

→ Kineto Backgrounder

Founded in 2001, Kineto Wireless is the key innovator and leading supplier of UMA technology, the 3GPP standard for fixed-mobile convergence. Kineto is a privately held, venture-backed company whose UMA-compliant products are enabling mobile and integrated operators around the globe to deliver high-performance, low-cost voice, data and IMS services over home, office and public wireless LANs (WLAN).

The Market Opportunity

The mobile industry has been one of the 20th century's great success stories, making mobile handsets a mainstay of daily life for more than one and a half billion people around the world. Nonetheless, the industry's maturation presents fundamental business challenges for mobile operators. As customer additions slow, operators must identify the next growth opportunity as well as hold onto the subscribers they've already garnered.

Without a doubt, increasing mobile service use at home and office represents one of the biggest growth opportunities for mobile operators. In fact, studies indicate that 50% of subscribers would like to use their mobile phone as their primary phone when the cost and performance of mobile service become more similar to landline service.

While today's mobile networks have progressed significantly toward meeting subscriber expectations, there are still fundamental cost and performance differences between mobile and landline services. Clearly, mobile operators that employ solutions enabling subscribers to experience high-quality mobile services at reasonable costs when at home and in the office, will be poised to gain control of significant new revenues as well as achieve additional customer loyalty.

Fortunately, some new technological forces are quickly changing the communications landscape: broadband, Wi-Fi and VoIP. However, it's been unclear until recently how these technology trends will affect mobile operators. If anything, they've been viewed increasingly as potential threats.

Now, thanks to the 3GPP UMA standard, mobile operators can truly embrace these disruptive technologies and turn broadband, Wi-Fi and VoIP to their advantage. By deploying UMA technology, mobile operators can turn home, office and hotspots into seamless extensions of their mobile networks. As a result, they can now deliver high-performance, low-cost mobile voice, data and IMS services in the exact locations they are looking to increase mobile service usage.

The 3GPP UMA Standard

The 3GPP UMA standard enables mobile subscribers to access to their voice, data and IMS services over broadband and Wi-Fi. By deploying UMA technology, mobile and integrated operators around the world are able to deliver compelling new fixed-mobile convergence services including dual-mode cellular/Wi-Fi handsets, femtocells, and fixed VoIP services. With UMA, subscribers receive a consistent user experience for their mobile voice, data and IMS services as they seamlessly transition between cellular networks and public and private WLANs.

Originally created and published by Kineto, Alcatel, British Telecom, Cingular, Ericsson, Motorola, Nokia, Nortel, O2, Research in Motion, Rogers Wireless, Siemens, Sony-Ericsson, and T-Mobile USA, the UMA specifications were formally incorporated into 3GPP Release 6 in April 2005. For more information, please visit the 3GPP web site or www.UMAToday.com.



UMA Technology
The 3GPP Standard for Convergence

The Kineto UMA Solution

Kineto Wireless has two lines of business, infrastructure products and device client software. The key infrastructure element of a UMA deployment is the UMA Network Controller (UNC). Kineto is the market leader in UNCs with its IP-optimized UNC (IP-UNC). The Kineto IP-UNC is comprised of a number of components that together provide needed security, authentication, management and mobility for mobile handsets to access a mobile operator's core voice and data network from any IP-based access network. The Kineto IP-UNC is fully compliant with the 3GPP UMA standard.

The Kineto device client software business consists of UMA-compliant protocol stacks, test and simulation tools, as well as access to test systems and Kineto engineering resources. Kineto device client software solutions are designed to help silicon vendors, handset developers and terminal adaptor companies to accelerate the time to market for UMA-compliant devices.

Management Team

Kineto is engineered for success in the fixed-mobile convergence market. The management team was selected for their unique expertise and success in delivering carrier-class systems to wireless carriers. The management team possesses a unique combination of wireless, broadband and VoIP experience from Nokia, Nortel, Lucent, IBM and Motorola.

- **Rick Gilbert** – President and Chief Executive Officer
- **Martin Hernandez** – Chief Financial Officer
- **Mark Powell** – Vice President, Client Business Unit, Co-Founder
- **Rajeev Gupta** – Vice President, Engineering
- **Ken Kolderup** – Vice President, Marketing
- **John Perry** – Vice President, Operations
- **Gary Sarson** – Vice President, Business Development
- **Peter Schmid** – Vice President, European Sales
- **Patrick Tao** – Vice President, Technology

Funding

Kineto is a privately held company with investments from leading venture capital firms including Oak Investment Partners, 3i, Mitsui & Co. Venture Partners, SeaPoint Ventures, Storm Ventures, Sutter Hill Ventures, and Venrock Associates.

Board of Directors

- **Robin Murray** – Partner, 3i
- **Eric Copeland** – General Partner, Venrock Associates
- **Jim Gather** – Managing Director, Sutter Hill Ventures
- **Rick Gilbert** – President, CEO, Kineto Wireless
- **Bo Hedfors** – Principle, Hedfone Consulting
- **Kurt Hellstrom** – former CEO, Ericsson
- **Thomas Huseby** – Managing Partner, SeaPoint Ventures
- **Jahangir Mohammad** – President, Jasper Systems

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