

# Telestream Executive Management Biographies

Information Sheet

## Scott Puopolo – Chief Executive Officer



A recognized expert in the Media and Telecommunications industries, and having served as a Telestream board member, Scott has a deep understanding of Telestream and the markets it serves. Prior to joining the company, Scott was Executive Vice President at iconectiv, a leading service and

software provider enabling device, application and network identity and interconnection. He brings almost a decade of leadership experience working at Cisco Systems, where he led the company's Service Provider Transformation Group, drove the company's Service Provider IOT go-to-market, and directed its Internet Business Solutions Group. Prior to Cisco, Scott spent 14 years at Accenture where he led the North American Service Provider Strategy practice. Scott was also a member of the World Economic Forum's Telecom Strategy Working Group where he contributed to a strategic initiative looking at the impact of digital transformation on Telecoms. Scott graduated cum laude from Harvard, where he was a Harvard College and Charles J. Paine Scholar. He earned his MBA from the Wharton School at the University of Pennsylvania.

When he's not wearing his CEO hat, Scott counts himself among the company's most devoted off-hours musicians. As a composer, drummer, guitarist, and recording artist, his passion for music and the drive and creativity he brings to his performance exemplifies the energy and vision he brings to a career of media innovation.

## Susan White – Chief Finance and Operating Officer



Susan comes to Telestream with over 20 years of experience with private equity-backed companies, Wall Street and business strategy. A rigorous, analytical thinker when it comes to technology, Susan is high energy and hands-on with a keen eye for business efficiency.

Prior to joining Telestream, Susan held CFO and roles at business data SaaS provider Avention, energy technology firm Aspen Aerogels, and IT management software company Novell. She earned her BA in Applied Mathematics and Economics from the University of California, Berkeley and her MBA from the Wharton School.

Susan counts herself among the ranks of Telestream's most avid skiers, and is a passionate hockey mom and dog lover. A former collegiate sailor, Susan now stays active on land as a "reluctant" but devoted runner in and around her hometown of Wellesley, Massachusetts.

## Shawn Carnahan – Chief Technical Officer



A Telestream co-founder, Shawn likes to think of himself as a "blank piece of paper guy" who can start with nothing, invent a concept and architecture, then get his engineering team involved solving development issues. Shawn's career has been shaped by his ability to recognize technology trends and apply them to the design of products and applications which solve realworld problems.

His career has focused on designing products for the media and entertainment industry, resulting in several patents for products merging video and computer technologies.

What sets Telestream apart from other places Shawn has worked is, "the talents of the people involved and the amount of communication that occurs here that does not occur other places. People take ownership and feel much more a part of the success because of that." Shawn has a degree in Electrical Engineering from McMaster University in Canada.

## Chris Osika – Chief Marketing Officer



Chris Osika heads Corporate and Product Marketing across Telestream worldwide. Chris is an expert at helping organizations develop and adopt new business models that respond to emergent technologies. As both traditional media & entertainment companies and service providers are looking for strategically sound ways to

exploit the increasing dominance of IP video, Chris sees tremendous opportunity for organizations and companies to find new spaces for growth.

"As trusted experts in the transportation and transformation of digital video, Telestream's marketing organization is uniquely positioned to help our customers take full advantage of solutions that will transform their existing operations by capturing new sources of revenue."

Chris joins Telestream from Sprinklr, a social media management platform for the enterprise, where he served as Global Vice President of the Digital Business Solutions Group. Previously, he served as Global Managing Director of the Service Provider Transformation and Internet Business Solutions Groups at Cisco. Chris holds dual MBA degrees, one in Technology Strategy from Queensland University of Technology, the other in Industrial Engineering from Rensselaer Polytechnic University.

### Alistair Butler – Chief of Sales, Worldwide



Alistair Butler leads the combined sales organization for Telestream's Media Workflow and Production business and its Video Quality Monitoring and Analytics business. Widely regarded for his ability to drive growth in rapidly-changing, competitive technology environments, Alistair's technology expertise includes

cloud market transition, networking, software/SaaS, data center, security, and collaboration.

Alistair delivers results by focusing relentlessly on both his customers' and teams' success. His proven ability to orchestrate teams with diverse backgrounds and skill sets means Telestream customers can expect the very best support in achieving their video delivery and business goals. Most recently, Alistair served as head of Cisco Systems' Service Provider Services business in the Americas, orienting the organization around high-growth segments and increasing offshore and portfolio capabilities. Prior to that, he held sales leadership roles at Cisco Systems with a track record of growth, turnaround, and value creation in competitive global markets, and he began his career at Motorola in the UK.

Alistair holds an MA in Organizational Change Leadership from Columbia University in New York, NY, and a BSc in Information Technology and Geology from the University of Leicester, UK.

### Anna Greco – President of Media Workflow and Production Business



Anna is responsible for leading Telestream's core Media Workflow and Production business unit, which includes its Vantage Media Processing Platform, Wirecast Live Streaming Production Software, Vidcheck Quality Control & Correction Software, MacCaption & CaptionMaker Captioning and Subtitling Software, and other products central to efficient modern video workflows. Additionally, Anna oversees Telestream Cloud Services business, which provides Telestream core competencies on a service-basis.

Prior to her tenure as President, Anna served in key roles at the company, leading Telestream's enterprise service offerings and its enterprise product management and business development organization. She has over 20 years engineering and marketing experience in telecommunications, video transmission systems, network architectures, and computer design.

Prior to Telestream, Anna spent 10 years with Tektronix and Grass Valley Group, successfully developing new markets and building strategic relationships with international partners. Anna has worked in product marketing, strategic marketing and business development for the telecommunications marketplace with a focus on network video delivery.

