issued
- 5 international patents issued
- Additional patents pending in U.S. and abroad
- IPTV patents issued in over 200 countries
- 500% employee growth, reaching 60 employees in Q4 1999
- Projected revenues of \$2.8 bn. in 1999
- IPO
- NYSE
- NASDAQ
- NYSE
- NASDAQ

IVT **Real-Time Streaming Protocols**

When network congestion occurs, the server will not send a high-quality stream. Even with a large buffer (4-8 MB), real-time streaming protocols are not isolated from network noise.

Real-time streaming delivers media at a constant bit rate

- Remote play architecture

Continuous exposure to network conditions

- Network conditions degrade quality
- Noise, latency, breakdowns

Note: Even with a buffer clients using real-time streaming technology are not isolated from network noise.

IVT **Bursting Protocol**

Managed bursts prevent video disruptions. Local play from buffer with full synchronization. Burst-filled buffers isolate client from network conditions.

Managed Bursts Prevent Video Disruptions

- Local play from buffer with full synchronization

Burst-filled buffers isolate client from network conditions

- Faster-Than-Real-Time Architecture
- Client requests, server schedules bursts
- Client provides status to server

IVT **Bursting vs. Real-Time Streaming**

Real-Time

- Each additional real-time viewer consumes or uses additional bandwidth for the duration of viewing
- Once allocated bandwidth has been reached, no additional clients are allowed

Bursting

- Take advantage of low cost storage and available bandwidth
- Using buffers, the video can be delivered when needed rather than at a predetermined rate
- As compared to the Real-Time streaming, up to 80% improvement in utilization
- Guaranteed quality

With burst-based bandwidth, as the network is utilized up to a 60% threshold, additional bursts are allowed. Faster-Than-Real-Time methods have more concurrent streams than conventional streaming.

ivv Bursting vs. Real-Time Streaming

Burstware helps utilization of local storage using Burstware as the delivery mechanism. Burstware is used and available. Burstware is optimized during bursts. Burstware is used with real-time streaming.

Real-time Streaming
Needs to be set to peak levels

- Bandwidth allocated
- Bandwidth used
- Bandwidth used only during bursts

Burstware
Less bandwidth, same or greater number of users

- Bandwidth allocated for streaming
- Video played
- Bandwidth allocated to bursting
- Bandwidth wasted by streaming
- Bandwidth used by bursting

ivv Burstware's Intelligent Scheduling

Burstware allows you to schedule content and control delivery. Burstware is used for sport and live events. Burstware is used for live events and sports. Burstware is used for live events and sports. Burstware is used for live events and sports. Burstware is used for live events and sports.

Network-centric

- Network overview of all clients
- Each client serviced optimally
- Constant feedback loop
- Improves network efficiency

ivv The Burstware Solution

Burstware Suite of Software Products

- Burst-Enabled Players (requests and plays)
- Windows Media Player (WMP) & Java Media Framework (JMF)
- Burstware Conductor (manager)
- Burstware Server (delivery)

Burstware Player Software Development Kit (SDK) allows Burst-enabling of other applications and players.

IV **Burstware Demo - Internet**

Internet Demo

- Test internet connection / bandwidth
- Display maximum and minimum bandwidth availability
- Provide selection of content appropriate for the bandwidth availability
- Downloadable or CDROM Burstware installation
- Demonstration of Burstware delivering content over the Internet

The Burstware internet demo, proves the ability of a new set-top to successfully deliver high quality broadcast content over the internet.

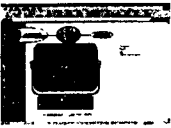
IV **Burstware Demo - The Lucy Channel**

Burstware's I Love Lucy Channel

- Public Channel
 - True VOD
 - Any episode available at any time
 - Chat Room
 - Lucy links

Demonstration

- Bandwidth Sniffer
- Lucy Episode is played on a Burst-Enabled WMP
- Web TV



Experience true VOD over the TV internet service.

IV **Areas of IP (partial)**

Moving Video and Audio for TV to Set Top Box and Computer Playback

I. Delivery mechanism

- Faster-Than-Real-Time
 - HTTP
 - Neutral to compression, protocol, network types
 - Shields, maneuvers other systems
- Buffer/Caching Control
- Compression/Decompression
- Content Management
 - Faster-than-real-time caching of video & audio content in networked servers/peers

II. Combination of Burst & real-time at client side

III. Specific algorithms

- Buffer/Caching Control
- Network Intelligence
 - Dynamic measurement of network conditions
 - Low bandwidth control and response sequences
 - Can be passed to IC's

IV. Rapidcasting

- NVOD push architecture

V. TimeshM TV

- Cyclical buffering
- Multicast Function

Set top boxes can finally deliver TV-quality video and audio.

