

CEO's Perspective



STARSOLUTIONS™



invest

Enabling networks to reach new markets

Star Solutions develops wireless network equipment for core networks and Radio Access Networks (RAN). Our target markets include rural and urban wireless operators, enterprises, cruise ships and the military.

The company has its origins in BC-based Telos Technology, founded in 1995 to develop core networks for CDMA2000, a 3G mobile technology standard. In 2003, after winning the GSM Association Technology Innovation Award, Telos was purchased by UTStarcom, Inc. and became their Mobile Solutions Business Unit. Star Solutions was formed in 2008 as a spin-off of this business unit.

Star Solutions launched with an established customer base and commercial products for RAN and core networks. With the increasing popularity of smartphones, we recognized an opportunity to develop a new product to address the significant increase in bandwidth usage that the network carriers were facing. Smartphones, such as Apple's iPhone, have enabled applications that use far more bandwidth than mobile phones had previously required. For example, users are downloading audio and video content on their smartphones. The number of smartphone users is also exploding. According to research firm IDC, global smartphone shipments went up 74.4 percent from 2009 to 2010. This is putting an enormous strain on wireless carriers' networks.

Wireless carriers around the world are searching for innovative solutions to off-load bandwidth – and Star Solutions' new iCell® COMPAC base station allows them to do this in an elegant, cost effective way. In August 2010, we shipped our first base station to the Department of National Defence. We have also shipped this product to wireless carriers in Indonesia and Uganda and are fulfilling follow-on orders. A number of trials are underway with carriers around the world and we are in discussions with three of the world's top five CDMA carriers.

Company Facts and Statistics

Year founded:	2008
Number of employees:	110
Product:	wireless network infrastructure
Website:	www.starsolutions.com
Working Opportunity Fund's initial investment:	October 2010
Amount invested to January 31, 2011:	\$1.5 million

Our established customer base can be confident our new products will integrate with their existing networks and are usually early adopters and references for new products.

Star Solutions sees tremendous growth opportunities over the next two years. Working Opportunity Fund's recent investment in the company will bolster our working capital, allowing us to ramp up production and increase our sales and marketing activities.

David Pais, CFO

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