DataPath

By David Myers, President and Chief Executive Officer

For DataPath, Inc.®, 2014 represents a year of rebirth and re-emergence in the market. In July, Rockwell Collins sold its satellite communications systems business, which it had acquired from DataPath back in 2009.

An Atlanta-based private investment group, composed of some the original DataPath founders and early investors, re-acquired the business, thereby establishing a privately owned company and bringing back the DataPath brand. The move is part of a long-term strategy to invest in and reposition the company for market expansion.

With a history dating back to 1991, DataPath has evolved with the satellite communications industry. The core of the company revolves around engineering expertise and life-cycle support for satellite terminals ranging in size from .45m tactical man-portable units to 1.2m vehicle mounted auto-acquire systems to 16m+ master Earth stations for teleports. In addition to custom systems development, DataPath manufactures the SWE-DISH® line of rapid deployment portable satellite antenna products.

Today, DataPath's installed base exceeds 4,500 terminals worldwide across the government and broadcast sectors. In addition to satellite antenna systems, DataPath also provides a range of services related to remote communications. These include contract manufacturing, cyber security services, 24 x 7 network management, and field operations with more than 100 of the company's 300+ employees deployed at customer locations all over the world.

With the revival of the original brand name also comes investment in new products and markets. The focus is on remote, austere or at-risk environments, where communications is a critical element of mission performance. This includes government, broadcast, emergency response, and industrial markets.

For many in the satellite industry, the ubiquitous "dish" symbolizes the answer to any prospective need for remote communications. However, customers are increasingly seeking multi-modal communications solutions that can seamlessly switch between different types of physical links—satellite, cellular, fixed wireless, or terrestrial.

Today's end-user is not asking the question, "How do I get satellite communications?" The real questions is, "How do I get the best communications connectivity, for wherever I happen to be at the moment?"

Custom developed mobile communications command vehicle.

At DataPath, the key to supporting this emerging market expectation is our MaxView® software, an integrated network management solution that controls satellite terminals in the field, as well as everything that connects to them, from power generators to network appliances to remote sensors. MaxView can monitor every individual device, as well as provide overall network level diagnostics, for satellite, terrestrial and wireless connections. Customers benefit from a complete end-to-end solution, all managed from a single console.

FIELD PROVEN SOLUTIONS
- SATELLITE ANTENNA PRODUCTS
- CUSTOM ENGINEERED SYSTEMS
- CONTRACT MANUFACTURING
- FIELD INSTALLATION & SERVICE
- NETWORK MANAGEMENT SOFTWARE
- CYBER SECURITY SOLUTIONS

WHEN YOUR MISSION GOES OFF
THE BEATEN PATH

COUNT ON US
FOR YOUR REMOTE COMMUNICATION

As we look ahead to the future, DataPath will increasingly focus on architecting complete network solutions for its clients, rather than only providing satellite related products and services. This requires updates and additions to our current product lines, as well and more emphasis on integrated network management. The result is a solution's capability tailored to the complete end-to-end requirements of today's remote communications markets.

The company is already preparing two new product launches for 2015. The first item is the QCT90, a new product in DataPath's SWE-DISH line of portable satellite terminals. The product is a high-performance unit weighing less than 40-lb, with a quick fold-away 90-cm reflector. The military-grade, carbon fiber and machined aluminum system is self-contained including the antenna, modem and RF transmitter and can be easily stowed in a single backpack. The new QCT90 meets the increasing need for ruggedized, small foot-print SATCOM systems designed for rapid deployment and short duration operations by one- or two-person teams.

In addition, a significantly updated version of MaxView is in development and planned for launch in mid-2015. The product will include an improved user interface, new network analytics, and an expanded library of device drivers to support remote sensors and other network enabled appliances.

A pleasant surprise has been to see how quickly word-of-mouth about DataPath's re-emergence has spread throughout the industry. Bringing the DataPath brand back has been a tremendous springboard for the re-launch as a private company. Being privately-owned provides DataPath customers and partners with a number of advantages.

Our priorities have returned to customer service, responsiveness and product innovation, without the pressure to manage to quarterly stock-market expectations. By leveraging our 20+ year history, new financial backing, and engineering innovation, DataPath has set its sights on being one of the most trusted names in remote communications.

Our customers will benefit from an organization that is passionate about delivering solutions engineered for mission performance, combined with a commitment to exceed expectations for customer service.

*New QCT90 (Quick Case Technology) antenna
from the SWE-DISH product line.*