IVT **Categories of IP Licensees (partial)**

Software

- Video/Audio Streaming Companies
 - Delivery Layer
- Store and Forward/Caching Systems
 - Server-to-server content management
- Settop Manufacturers
 - Timeshift functionality in real-time
- Television Manufacturers
- Server Manufacturers

Hardware

- Integrated Circuits
- Network Appliances

In addition to
Business
product sales,
IVT offers
licensing
opportunities
including
exclusive patent
licenses

IVT Conference

IVT **IVT's Family of Patents (Oct 1999)**

Lang	Number	Writers	Patent	Status	Area
US	5,811,000	IVT	US 5,811,000	Granted	Streaming
US	5,811,001	IVT	US 5,811,001	Granted	Streaming
US	5,811,002	IVT	US 5,811,002	Granted	Streaming
US	5,811,003	IVT	US 5,811,003	Granted	Streaming
US	5,811,004	IVT	US 5,811,004	Granted	Streaming
US	5,811,005	IVT	US 5,811,005	Granted	Streaming
US	5,811,006	IVT	US 5,811,006	Granted	Streaming
US	5,811,007	IVT	US 5,811,007	Granted	Streaming
US	5,811,008	IVT	US 5,811,008	Granted	Streaming
US	5,811,009	IVT	US 5,811,009	Granted	Streaming
US	5,811,010	IVT	US 5,811,010	Granted	Streaming
US	5,811,011	IVT	US 5,811,011	Granted	Streaming
US	5,811,012	IVT	US 5,811,012	Granted	Streaming
US	5,811,013	IVT	US 5,811,013	Granted	Streaming
US	5,811,014	IVT	US 5,811,014	Granted	Streaming
US	5,811,015	IVT	US 5,811,015	Granted	Streaming
US	5,811,016	IVT	US 5,811,016	Granted	Streaming
US	5,811,017	IVT	US 5,811,017	Granted	Streaming
US	5,811,018	IVT	US 5,811,018	Granted	Streaming
US	5,811,019	IVT	US 5,811,019	Granted	Streaming
US	5,811,020	IVT	US 5,811,020	Granted	Streaming
US	5,811,021	IVT	US 5,811,021	Granted	Streaming
US	5,811,022	IVT	US 5,811,022	Granted	Streaming
US	5,811,023	IVT	US 5,811,023	Granted	Streaming
US	5,811,024	IVT	US 5,811,024	Granted	Streaming
US	5,811,025	IVT	US 5,811,025	Granted	Streaming
US	5,811,026	IVT	US 5,811,026	Granted	Streaming
US	5,811,027	IVT	US 5,811,027	Granted	Streaming
US	5,811,028	IVT	US 5,811,028	Granted	Streaming
US	5,811,029	IVT	US 5,811,029	Granted	Streaming
US	5,811,030	IVT	US 5,811,030	Granted	Streaming
US	5,811,031	IVT	US 5,811,031	Granted	Streaming
US	5,811,032	IVT	US 5,811,032	Granted	Streaming
US	5,811,033	IVT	US 5,811,033	Granted	Streaming
US	5,811,034	IVT	US 5,811,034	Granted	Streaming
US	5,811,035	IVT	US 5,811,035	Granted	Streaming
US	5,811,036	IVT	US 5,811,036	Granted	Streaming
US	5,811,037	IVT	US 5,811,037	Granted	Streaming
US	5,811,038	IVT	US 5,811,038	Granted	Streaming
US	5,811,039	IVT	US 5,811,039	Granted	Streaming
US	5,811,040	IVT	US 5,811,040	Granted	Streaming
US	5,811,041	IVT	US 5,811,041	Granted	Streaming
US	5,811,042	IVT	US 5,811,042	Granted	Streaming
US	5,811,043	IVT	US 5,811,043	Granted	Streaming
US	5,811,044	IVT	US 5,811,044	Granted	Streaming
US	5,811,045	IVT	US 5,811,045	Granted	Streaming
US	5,811,046	IVT	US 5,811,046	Granted	Streaming
US	5,811,047	IVT	US 5,811,047	Granted	Streaming
US	5,811,048	IVT	US 5,811,048	Granted	Streaming
US	5,811,049	IVT	US 5,811,049	Granted	Streaming
US	5,811,050	IVT	US 5,811,050	Granted	Streaming
US	5,811,051	IVT	US 5,811,051	Granted	Streaming
US	5,811,052	IVT	US 5,811,052	Granted	Streaming
US	5,811,053	IVT	US 5,811,053	Granted	Streaming
