

## Corporate Overview

**VT iDirect** is a global leader in IP-based satellite communications, providing technology that enables our 350+ service provider and satellite operator partners to optimize their networks, differentiate their services and profitably expand their business.

For more than 20 years, the VT iDirect organization has applied remarkable ingenuity to meet both the economic and technology challenges across the satellite industry. And today, the entire product portfolio, branded under the name **iDirect®**, continues to set new standards in performance and efficiency, making it possible to deliver voice, video and data connectivity anywhere in the world.

Our partners utilize iDirect technology to extend private networks to remote offices; provide mobile connectivity across land, sea and air; deliver high-speed broadband access in emerging nations; expand cellular networks to remote and rural areas; and support government and military communications.

## Corporate Structure

VT iDirect's parent company, **Vision Technologies Systems, Inc. (VT Systems)**, and its subsidiaries are providers of engineering solutions, products and integrated systems and services. VT Systems is a wholly owned subsidiary of **Singapore Technologies Engineering Ltd (ST Engineering)**. As part of the larger ST Engineering family, our combined synergies enable expansive technology capabilities, leadership across multiple vertical industries and broad access to global resources for VT iDirect's network of partners.

**iDirect Government** is a wholly owned subsidiary of VT iDirect, formed in 2007 to better serve the U.S. government and defense communities.

## Market Position

- World's largest TDMA enterprise VSAT manufacturer – 32% market share\*
- World leader in IP hub sales; 3,000+ iDirect hubs – 57% market share\*
- More than 50% of all maritime VSAT terminals installed are made by VT iDirect
- 43% market share for all oil & gas TDMA VSAT sites in service today
- 500+ hubs and more than 42,500 remotes deployed worldwide with U.S. DoD
- 50+ cellular backhaul networks deployed globally
- VSAT solution for top 3 market leaders for in-flight broadband

*\*Source: Comsys 13th edition VSAT Report*

### Key Facts

Founded in 1994

More than 600 employees

350+ Global Partners

### Executive Team

Mary Cotton, Chief Executive Officer

Chris Norem, Chief Financial Officer

Kevin Steen, Chief Operating Officer /  
Senior Vice President, Sales

Andy Tomaszewski, Chief Information  
Officer / Chief Information Security Officer

Wayne Haubner, Senior Vice President,  
Emerging Technologies

Eric Watko, Vice President, Integrated  
Solutions and Space

Greg Quiggle, Vice President, Product  
Management

Amy Cahoon, Vice President, Human  
Resources

Wendy Weinberger, General Counsel

## **Innovation Highlights**

- The iDirect universal hub, the 20-slot 5IF, was the first of its kind to point to five different satellites and combine multiple topologies in a single hub
- First to deliver an IP-based satellite system that enables enterprise-quality applications
- First to offer Virtual Network Operator (VNO) status allowing for multi-tiered service offerings
- First to develop full automatic beam switching (ABS) technology for mobility markets
- First to develop the OpenAMIP® protocol, industry standard to improve integration between antennas and remotes
- First to receive FIPS 140-2 certification from the National Institute of Standards and Technology
- First to bring SCPC and TDMA together on a single platform
- Developer of the industry's first major global HTS ground infrastructure for enterprise and mobility services, Inmarsat's Global Xpress®

## **Product Portfolio**

The iDirect Intelligent Platform is a satellite communications solution designed to deliver the highest performance, greatest efficiency and maximum opportunity. For iDirect partners, the Intelligent Platform is the ultimate business differentiator, providing the highest quality connectivity across both wide beam and high throughput satellite (HTS). This allows partners to offer a broad range of services across all markets.

The Intelligent Platform consists of:

- Universal hub and line card system
- Next-generation network management system (NMS), iDirect Pulse®
- iDirect Evolution® and iDirect Velocity™ product lines
- Portfolio of high performance remotes

**For more information, visit [www.idirect.net](http://www.idirect.net).**

### **Global Locations**

Herndon, Virginia, USA

Eton, UK

Dubai, UAE

Singapore, Asia

### **Industry Recognition**

Integrated Marketing Campaign of the Year  
(Via Satellite Excellence Awards 2015)

VSAT Technology Innovation of the Year  
(VSAT Industry Awards 2014)

Technology Company of the Year  
(Via Satellite Excellence Awards 2013)

Social Media Company of the Year  
(Via Satellite Excellence Awards 2013)