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Glenn Kaye, Director Mobile Practice

## Management

I am Director and I head the Wireless Solutions Practice.

## Expérience personnelle / Personal experience

Graduated from William Paterson University and started my sales career with biz to biz advertising in the late 80's. I was successful in opening several large multi-site corporate accounts. After 3yrs of work experience, I entered the telecommunications industry as an Account Exec with AT&T and awarded with Achiever Club honors for sales excellence every year during my tenure. Then I moved to Tele-Solutions as a Sales Manager and in short span of time, I was recognized as a top performer in the country with Sprint Products Group several years in a row. I was also one of only three Regional Account Managers with United Asset Coverage, a telecom maintenance giant formerly headquartered in Naperville, IL, to have been awarded Pro Club honors in each of the 4 years that the award was offered. During my 7 years at UAC I acquired several strategic corporate accounts such as D&B, GE, Akzo Nobel and Brother Intl.

With more than 2 decades of sales experience, I joined Diaspark in 2007 as a Director of Business Development for Wireless Solution Practice. As Director of Wireless at Diaspark, I initiate business relationships with Publishers and initial round funded application developers as well as enterprise clients from mid-size to Fortune 1000 in order to satisfy their wireless requirements and engage Diaspark's on and off shore teams.

Represented Diaspark for CTIA Wireless 2008 & 2009 and Brew Exhibitions in 2008. Exhibited & demonstrated innovative applications and concepts on current and emerging mobile technologies, conducted multiple meetings with existing clients and new prospects regarding forthcoming projects. Shopping Genie, a new concept that I devised for retail sector is highlighted with weekly circular information as part of the application which generated tremendous excitement from the media, clients, and carriers at CTIA 2009.

## Principales réalisations de commercialisation / Main marketing realizations

Diaspark's recent successes in wireless practice are:

- Shopping Genie – A new application for retail industry which extends a store on iPhone and Blackberry offering convenience to shoppers, access to a retailer's weekly circular and allows users to create a personalized shopping list directly from the weekly circular items.
- Pillphone – An app which provides a complete pharmaceutical directory, "Time to Take Your Meds" reminders tones and "My Meds" list.
- Mobile Medication Dictation Application (MMDA) – Offers Rwd/FF/Stop/Play/Record options on BB and Windows Mobile devices for doctors to speak and then turn into transcriptions for patient files instead of using their Olympus mini recorders. Dictations are then uploaded to a Medical Transcription Management Server (speech to text).

Collage Super Fans – This application allows college sports fans to download their favorite College's football and basketball news, scores, stats, previews, recaps and live game tracker. Application then remembers your favorite schools for subsequent logins.  
Client/Server/Database

## Description de la société / Description of the company

Founded in 1995 in the US, Diaspark is a mature IT services and solutions company that provides the finest blend of technology, consulting and outsourcing services. We are assessed at SEI-CMMI Level 3. We are a Microsoft Managed Gold Partner, Qualcomm Certified BREW Developer and Java Certified Developer.

With headquarters at New Jersey, offices in New York & Chicago and global development centre in India, we have been providing IT services to best-of-the-breed companies ranging from billion dollar enterprises to early stage and startups across industries for over 12 years. We are a team of 650+ highly competent resources having brilliant communication, presentation and technological skills.

We work as a partner with our clients and provide them the best of engineering services on emerging technologies. As a company, we follow a philosophy of constantly upgrading skills of our engineers so that we can quickly adapt and provide uninterrupted services to our clients on new-age paradigms. We take pride in stating that Diaspark is always regarded as the first name to reckon whenever our clients wish to execute projects on emerging technologies.

Partial list of US Clients includes Time Inc, Time Warner, The New York Times, NYC Department of Education, SonicBoom, Funmobility, Vocel, Oasys Mobile, Smartphones, Celltrust, Waterfront Media, Viacom, Vitech, ASCAP, Sandata, Real Data Management, New Jersey Natural Resources, Digital Dailies, Rosyblue.

**Technologies, produits et services / Technologies, products and services**

## **IT Services**

### **• Enterprise Software**

Diaspark's team of technical experts, extensive business experience and collaborative relationships with the leading technology companies makes it technically proficient to address all custom enterprise software needs. Our enterprise software offerings include New application development, Application reengineering & migration to current and/or emerging technologies & New application integration with legacy systems. The variety of Custom Enterprise Applications delivered by Diaspark include N-tier, SOA (Service oriented Architecture) & Web services, Enterprise Mobile solutions among others.

### **• Mobile Applications**

Diaspark provides end-to-end mobile-applications with full product life-cycle support including design, development, testing, porting, vendor-certification and carrier readiness. Diaspark expertise in multiple wireless platforms and technologies such as Java, Brew, Palm, Symbian, iPhone, BB, Android, etc. We have delivered countless enterprise and entertainment mobile applications across genres such as Social Networking, LBS, Mobile TV, Instant Messaging, Gaming and Verticals such as Information, Healthcare, Travel and Retail.

With a highly competent and seasoned team of over 80 employees, Diaspark's wireless development expertise is unmatched in today's market. Our engagement models combine onshore and offshore and are backed by our vast porting experience utilizing our inventory of over 700 devices with onsite live carrier QA testing labs for all major US carriers such as Sprint, ATT, TMobile and Verizon.

### **• IT Consulting**

Diaspark's IT consulting services provide integrated staffing solutions evolving needs and IT objectives of many companies. Our scalable recruiting process helps us to identify the resource with the best experience and aptitude for their requirement and make him/her available quickly.

## **Product**

Launched in the US in 1995, our product Diaspark Jewel is an ERP software solution for the Jewelry manufacturing companies.

## **Verticals**

### **Media Entertainment & Publication**

Our portfolio of customer successes in Publication, Media, Entertainment, Broadcast, Film production, cable & satellite companies has equipped us to execute any challenging project in Digital Media Enterprise.

### **Software Product Companies**

We provide complete lifecycle solutions to many Software Product companies in the US who offer software products for various verticals like Healthcare, Education, Real Estate, Benefits, Media, Entertainment and Publication.

## **Faites-nous part d'un bon coup / Share one of your good moves**

Diaspark started with simple applications in the mobile entertainment domain in 2004 and in working with a constantly expanding group of clients throughout the past 5 years has gained vast experience across all platforms and applications and on emerging technologies like iPhone, Android, Symbian and Blackberry. We are now among the most experienced mobile solutions providers in today's market who can deliver highly challenging Enterprise and Information applications on any mobile platform.