

DataPath

By David Myers, President and Chief Executive Officer

For DataPath, Inc., 2015 was a rewarding year during which we saw our commitments to exceptional customer care, product innovation and engineering quality lead to demonstrable growth.

This year, DataPath's leadership focused on investing in and repositioning the company for market expansion. To that end, all of the company's primary lines of business were challenged to advance existing technologies and launch new products and services. DataPath achieved several milestones that demonstrate how the company has succeeded in leveraging new leadership and financial backing as well as 25 years of expertise to introduce to the market unique solutions designed to satisfy emerging communications requirements.

New Innovations + Expanded Capabilities

At DataPath, we like to say the range of solutions we provide spans from Terminals to Teleports to All the Tools in Between. The value proposition the company offers is being able to provide end-to-end remote communications and networking solutions accessible through one common interface and architecture. Bearing that in mind, the company is especially proud that three major product and service launches were executed in 2015 that represent different parts of a total network solution.

Cyber Security + Managed Security Services

DataPath has been providing customized information assurance and cyber security services to commercial and government customers for many years. Historically, DataPath's cyber security services have been primarily focused on protecting satellite and fixed wireless networks, which typically employ specific devices, such as RF units and modem technologies, that present unique vulnerabilities.

Recognizing a need, DataPath packaged and expanded its core Cyber Security competencies and launched our packaged Cyber Security Solutions. These solutions are tailored to address the aforementioned unique vulnerabilities of satellite networks, yet they can be used to protect business networks of all kinds. These Cyber Security Solutions use state-of-the-art tools to assess a communications network's infrastructure, identify vulnerabilities, and create a customized security plan. The solutions are available in three easy to understand packages, known as Essential, Assurance and Vigilance. The services range from basic assessments, to supporting the customer's existing IT staff to ongoing 24/7 support and incident response. Additional services include network certification and accreditation, compliance assurance, and post incident investigation.

The company also launched a related Managed Security Service Provider Program with the build out of a new 24/7 Cyber Security Operations Center (CSOC). Through the new Managed Security Services, small- and medium-sized businesses will be able to offer their customers enterprise-level security.

MaxView® Enterprise™—Network Monitor + Control Software

In September, DataPath launched MaxView® Enterprise™, a major enhancement of the company's renowned network monitor and control software. Hundreds of commercial customers including leading satellite operators and broadcast organizations already rely on MaxView to monitor

and control all of the disparate systems and multi-vendor devices on their network through a single user interface. Now, by employing a high-performance, mobile responsive web platform, MaxView Enterprise customers can securely manage their networks from virtually any web-enabled device.

In addition, MaxView Enterprise offers substantial upgrades to the software's analytics capabilities with enhanced reporting and customizable dashboards for a comprehensive overview of clients' entire networks on one screen. The new interactive reporting feature allows operators to fine-tune their results in real-time to achieve a greater understanding of key performance indicators (KPIs).



Other significant enhancements include a cutting edge user-interface, advanced scheduling capabilities, automation of complex service tasks, and an expanded library of device drivers to support remote sensors and additional appliances. MaxView Enterprise also includes built-in continuous learning, through integrated multi-media training, to ensure that users can solve complex problems with their systems easily and methodically. The user-interface based support capabilities are customized to each network and provide varying levels of help ranging from detailed workflow procedures to interactive tutorials.

QCT90—Man-Portable Terminal

Another significant milestone for DataPath in 2015 was the launch of its QCT90, an new lightweight, man-portable satellite terminal that is 90 centimeters in diameter and weighs only 20.6 kilograms. The man-portable terminal allows for a single person to carry and quickly set-up and deploy. The QCT90 provides news crews and first responders reliable, high-performance satellite communications capabilities when their missions call for quick connectivity on the go. They can take the antenna out of its backpack or case and establish network connectivity in less than three minutes while other products on the market might take half an hour. The product officially debuted in the fall of 2015 and scale production will start in early 2016.

Looking Ahead To 2016

As new high-throughput and next-generation satellites increasingly become a reality, DataPath will continue to leverage its long heritage of engineering innovation to develop robust products that help satellite network service providers best take advantage of the promise of those fleets. The company will also focus on growing and strengthening its Cyber Security and Managed Security Services, developing a broader range of antenna offerings aimed at broadcast and commercial customers, developing Communications on the Move (COTM) products, and increasing partnership with satellite network service providers specializing in the oil and gas, mining, construction, maritime, and aerospace sectors. We have already shifted our thinking around product development to a multi-modal mindset and continue to position ourselves to offer satellite communications technologies that can switch between other forms of telecommunications.

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