US	5,811,054	IVT	US 5,811,054	Granted	Streaming
US	5,811,055	IVT	US 5,811,055	Granted	Streaming
US	5,811,056	IVT	US 5,811,056	Granted	Streaming
US	5,811,057	IVT	US 5,811,057	Granted	Streaming
US	5,811,058	IVT	US 5,811,058	Granted	Streaming
US	5,811,059	IVT	US 5,811,059	Granted	Streaming
US	5,811,060	IVT	US 5,811,060	Granted	Streaming
US	5,811,061	IVT	US 5,811,061	Granted	Streaming
US	5,811,062	IVT	US 5,811,062	Granted	Streaming
US	5,811,063	IVT	US 5,811,063	Granted	Streaming
US	5,811,064	IVT	US 5,811,064	Granted	Streaming
US	5,811,065	IVT	US 5,811,065	Granted	Streaming
US	5,811,066	IVT	US 5,811,066	Granted	Streaming
US	5,811,067	IVT	US 5,811,067	Granted	Streaming
US	5,811,068	IVT	US 5,811,068	Granted	Streaming
US	5,811,069	IVT	US 5,811,069	Granted	Streaming
US	5,811,070	IVT	US 5,811,070	Granted	Streaming
US	5,811,071	IVT	US 5,811,071	Granted	Streaming
US	5,811,072	IVT	US 5,811,072	Granted	Streaming
US	5,811,073	IVT	US 5,811,073	Granted	Streaming
US	5,811,074	IVT	US 5,811,074	Granted	Streaming
US	5,811,075	IVT	US 5,811,075	Granted	Streaming
US	5,811,076	IVT	US 5,811,076	Granted	Streaming
US	5,811,077	IVT	US 5,811,077	Granted	Streaming
US	5,811,078	IVT	US 5,811,078	Granted	Streaming
US	5,811,079	IVT	US 5,811,079	Granted	Streaming
US	5,811,080	IVT	US 5,811,080	Granted	Streaming
US	5,811,081	IVT	US 5,811,081	Granted	Streaming
US	5,811,082	IVT	US 5,811,082	Granted	Streaming
US	5,811,083	IVT	US 5,811,083	Granted	Streaming
US	5,811,084	IVT	US 5,811,084	Granted	Streaming
US	5,811,085	IVT	US 5,811,085	Granted	Streaming
US	5,811,086	IVT	US 5,811,086	Granted	Streaming
US	5,811,087	IVT	US 5,811,087	Granted	Streaming
US	5,811,088	IVT	US 5,811,088	Granted	Streaming
US	5,811,089	IVT	US 5,811,089	Granted	Streaming
US	5,811,090	IVT	US 5,811,090	Granted	Streaming
US	5,811,091	IVT	US 5,811,091	Granted	Streaming
US	5,811,092	IVT	US 5,811,092	Granted	Streaming
US	5,811,093	IVT	US 5,811,093	Granted	Streaming
US	5,811,094	IVT	US 5,811,094	Granted	Streaming
US	5,811,095	IVT	US 5,811,095	Granted	Streaming
US	5,811,096	IVT	US 5,811,096	Granted	Streaming
US	5,811,097	IVT	US 5,811,097	Granted	Streaming
US	5,811,098	IVT	US 5,811,098	Granted	Streaming
US	5,811,099	IVT	US 5,811,099	Granted	Streaming
US	5,811,100	IVT	US 5,811,100	Granted	Streaming

Legend:

- Grant
- Application pending
- Pending

IVT Conference

IVT **Technical Drill Down**

- Questions and Answers
- Upcoming Features
- QoS
- Real-Time Streaming vs. Bursting
 - Latency and Packet Loss
- Burstware Architecture
- Simulator Demo

IVT Conference

IVT **Burstware Upcoming Features**

Planned Release Features

- **Centralized Content Management**
 - Allows the administrator to examine, organize, search and distribute content across multiple servers
 - New user interface and pull down menus
- **Centralized Configuration Management**
 - Enables configuration of the system from a central point
 - Administrator no longer has to configure each individual server and conductor
- **Centralized Monitoring**
 - Monitor status of setup from a central point
 - Monitor parameters such as
 - available bandwidth
 - Number of concurrent users
 - Server activity etc.

