



Q&A with Victor Bozzo, Co-Founder and CEO of Pareteum Corporation providing a Software as a Service Technology that enables and Virtual Company to Create and Build a Telecom Brand Globally and Connect any Wireless and IoT Device



Victor Bozzo
Co-Founder & Chief Executive Officer

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Interview conducted by:
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CEOCFO: *Mr. Bozzo, would you tell us the vision for Pareteum Corporation and your focus today?*

Mr Bozzo: Our vision is to take wireless service beyond mobile phones to connect to all wireless devices. You could have a security system, a point of sale machine, a hot spot in a taxi cab, or even WiFi in a coffee shop. Every person and everything should be connected. Any device, any network, anywhere. We aim to meter, manage, build and connect anywhere there are wireless devices. We provide software that allows virtually any company to create and build telecom brands and enter the global space. One example of this is Vodafone Spain. As their primary brand, Vodafone Spain offers mobile phones for consumers. Lowi is the secondary brand of Vodafone. Our platform is used to manage and run Lowi.

CEOCFO: *What do you understand about how to do this successfully that perhaps others do not?*

Mr Bozzo: Hal Turner and I have been in the telecommunications industry for many years. With Hal's background and mine combined, this is a natural fit for us to take on. Robert H. "Hal" Turner is our Founder, Executive Chairman, and Principal Executive Officer. Hal's expertise includes: President of Bell South, Chairman of PacWest Telecom, executive positions with AT&T, and extensive contributions in Silicon Valley on startup technology companies. I was one of the original founders of Voice over IP (VoIP) and have built several startup technology companies in and around the telecommunications industry.

CEOCFO: *How do you work with an organization to either implement your solution or are you creating a customized solution?*

Mr. Bozzo: We have taken our best of breed technology and migrated that to a cloud offering. Now we can connect to customers anywhere they might be in the world and allow them access to our technology and our connectivity solutions.

CEOCFO: *Would the customer set up and implement the solution?*

Mr. Bozzo: We do all of that and run it as a managed service. Our business model is that we succeed when they succeed. It has primarily been a capital expenditure model and has transitioned to an operational expenditure model. We grow as they grow. It is a standard Platform as a Service or Software as a Service.

CEOCFO: *How do you ease the fear of starting with any new system?*

Mr. Bozzo: We have a technology that manages billions of subscribers on a daily-basis. That requires automation, software people and expertise. We are constantly monitoring our platforms and our customers' platforms. We have