COUNTERPATH

Business Summary

CounterPath is a leading provider of award-winning Unified Communications (UC) solutions for operators and enterprises. The company creates and sells UC softphones for smartphones, tablets and PCs, and server platform solutions for softphone management, analytics, messaging, presence and mobility. CounterPath solutions enable voice, video, messaging and presence across multiple devices, platforms and networks. CounterPath's award-winning products are protected by a robust patent portfolio.

Addressable Market

CounterPath sells and markets its products and services through channel partners and direct to operators and enterprises. The softphone market alone is growing at a rate of 55% per year (IT World). The current addressable market for Operator and Enterprise Unified Communications is estimated to be over $76 billion (Infonetics & Gartner).

Market Opportunity

The CounterPath Bria softphone client suite enables consumers and business users to make VoIP (Voice over IP) audio and video calls, send Instant Messages and manage their presence in an easy-to-use, seamless software application across several operating systems.

The CounterPath Stretto Platform™ is a gateway, messaging, presence and provisioning platform that enables enterprises and operators to build flexible solutions which meet their specific communication and deployment requirements.

Agnostic to existing network elements, Stretto offers different modules for each funtionality so a customer's solution can be upgraded over time for enhanced Enterprise or Operator deployments.

CounterPath Customers

CounterPath powers the communication solutions of more than 500 customers in 60 countries, including some of the world's largest enterprises.

Products

CounterPath's current suite of products includes:

Bria UC Softphones

- Desktop, tablet and smartphone clients for Windows, Mac and Android

Developer Tools

- Softphone SDK
- Bria Desktop API

Stretto Platform

- Management Tools: Provisioning, Analytics, Help Desk Support

- Mobility Solutions: Push Notification, Contact Discovery, Call Continuity, Subscriber Line Proxy

- Messaging & Presence Solutions: SIP SIMPLE Message & Presence, XMPP Messaging & Presence, SMS over IP, Message Sync

CounterPath has been a leader in the UC softphone industry for over a decade. In 2014, CounterPath launched the Stretto Platform that is focused on tightly coupling Bria to forge the best possible user experience over any UC or IMS platform.

Vertical Applications

CounterPath offers customized and scalable solutions targeted to the following industries:

- Education – Enable students, faculty and staff to stay connected through voice, video messaging and presence on and off campus.

- Finance – Provide the best secure and reliable UC communications experience for financial retail, call center and horizontal office communications.

- Hospitality – Eliminate hard phones within rooms and virtualize communications for guests; leverage desktop, tablet and mobile applications that help reduce roaming costs for users.

- Manufacturing – Leverage nomadic and mobile communications to help bring efficiencies via new applications such as video, messaging and presence to help communicate more efficiently where voice can't.

Company Snapshot

- www.counterpath.com
- Industry: IT, Telecommunications
- Employees: 100+
- Founded: 2002

Management Team

- CEO: Donovan Jones
- CFO: David Karp
- EVP of Sales and Marketing: Todd Carothers
- VP EMEA Sales: Richard Smith
- VP Client Development: Rahim Rehmat
- VP Server Development: Jim O'Brien

Board of Directors

- Terry Matthews, Chairman: Founder & Chairman of Wesley Clover, an investment vehicle and holding company

- Owen Matthews: Executive Vice-President of Wesley Clover Corporation

- Donovan Jones, Director: President, CEO of CounterPath

- Chris R. Cooper, Director

- Larry Timlick, Director

- Bruce Joyce, Director