Burstware will continue to be available after the release of this software. This software is not intended to be used as a replacement for any other software.

IVT **Burstware Upcoming Features (cont'd)**

Planned Release Features

- **Intelligent Routing**
 - Conductor tracks server status and availability
 - Content is sent from the most appropriate server, based on criteria such as
 - Where content is located
 - Proximity of server to client
 - Server load
- **Support for Multiple Conductor Domains**
 - A central management point to manage multiple conductor sets or "domains"
- **Scheduled Multicast**
 - Multicast delivery of archival materials
 - Delivery can be scheduled ahead of time and schedules provided to clients
- **Enhancements to Burst-enabled WMP**
 - Advanced content management functions will be integrated into WMP
- **Burst-Enable other players**

Burstware will continue to be available after the release of this software. This software is not intended to be used as a replacement for any other software.

IVT **QoS At The Top: Cost Effective Solution**

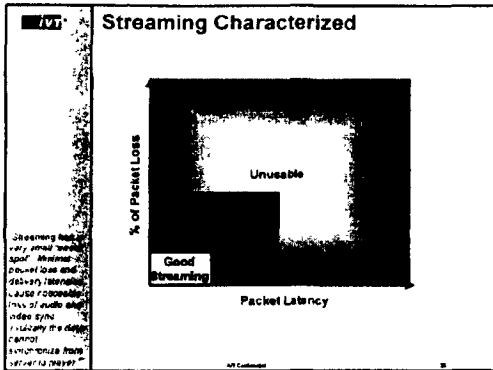
Burstware Statistical QoS

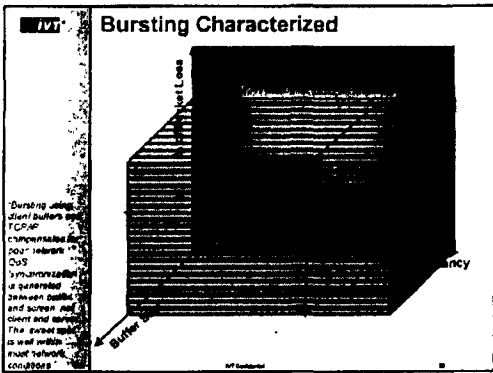
Service & Transport Requests

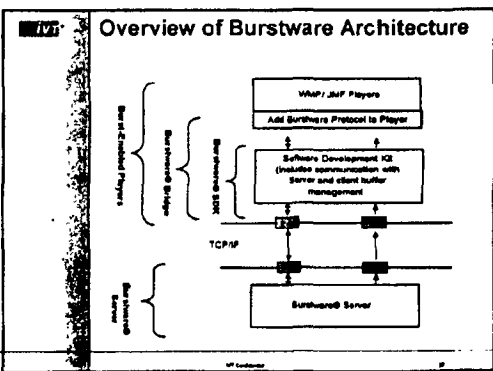
Network QoS

Servers

Burstware implements a statistical QoS software package at the application layer. This software is not intended to be used as a replacement for any other software.







IVT

The Burstware Simulator

Quantifies the benefits of delivering media with Burstware

- Includes actual Burstware scheduling algorithms
- Models both a network and an application
- Compares real-time streaming to Burstware using the parameters of the model
- Shows Burstware's ability to intelligently take advantage of local storage

Results show up to 60% network throughput improvement using Burstware as the delivery mechanism

Burstware supports more users with less bandwidth. It basically converts storage into bandwidth.

IVT Conference

IVT

Joint Business Opportunities

Burstware Makes the Killer Application

- Burstware's I Love Lucy Channel
 - Public Channel
 - VOD
 - Any episode available at any time
 - Chat Room
 - Lucy links
- Suckness/Unique?
 - Quality
 - Reliability
 - Scalability
 - Cost
 - No download time
- Modern Revenue Models
 - VOD
 - Advertising
 - Merchandising

Microsoft - the perfect partner for the industry's branded application services and infrastructure support. Winning partners need to combine high utility, low volume and leading content. Burstware makes an exceptional partner with high quality and reliable media. Burstware also needs free infrastructure support from Lucy.

