



Executive Management Biographies



Dan Castles – President & CEO

A Telestream co-founder, Dan has over 25 years of TV industry executive experience. Under his leadership, Telestream has become the recognized worldwide leader in enterprise-class video transcoding and workflow solutions, addressing the numerous video format and device incompatibilities encountered when delivering video over the Internet or within a facility.

Telestream continues to strengthen its position as the dominant industry leader with an excellent track record of growth and profitability. This success has enabled the company to branch out and introduce a line of cross-platform desktop software products and has led to the recent acquisition of three companies. Popwire, further expands Telestream's role in solving the compatibility issues between Mac and Windows platforms. Vara Software brings successful, award-winning live production and streaming products to the Telestream product family. Anystream brings large-scale media production management capabilities to further expand Telestream's enterprise business.

Dan was named President of Grass Valley Group (then a division of Tektronix) in 1994, following a sixteen year career at Portland-based Tektronix, where he served as Controller and then as Vice President of the Television Division. Dan holds a B.A. in Business from Washington State University and an MBA from the University of Portland.



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 real-world problems.

His 20-plus years of designing products for the television industry have resulted 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.



Barbara DeHart – Vice President Marketing

Barb leads the marketing and business development efforts at Telestream which encompasses both consumer and enterprise products. “Telestream has a strong history of bringing products to market that solve specific customer needs. We listen to the market then adapt today's technologies to solve those needs in innovative ways. It is great to be part of such a customer-focused and innovative team.” Prior to joining Telestream, Barb managed business and human resources efforts for two larger organizations, Coherent, Inc. and the Grass Valley Group division of Tektronix. She holds a BS in Organizational Behavior from the University of San Francisco.



Steve Ellis – Vice President of Worldwide Sales

Steve brings more than 25 years of executive sales and strategic business leadership experience in the video and telecommunications industries to his sales role at Telestream. Steve's background includes many years of deep industry knowledge, as well as a successful track record of scaling business growth through his leadership of worldwide sales organizations and channel teams.

“Telestream is a company with a great reputation, great team and great products that solve critical workflow needs in innovative ways for professional video users.”

Previous experience includes an extensive background in the professional video industry, where Steve lead domestic and international sales teams for Chyron Corporation, a leading provider of broadcast graphics and newsroom integration solutions, Vizrt Americas, and Pinnacle Video Systems. Former positions also include ownership and management of a successful regional broadcast dealership in New York and directing corporate media services for AT&T.

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Kevin McCartney – Vice President of Agility Business

Kevin brings over 18 years of sales and sales leadership experience in enterprise software and hardware solutions, to Telestream, primarily focused in the media and communications industries. His background includes a proven track record in building, leading, and growing global sales teams, focused on consultative and strategic sales programs, as well as developing new key markets.

Kevin comes to Telestream via the Anystream acquisition, where he served for over four years as Senior Vice President of Sales and was responsible for leading the global sales effort. This included managing both the direct sales and indirect channel sales network operating in 35 countries around the world. Prior to joining Anystream, Kevin served thirteen years at Spirent Communications, a provider of performance and service management solutions to the communications industry, where he held a variety of senior sales and business development roles. Kevin holds a bachelor's of science degree in finance from Virginia Polytechnic Institute & State University.



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.



Anna Greco – Vice President of Client Services for Enterprise Products

Anna is responsible for leading Telestream's enterprise service offerings worldwide, as well as overseeing the integration and deployment of next-generation video transcoding and workflow management solutions. Prior to this position, Anna led Telestream's enterprise product marketing 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, where she successfully developed business plans for new markets, implemented customer requirements and built 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. She received her BSEE from San Diego State University, holds three patents in the field of digital video disk recorders and is a member of IEEE.



Betty Jo Fisher – Controller & Manufacturing Manager

Betty Jo, whose background combines engineering, manufacturing and finance, is responsible for accounting operations and managing production operations. "The most important part of my job is keeping the business infrastructure humming so that everyone else can do their jobs of inventing, creating and helping customers." Prior to joining Telestream, Betty Jo spent two years as Vice President of Operations and Finance for TDK Systems.

She has 14 years experience in telecommunications systems engineering and administration and over 17 years experience working for video equipment manufacturers, including a two-year overseas assignment where she gained international operating experience. Betty Jo holds a BS in Industrial Engineering and an MBA in Finance, both from the University of California, Berkeley. What makes Telestream different from other places she's worked is, "the acknowledgement that we accomplish much more as a unified group than as individuals. We value the individual's unique contribution to this team, but we know that we don't succeed without success from everyone."