

News Release

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BandwidthX Strengthens Team with President and COO

Tom Furlong joins the company as its head of operations

CARLSBAD, Calif. – [BandwidthX](#) today announces Tom Furlong as its new President and Chief Operating Officer. Furlong has more than 30 years of leadership and expertise from the mobile, wireless, and high tech industries. He will be heading up all operating areas including sales, engineering, product management, and global services at BandwidthX. Furlong joins the company at an exciting moment as BandwidthX is expanding its product offerings globally.

Furlong is a seasoned technology leader with a proven track record across large and small companies in hardware, software, and mobile. He has managed and grown global product lines representing over \$1B in annual sales. Furlong worked for several years at Nokia and was in charge of their Enterprise Security and Mobile Connectivity Division and the Consumer Messaging business in the Software and Services Division at various times. His other experience includes being the CEO of Kaleidescape, a leader in digital entertainment systems, and the COO of Kiyon, a mesh networking company. He also served as Senior Vice President of Marketing, Engineering, and Operations at SonicWALL, an Internet security company, and as the Senior Vice President and General Manager of Workstations at SGI, a leading computer hardware and software company.

“We are thrilled to have Tom join the team. His extensive experience in the mobile industry and scaling businesses will be an invaluable asset to BandwidthX,” says Pertti Visuri, BandwidthX CEO. “With BandwidthX’s growth and expansion given the increasing demand for mobile data capacity and its services, Tom is the ideal addition to oversee the company’s operations.”

BandwidthX’s advanced connection management service and a cloud-based BxMarket, allows participants to put excess mobile data capacity to work while making sure that every automated connection improves the end user’s experience and providing the mobile operator effective control of exactly when and how data capacity from various sources is used. In BxMarket both Mobile Operators and Network Service Providers can define their value for data capacity in real time and are automatically matched when their values align.



The business to business solution brings savings for Mobile Operators, new revenue streams for Network Service Providers, and better service for end-users.

“BandwidthX is revolutionizing the mobile data industry with BxMarket and their advanced connection management. The benefit that their solution brings to its customers through unlocking unused mobile data capacity while still maintain the quality of service for the end user is very impressive,” says Furlong. “I’m very excited to be a part of the team and company’s bright future.”

For further information about BandwidthX and its solution, visit <http://bandwidthx.com> or follow @BandwidthX on Twitter.

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About BandwidthX

BandwidthX operates an advanced connection management service and a cloud-based marketplace where both Mobile Operators and Network Service Providers can define their value for data capacity in real time and are automatically matched when their values align. BxMarket gives the Mobile Operators incremental data capacity at lower cost, while allowing the Network Service Providers to profit from new revenue streams from their underutilized data networks. With this new form of micro-commerce, everyone in the mobile data ecosystem wins: from Mobile Operators and Network Service Providers to equipment and software vendors, aggregators and financial clearing companies and, of course, the end user of the device. Learn more about BandwidthX at <http://www.bandwidthx.com>.

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