IVT Conference

IVT

Joint Opportunities

<p>The Player Market</p> <p>Microsoft - the perfect partner for the industry's branded application services and infrastructure support. Winning partners need to combine high utility, low volume and leading content. Burstware makes an exceptional partner with high quality and reliable media. Burstware also needs free infrastructure support from Lucy.</p>	<p>Hosting Partnership</p> <p>Microsoft - the perfect partner for the industry's branded application services and infrastructure support. Winning partners need to combine high utility, low volume and leading content. Burstware makes an exceptional partner with high quality and reliable media. Burstware also needs free infrastructure support from Lucy.</p>
<p>CD Licensing</p> <p>Microsoft - the perfect partner for the industry's branded application services and infrastructure support. Winning partners need to combine high utility, low volume and leading content. Burstware makes an exceptional partner with high quality and reliable media. Burstware also needs free infrastructure support from Lucy.</p>	<p>The Server Market</p> <p>Microsoft - the perfect partner for the industry's branded application services and infrastructure support. Winning partners need to combine high utility, low volume and leading content. Burstware makes an exceptional partner with high quality and reliable media. Burstware also needs free infrastructure support from Lucy.</p>

IVT Conference

ivt **Why Burstware?**

Why is it The Best?

- Improves network efficiency by up to 60%
- Guarantees highest quality video and audio
- Provides no-single point of failure
- Fulfills more user requests with less infrastructure
- Manages and optimizes network resources
- Operates on major platforms (Linux, NT, and Solans)
- Delivers media to industry standard players (WMP and JMF)

Burstware fundamentally changes the way you deliver media

Why Stream When You Can Burst?™

You have the storage and your networks have the bandwidth! Why Stream When You Can Burst?

ivt.com

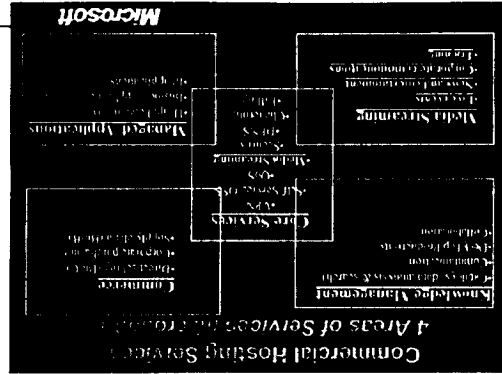
ivt

The Developers of
burstware

Levels

Content	MS Offer Co-branded MSN <i>Partial Content</i>
Application	
Infrastructure	

MICROSOFT



Microsoft

- Offer commercial providers platform and business model to develop service targeted at consumer, small, middle and enterprise markets.
- Provide the leading extensible platform for hosting application services
- Web enable All business client and server applications
- Drive IaaS and developer community support
- Integrate with existing cloud and platform
- Integrate core services for network infrastructure into IaaS
- Establish industry standards
- Enhance industry standards

Microsoft

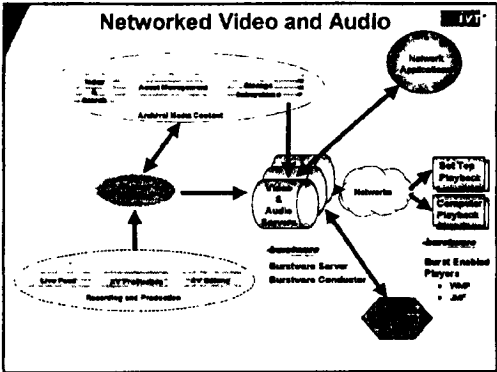
Portals as a Destination

On the Internet you can't force anyone to a destination, nor to use a particular service

Churn is an industry problem

Winning portals combine:

- a high utility applications measured in frequency of use
- industry/category leading content
- High value



Competitive Comparison

	Burstware	Real Networks	WMT	Clear
Multiplex	Connections to Multiple Servers	No	No	Ports (Content Manager)
Player	Burst-Enabled Windows Media Player (ASF, SDK)	RealNetworks Player	WMP	Clear Viewer
CODECs	ASF, MPEG-1, MP3, QuickTime	Q1, MPEG-1	ASF, MPEG-1, MP3, QuickTime	MPEG-1, MP3, QuickTime
Network Management	CAC, Traffic Shaping, Bandwidth Allocation, Load Balancing	No	No	Priority, Load Balancing, Multicast Approach
Reliable Transfer	No-ongo-part-of-returns, Isolation from network node	No	No	Limited
Faster-Than-Real-Time	Yes	No	No	No
Concurrent Viewers (1M Mbps per WMC server)	>10 @ 1.0 Mbps (with 50% efficiency)	4 @ 1.0 Mbps	4 @ 1.0 Mbps	3 @ 1.0 Mbps

