

Overview

Founded in 2000, BTI Systems™ is an innovative networking company that provides high-capacity, application aware service infrastructure solutions for metropolitan networks. With its integrated suite of packet optical networking, application intelligence software and service-centric management platforms, BTI™ enables service and content providers to scale capacity and profitably deliver a mix of applications, services and content to subscribers and businesses around the globe. More than 350 customers rely on BTI to monetize, accelerate and simplify service delivery. Headquartered in North America, BTI operates regional sales, marketing, and R&D centers of excellence throughout the world.

Markets

BTI is focused on addressing the key business trends and challenges faced by service and content providers, governments, utilities and research & education institutions. BTI's solutions include mobile backhaul, Ethernet business services, data center & cloud connectivity, packet optical networking and Internet content management applications. OEM agreements and partnerships with industry-leading companies like Fujitsu and DragonWave further strengthen these solutions.

Products

The BTI portfolio includes packet optical networking platforms, application aware software and service-centric management solutions. Combined these products enable service providers to scale capacity and profitably deliver a rich set of high-value services. Specifically, the portfolio includes:

- **Packet Optical Networking:** The BTI 7000 Series is a powerful metropolitan service edge and aggregation platform, and the BTI Service Access 800 Series & 700 Series are intelligent, feature-rich, multi-service Ethernet access platforms. Combined, these products create and extend capacity for access, aggregation and metro networks that span from access fiber sites of cell towers, business sites and central offices across the metro network to content providers, mobile operators and business partners.
- **Application Intelligence Software:** BTI's application aware software portfolio gives service providers increased visibility, application aware intelligence and control of content. Specifically, BTI WideCast™ is a transparent caching solution that keeps the most requested content close to the end-user for bandwidth savings and improved subscriber Quality of Experience (QoE).
- **Service-Centric Management:** The BTI proNX™ Service Management software provides end-to-end service visibility for creation, control and analytics to accelerate and simplify service deployment and operations. The BTI proNX SLA Portal is the industry's most comprehensive, fully featured and easy-to-use solution for SLA management.

Management Team

Experienced management, engineers, marketing, sales, finance and operations professionals combined with recognized investors, make up the team at BTI. The following individuals comprise the executive team:

Senior Leadership

- Steven Waszak - President and Chief Executive Officer
- Peter Allen - SVP and Chief Financial Officer
- Mike Grady - SVP of Global Engineering
- Paul Crann - SVP of Product Management & Bus Development
- Sally Bament - SVP of Global Marketing
- Brock Anderson - VP of Global Supply Chain
- Franca Marinelli - VP of Organizational Development

Regional Sales Leadership

- Peter Dale - VP of Sales, Americas
- Fahim Sheikh - VP of Sales, Asia Pacific
- Jim Crum - VP of Sales, Europe, Middle East & Africa

Global Presence

- Corporate Headquarters: Ottawa (Canada)
- U.S. Headquarters: Boston (United States)
- Regional Offices: Belfast (United Kingdom), Wuhan (China), Kuala Lumpur (Malaysia), Singapore, and Shanghai (China)

Financing

BTI is privately held and has attracted funding from leading investors:

- Bain Capital Ventures
- BDC
- Covington Capital
- Export Development Canada (EDC)
- Fujitsu Network Communications, Inc.
- GrowthWorks
- Kodiak Venture Partners