Anna received her degree in Electrical Engineering from San Diego State University, holds four patents in the field of digital video disk recorders and is a member of IEEE.

### Calvin Harrison – President of Video Quality Monitoring and Analytics Business



Calvin Harrison serves as President of the Video Quality Monitoring and Analytics business unit of Telestream. This business unit is comprised primarily of the iQ line of products acquired when the company took ownership of IneoQuest in March 2017. It includes video data acquisition and quality assurance solutions across live,

linear, and on-demand networks. Prior to the acquisition, Calvin served as President and CEO of IneoQuest Technologies, Inc.

Calvin has previously served as COO and Vice President of Marketing and Business Development at IneoQuest, where he oversaw the company's strategic positioning and its growth into the global leader in Video Service Assurance solutions.

Calvin brings over 25 years of experience in the technology industry and a wealth of leadership and business expertise to the Telestream leadership team. His professional experience prior to IneoQuest ranges from the negotiation of mergers and acquisitions to advanced Research & Development engineering at companies such as Motorola, Freescale Semiconductor, Surgient, and Zilog Semiconductor. Calvin holds four design patents in the field(s) of digital signal processing, a degree in Electrical Engineering and an MBA from the University of Texas at Austin.

#### Mark Wronski – Vice President of Corporate Transformation



Mark is responsible for mergers and acquisitions support, strategic business development, key customer relationship management, and strategy support for the entire Telestream business.

He brings many years of leadership experience in both sales and corporate management to the Telestream

team and is ever passionate about new technologies for the digital media industry. "File based workflow requirements for digital media have evolved from their simple watch folder roots to highly automated, decision-based processes needed to save users both time and labor expenses. Telestream leads the industry in offering these expanded capabilities to the market, and I am excited to be working to deliver them."

Mark holds a BS in Marketing Management from Bentley University in Massachusetts.

#### Steve Tilly – Vice President of Engineering



Steve, a Telestream co-founder, leads the engineering team through all phases of product development as well as assisting with new product architecture and design decisions. He's also responsible for managing technical relationships with Telestream partners and customers.

Steve's favorite part of his job is seeing new products come to market. "These are very sophisticated products that make complex processes easy for our customers to complete." Steve has 20 years of experience designing and developing multimedia applications for the entertainment, medical and defense industries. Steve received an MSEE from Stanford University and a BSEE from the University of California, Davis.

#### Stuart Newton, VP Strategy & Business Development, Telestream



Stuart joined Telestream in 2017 as part of the iQ acquisition, and brings over 20 years of video service monitoring and embedded design expertise to the Telestream family. Having worked extensively with video service providers, content providers, and network delivery partners, Stuart now leads

strategic integration projects and alliances to meet the future needs of video transformation and delivery across hybrid cloud and on-premise architectures.

Prior to Telestream, Stuart held general management, strategy, business development and alliance management roles at IneoQuest and Wind River Systems. Stuart is a UK Chartered Engineer and holds a degree in Electrical and Electronic Engineering from Loughborough University, UK.

#### Scott Murray – Vice President of Product Management, Media Workflow and Production Solutions



Scott leads the development team for Telestream's Media Workflow and Production products. Making and marketing great products - and leading the teams that build them - has been his focus for over 30 years. He loves this business and is thrilled to be part of the team.

"Video helps people tell their story more effectively. Whether it is entertainment or education, live streaming or on-demand, video is the medium people are using more and more to get their message out. What's exciting is that Telestream is at the heart of the live and on-demand world for streaming and transcoding."

Scott holds a degree in Industrial Engineering from Cal Poly, San Luis Obispo and has developed software for production switchers, non-linear video editors and disk recorders. He has also held marketing, management and executive positions at Grass Valley Group, Scitex Digital Video and Miranda Technologies.

**Joel Daly – Vice President of Product Management, Video Analytics and Service Assurance Solutions**



Joel leads the development team for Telestream's IQ Video Analytics and Service Assurance products. Identifying market disruptions, understanding customer impacts and building innovative solutions has been his focus for over 25 years. He is passionate about the Video Quality Assurance business and excited to be part of the Telestream team.

"If you are a content owner, broadcaster or service provider, you live and die by your ability to provide the best quality experience wherever and whenever your viewers demand. In today's highly competitive environment where consumers have many video service providers to choose from, monitoring is not an option – it is absolutely essential. What is exciting is that Telestream VQA solutions are key to helping video service providers improve customer experience, reduce subscriber churn and increase profitability."

Joel holds a degree in Business Management and Math from Plymouth State University, and has developed software and hardware solutions for Linear / ABR Video delivery, Advertising and Compliance Monitoring solution and Production Mux, RateShaping, QAM and Ad Splicing Solutions. He has also held Product Management, Product Marketing and Executive positions at BigBand Networks, 3Com, Sycamore Networks and Ascend / Cascade Communications.

**Kim Outlaw – Vice President of Client Services**



Kim Outlaw leads the Client Services group for North America which includes professional services, field services as well as worldwide Technical Support for the Telestream business unit.

"Telestream's Client Services organization is comprised of the most passionate team members that enjoy solving complex problems and want our customers to be as successful as they can be using our solutions."

Kim brings over 20 years of experience in small business management, project/program management, and client facing programs. Prior to joining Telestream, Kim held engineering and support management positions at Anystream and enjoyed a long tenure at AOL running large scale programs. Kim also spent four years in a technology start-up company where she grew the operational staff from five to sixty employees. She earned her BA from George Mason University and her MBA from University of Phoenix.