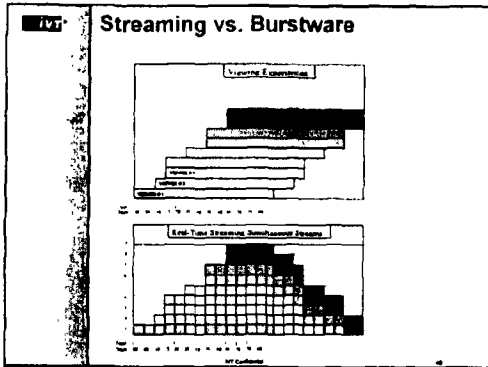
Burstware has clear advantages as compared to Real, Clear and WMT.

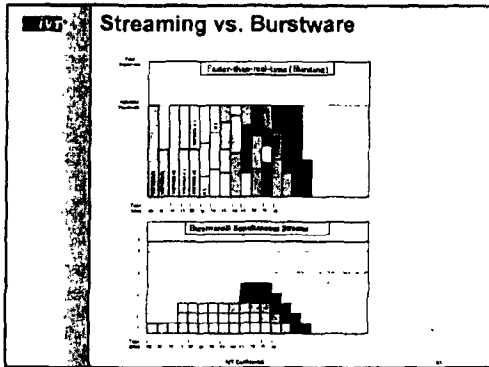
Support Information

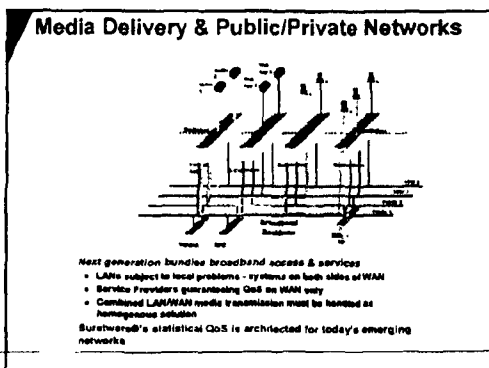
For examples of MSN streaming Lucy:

[Link to Burstware® bursting | Love Lucy](#)

User Name: Burstware®
Password: Optimize







Burstware Partner Program

Program Features

- Strategic alliances development
- Bundling relationships
- Application development

Target Market

- Technology leaders working together to offer the optimal end-to-end solution for networked video and audio

Program Features

- Solutions-Oriented Platform
- Ensure Burstware® compatibility and simplify bundling
- Co-marketing and joint sales opportunities
- Input on future product direction

Burstware Partner Program

Solutions-Oriented Platform

- A "Plug-Compatible" Solutions Platform
 - Total systems solution
 - Total Application Solution
 - Software
 - Hardware

Markets

- Video/Audio Streaming Companies
- Store and Forward/Caching Systems
- Settop Manufacturers
- Television Manufacturers
- Server Manufacturers
- Integrated Clouds
- Network Appliances

TVT's partner program has formalized its partnership with Burstware in July 2008. Burstware's first partnership was in February with Verigo.

Regional Sales Offices

★ Headquarters
★ Regional Sales Office

TVT has a wide range of sales and support services, including consulting, training, and integration services.

ivt **Sales - Signed Deals**

Digital Creators/Teletech (Direct Sale & Reseller - Beta Conversion)

- 2nd largest inbound call center worldwide
- Inbound customer care
- Training

RMSI

- Leading systems integrator
 - Targeting the commercial and government segments
 - Use Burstware in-house and resell

EMF

- Leading high tech MVAR with focus in Great Britain, France and Germany

TVN

- IP Licensing
- Satellite to head-end

Clever

- One of the world's largest system integrators and award-winning communications technology expert.
- Two-year distribution agreement to market and distribute Burstware®

istream

- Leading media delivery company that offers encoding and other integrated solutions
- Multi-year, multi-million resale agreement

Carsey-Warner LLC (Direct Sale - Beta Conversion)

