



# Defining a Winning Combination

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# Value Proposition

Lingo leverages its best-in-class nationwide network and robust product suite to deliver a differentiated value proposition to you

With a wide breadth of service capabilities and national reach, Lingo is a single source provider of business communications solutions serving multi-location customers in every part of the United States

## SERVICE EXPERIENCE



Supported by a dedicated team of empowered experts, Lingo **provides you with multiple levels of interaction** that enable you to monitor your systems in real time, ensuring high quality, reliable network services.

## DIVERSE SUITE OF SERVICES



With a deep portfolio of technology solutions, Lingo approaches every network with a **focus on understanding unique priorities and business drivers** to recommend a solution that is tailored to fit your needs.

## SINGLE POINT OF CONTACT



Leveraging its deep product set, Lingo is able to provide you with a single point of **project management** to deploy services, **consolidated billing, dedicated support** for all services ensuring that you are optimizing within your network.

# Lingo Overview

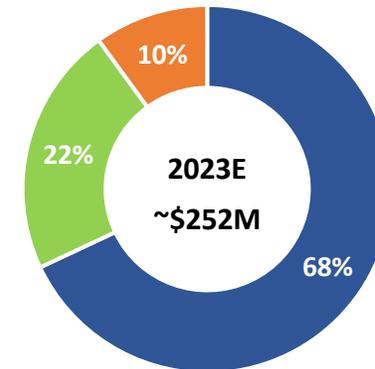


Cloud/UC and Managed Service Provider serving 114K+ globally diversified customers

## Business Overview

- Headquartered in Southfield, MI
  - Operations in Dallas, TX; Atmore, AL; Macon, GA
- Cloud/UC and Managed Services Provider
- 114k customers across three market segments
- SME customers are diversified across industry (business services, technology, transport, etc.)
- Carrier segment includes top ILECs, CLECs, Cable, and Mobile Carriers.
- **Cloud UC & Managed Network Infrastructure:** Cloud UC and Feature Group D (“FG-D”) networks in the U.S. and Canada which process over 12 billion minutes of traffic annually.
- **Revenue Stability and Diversification:** Combined revenue segments (Business, Carrier and Consumer) are diversified across all industries including medical, business services, legal, technology, transportation, and more.
- ~330 Full-Time employees

## Revenue by Business Segment



■ Business ■ Carrier ■ Consumer

## Revenue Stratification by Geographic Region

- 88.0% of revenues comes from the 50 U.S. states
- 1.0% of revenues come from Canada
- The remaining 11.0% of revenues come from International Carriers



## CLOUD SERVICES

**Cloud UC:** Full Cloud PBX Solution

**Cloud PRI & SIP Trunking Options:** Provides unlimited local and LD calling with multiple channels

**Cloud Link / Express:** ATA / VoIP Lines

**POTS Replacement:** Voice, Fire, Life & Safety lines



## CONNECTIVITY

**Broadband & Fiber:** Wired & Wireless Data

- Resale of Cable, LEC and CLEC Broadband
- Static IP Options
- Various Speeds up to 10 Gbps

**Data Backup:**

- Wireless pooled LTE data packages for backup redundancy



## MANAGED SERVICES

**SD-WAN:** Software Defined Wide Area Networking

- Hybrid Gateway configuration, right-sized Edges & Tunnels empowering customers to securely & granularly control how their data is utilized

**Cyber Security:**

- Zscaler -Cloud based NextGen Firewall & Zero Trust Remote Access Client
- Sophos - Layered Security Approach: End Point Protection, Firewalls, Access Points, & Switches Email Phishing Education & Testing

**TSaaS:** Technical Support as a Service

- Offering one-time billing for site assessments, inventory audits, equipment mounting/installation, equipment moves, cabling and wiring



## POTS SERVICES

**Flat Rate:**

- Using copper POTS lines offering bundled packages for voice, features, and long-distance services.

**A la Carte:**

- Using copper POTS lines offering a la cart pricing voice, features, and long-distance services.

**Usage & Numbers:**

- Offering long-distance usage plans along with providing toll-free numbers for businesses

# One-Stop-Shop Solution Provider

Lingo offers a unique, comprehensive suite of communications solutions purpose-built to meet the complex needs of multi-location enterprise and SMB customers across all industries and geographies

## Cloud/UC

- Cloud Unified Communications
- Auto-Attendant
- Virtual Number
- Digital Voice Portal
- MS Teams Direct Routing
- Integrated Voice
- SIP Trunking
- IP Phones & Hardware
- Virtual Phone System
- Virtual Receptionist

## Cloud Solutions

- Unified Communications
- Contact Center
- Wireless Failover

## Security Services

- Cloud Security (Zscaler)
- Firewalls (Sophos)
- Endpoint Detection Response (Sophos)
- Security Awareness (Sophos)
- Encryption and Email Security (Sophos)



