

Client : Dilithium Networks
Date : Issue #51, 2006
Publication : Asian Mobile News
Circulation : 10,200
Page : 6

5 MINUTES WITH...Dilithium Networks' Paul Zuber



Paul Zuber
CEO
Dilithium Networks

On market trends

There's obvious consolidation going on in the market where companies are getting scaled and realise that they need both fixed and mobile offerings. And with the rise of some of the vendors particularly in China like Huawei, they're trying to find more effective ways to compete.

Another key trend that's feeding into our business is the growth of non-voice services, value-added services like types of real time video services, conferencing, to video mail to streaming various types of news and entertainment, music videos, video sur-

veillance. Those things are all very relevant.

On Dilithium Networks

We're growing very rapidly, growing globally. We have customers in more than 50 countries today in operations around the world

Some of our core technology, which we call uni-coding, is a very unique way to transfer between different protocols and devices.

We translate between all the different voice and video protocols very efficiently and quickly and the result is much lower delays, better lip synchronization, faster call setup times, and our products are very price competitive because we do these things far more efficiently than our competitors.

On 3G's growth

There are about 100million 3G subscribers today. Last year was 70 million; end of this year will probably be more than 150 million. It's growing exponentially and it's an exciting market to be in.