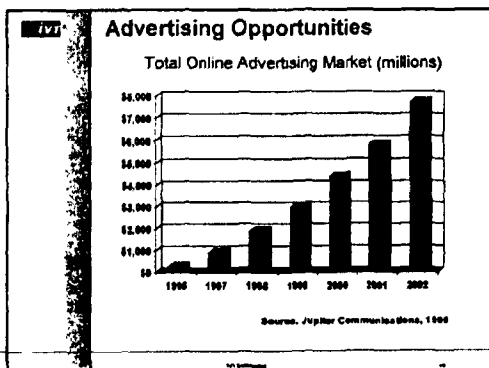
- Producers of "Rosanne", "3rd Rock From The Sun", etc
- Post-production & daily rushes

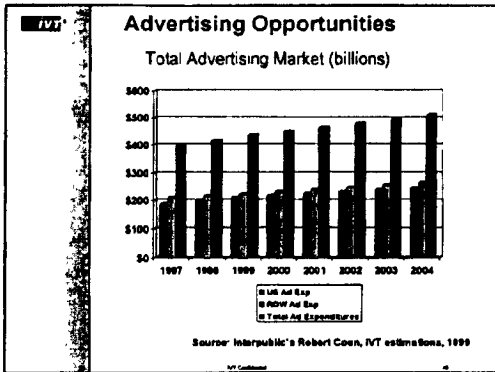
For a complete sales list, please contact IVT

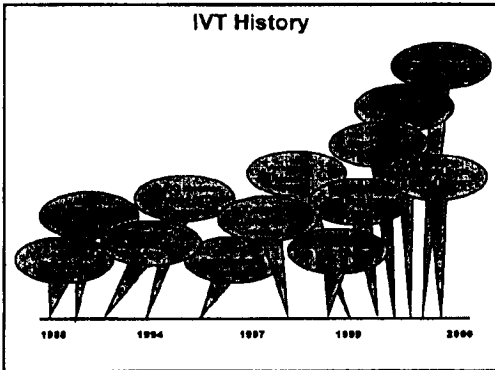
ivt **Burstware Support Services**

Two Support Packages (standard and customized)

- A. Burstware Product Support Services Pack**
 - Free upgrades to Version 2.0
 - Access to IVT's secure developers web site
 - Web site
 - Technical help desk support
 - 1-800 support
- B. Burstware Professional Services Pack**
 - All services of Burstware Product Support Service Pack
 - Additional customized support
 - On-site consultation







- ### Management Experience
- CTAC Development
 - Call Center Development
 - Bat Top Boxes
 - FTTC/ HFC Broadband Systems
 - Network Telecom Equipment
 - Streaming Video
 - Multimedia
 - Standards Committees
 - Aerospace, Defense
 - Transportation
 - Finance
 - Semiconductor
 - Amdehl
 - Banner Aerospace
 - RBCCs
 - CRBank
 - Deutsche Telecom
 - Edmenten Tel
 - QTE
 - Hewlett-Packard
 - The Imagination Network (AT&T)
 - Intel
 - MCI
 - NetChannel (AOL)
 - Samsung
 - SOI
 - Viscom/Paramount

Executive/Operational Organization

CVT 00000000

Executive/Operational – Management

Richard Lang, Co-Founder, Chairman, President & CEO

- Co-founding IVT in 1988
- Inventor of record for bulk of company's IP
- Presided over the development of the company's patent portfolio over 10 years
- Previously held the positions of President, CEO, Chairman and Vice-Chairman
- Member of the company's Board of Directors since the company's inception
- Co-founder and CEO of Go-Video, Inc., Scottsdale, Arizona and co-inventor of Go-Video's patented dual-deck VCRs

CVT 00000000

Executive/Operational– Management

Tom Koshy, COO

- 25 years of experience in managing telecommunications engineering, project management, software development, and fiber optic network operations
- Manage large engineering projects up to \$250 mln
- Developed efficient organizations to fit process needs in telecommunications environment
- BS Civil Engineering, MBA, MS (Telecom Management)

CVT 00000000

IV. Executive/Operational- Management

Ed Davis, VP General Counsel

- 20 years legal experience as Corporate Counsel for Pacific Telesis Group, Financial & Tax Counsel Arthur Anderson & Co., Trial Counsel for the City & County of San Francisco
- As Corporate Counsel, advised PTG consolidated companies, including Nevada Bell, Tele-TV, Pacific Bell Video Services, Pacific Bell Information Services, and Pacific Bell Directory
- Significant experience in mergers and acquisitions, taxation, intellectual property, and criminal prosecution
- LL.M., JD, and BA
- Bar Memberships: California Supreme Court, Ninth Circuit Court of Appeals, US District Court, US Tax Court