## Broadband Service

- Bandwidth Aggregation
- Cable
- T1
- Fiber
- Fixed Wireless
- Wireless Failover
- Wireless Internet Access

## Traditional Phone Service

- Local & Long-Distance Service
- PRI
- Structured Cabling

## Managed Services

- IP VPN
- Audio/Web Conferencing
- Managed Router & Firewall
- Security
- SD-WAN
- Audio Recordings
- Rebilling
- PCI Enablement

## Online Management Tools

- Telecom Expense Management Portal
- Support Ticketing
- Digital Voice Portal
- Reporting

# Trusted by the Best



Restaurants	Retail	Banking Finance, Insurance	Property Management	Growth Areas: Petro-Chem, Health Services & Senior Living

# Network & Technology Partners

## Cloud/UC



## Data & Voice



## Wireless Service



## Equipment



## Security / Managed Communications



- More than 50 different network providers enabling nationwide coverage and access
- Best of breed technology partners utilized across Cloud/UC, Managed Services and equipment deployments

# World-Class Leadership with Unparalleled Industry Experience



**Ananth Veluppillai**  
**CHIEF EXECUTIVE OFFICER**

Ananth Veluppillai serves as Lingo's Chief Executive Officer in addition to being a member of its Board. Ananth also serves as the Chief Operating Officer of B. Riley Principal Investments (an owner of Lingo). Ananth has over 28 years of experience in telecommunications and held various leadership positions, including serving as the COO of Global Operations for Tech Mahindra's Network Services unit and COO of LCC International, Inc., that provided consulting services in Wireless and Wireline telecommunication networks around the world. Ananth holds B.S. in Electrical Engineering from the University of Maryland at College Park.



**Christine Tarrago**  
**CHIEF FINANCIAL OFFICER**

Christine Tarrago is the Chief Financial Officer at Lingo with more than +25 years of global financial executive leadership. Prior to joining BullsEye, Christine Tarrago served among others as CFO of private equity backed organizations. Before that, she had leadership positions at Siemens and Alstom. Originally from Europe, she graduated with a BA and MBA from the University of Augsburg, Germany, started her career in Europe where she worked in public accounting on large international publicly listed companies in Germany, France, and Spain. She is fluent in four languages and is a registered CPA in the State of Illinois.



**Vilas Uchil**  
**CHIEF OPERATING OFFICER**

Vilas Uchil is the Chief Operating Officer at Lingo. In this capacity, he is responsible for overseeing innovation, technology, and operations for Lingo. Prior to joining the team, Vilas worked in the telecommunications industry for 20 years. He was the head of engineering and operations at NovoLink Communications, and held positions at SPRINT-NEXTEL Corporation, General Electric Capital GCF (UK), and TATA-Nortel Technology Lab (India). He received a Bachelor of Engineering in electronics and telecommunication engineering from Bombay University (India), and he holds two Master of Science degrees from Missouri University of Science and Technology (electrical engineering/computer engineering).



**Christopher Ramsey**  
**CHIEF REVENUE OFFICER**

Chris Ramsey serves as Lingo's Chief Revenue Officer and is a 20+ year veteran of the communications services industry. He is responsible for managing and driving organic sales, sales operations, and marketing. Chris excels at managing multiple sales channels with an excellent track record of optimizing sales costs and ROI. Before joining Lingo, Chris served as the SVP of Revenue at PuppySpot, and previously, as Chief Sales and Marketing Officer at Birch Communications. Chris holds a Bachelor of Arts Degree in Religious Education and Psychology from Southwest Baptist University.



**Alex Valencia**  
**CHIEF COMPLIANCE OFFICER**

Alex Valencia serves as Lingo's Chief Compliance Officer and is a 20+ year veteran of the telecom industry. Alex oversees the Company's government and legal affairs, including corporate governance and directs all regulatory policies. Prior to joining Lingo, Alex served as VP of Regulatory Affairs for Impact Telecom. He holds an LLM in International and Comparative Law from Notre Dame Law School, a Juris Doctorate from Gonzaga University School of Law, and Bachelor of Arts degrees in Political Science and Latin America Studies from Southern Methodist University.



**Patrick Reilly**  
**VICE PRESIDENT, CARRIER SERVICES**

Patrick Reilly serves as VP of Carrier Services at Impact Telecom, a Lingo Communications company, and is a 25+ year veteran of the telecom industry. Patrick has extensive senior-level experience managing Carrier sales, engineering and operational roles within the wireless and wireline space spanning domestic and international communications service offerings. Before joining the Lingo-Impact team, he held management and executive-level positions at Frontier Communications, Global Crossing, and ANI Networks.