



Bridging from Silicon Valley to the Bosphorus



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Career Flyby

B.V.

A.V.



Manystreams '03

Jetstream
Communications '02

FVC.COM- 2000



MBA- '97

NC STATE UNIVERSITY

Ph.D. '93



BS. EE. '87



What I learned when I was in... SV



- Follow the money...
 - Technical expertise is necessary but not sufficient
 - Business acumen always opens new opportunities
- Network is Power
 - Silicon Valley is one big family
 - Strive to build contacts, across all communities
- Emotional Intelligence is a must
 - Multi-cultural environment demands open, communicative work style
- SV is a globally competitive spot, run fast!
- SV is a great base for international business- get involved!

Ditech Networks Overview

- Voice networking specialists for premier carrier networks: Mobile, VoIP
- Public Company listed on NASDAQ- DITC
- \$500M+ cumulative sales/ \$55M sales last year



Is the Turkish Market Exciting for Ditech?



- A telecom/Services perspective- your mileage may vary:
- 30M+ mobile subscribers- very attractive market
- Mobile carriers part-owned by International networks
 - Great base of influence to other subsidiaries
- Economy is robust overall

Doing Business in Turkey- Ditech Activity



- Right Product for the Right Market
 - Telecom→ Mature and professional market
 - Mobile: Large opportunities, 3 customers!
- Other data services small but growing: DSL, access services
- Good references for European expansion.
 - Not much for the middle east...
- No red-tape

Doing Business in Turkey/ Internationally



- Resource requirements and dedication
- Local understanding and contacts
- Local business practices
- Customer support



Ditech

Networks