IV. Executive/Operational- Management

Richard Jones, CFO

- 25 + years experience with high tech, emerging growth companies, including \$40 MM enterprise PDM software company Sharps Corporation
- Extensive experience with both public and private/pre-IPO concerns supporting IPOs, acquisitions and other funding programs
- Majors on establishing strong accounting systems, controls and strategic plans in order to facilitate successful growth
- BS from University of Illinois and CPA certification

IV. Technology - Organization

```

graph TD
    A[ ] --- B[ ]
    A --- C[ ]
    A --- D[ ]
    A --- E[ ]
    A --- F[ ]
    B --- G[ ]
    B --- H[ ]
    C --- I[ ]
    C --- J[ ]
    D --- K[ ]
    D --- L[ ]
    E --- M[ ]
    F --- N[ ]
    G --- O[ ]
    H --- P[ ]
    I --- Q[ ]
    J --- R[ ]
    K --- S[ ]
    L --- T[ ]
    M --- U[ ]
    N --- V[ ]
  
```

IV **Technology - Management**

Kyle Faulkner, CTO

- 16+ years experience in software development
- 4 years experience in hardware development
- Key contributor on more than 20 commercially successful products
- Founding team at Sybase and Forté Software
- Software architect for a number of other companies including Network Equipment Corporation and Cellnet Data Systems
- BSEE Case Western Reserve University

IV **Technology - Management**

June White, VP of Engineering

- Managed all aspects of software development for over 20 years
 - Emphasis on establishing processes that are required to support the product's life cycle
- Key contributor to the launch of many new products including Forté's Application Development Environment, ROLM's Phonemail, and Control Data's Operating Systems
- Built QA and Release Management organizations in order to ship high quality products
- B.A. Mathematics, Harvard University

IV **Marketing Organization**

```

graph TD
    MS[Marketing and Sales] --> MS1[Marketing and Sales]
    MS --> PM[Product Marketing]
    MS --> S[Sales]
    MS1 --> MS1a[Marketing and Sales]
    MS1 --> PM1[Product Marketing]
    MS1 --> S1[Sales]
    PM1 --> PM1a[Product Marketing]
    PM1 --> MS1b[Marketing Support]
    PM1 --> S1a[Sales Support]
    S1 --> S1b[Sales]
    S1 --> MS1c[Marketing Support]
    S1 --> S1c[Sales Support]
  
```

Marketing - Management

Suzanne Lentz, Director of Marketing

- 10 years experience in high tech markets, including corporate marketing, software development, sales, and business development
- Founding team member of Asia Market Intelligence Business Consulting division in Hong Kong
- 5 years experience in semiconductor industry in the sales and marketing division
- BS Mechanical Management Engineering, UOP

Business Development Organization

```

graph TD
    A[VP of Business Development] --- B[Suzanne Lentz, Director of Marketing]
    A --- C[Frank Schwartz, VP of Business Development]
    B --- D[Marketing & Sales Management]
    C --- E[Business Development]
    C --- F[Marketing & Sales Management]
  
```

Frank Schwartz

VP of Business Development

- 25 years of experience in business development, strategic planning, hardware and software development, large scale database integration, systems and network integration, large scale infrastructure planning, intellectual property, and technical standards
- Founding chairman of the VESA Open Set Top Standards Committee for interactive television
- Provided strategic planning for major corporations in telecommunications, computing, medical, and entertainment
 - Technical Producer of Hollywood's Creative Artists Agency's Intel Media Lab
- Developing guidelines and providing advice and guidance to the FCC and industry organizations including the NAB, NCTA and EIA for public network technologies
- Industry commentator, lecturer, and seminar professor
 - Stanford Graduate School of Engineering
 - American Film Institute

IVT **Mike Moskowitz**

Director of Strategic Relations

- 10 years experience high tech in imaging and video
- Over 5 years of experience focused on streaming video industry
 - SGI 1996 - 1999 Senior Business Development and Engineering Manager for SGI's MPEG-2 and Broadcast Video Servers; principally involved in SGI's VOD deployments in Orlando and NY
 - 1994 - 1995 UCSF Medical Center: Performed fundamental research on transmission of Digital Images over TCP/IP Networks
- Current advisor for WAMNET's roll-out of wideband video services
- Ph D., Dartmouth College - over 15 papers in journals related to image & video transmission

MI Confidential

