

# Packet Island Expands Executive Team to Further Advance Rapid Growth in the Service Provider, Smb and Enterprise Marketplace

General Press Releases November 12th, 2007

**Senior management team enhanced by the addition of well known Industry Veterans, Lewis and Howard**

Cupertino, CA – Packet Island today announced the appointment of Don Lewis as vice president, service and Terry Howard, as Vice President, North American sales.

“We are delighted to have Don and Terry join our team during this exciting growth period for Packet Island. Their industry credibility will serve us well as we continue to make rapid advances in delivering innovative converged media network management solutions to the market” said Henry Wong, executive chairman of Packet Island. “Don and Terry are individuals with proven track records in the telecommunications industry,” said Praveen Kumar, president of Packet Island. “They have extensive accomplishments in identifying and capitalizing on market opportunities and driving revenue and profit. With a rapidly expanding installed base of customers, Packet Island requires these industry experts to strategically position the company and continue our growth and success within the industry.”

Don Lewis comes to Packet Island with 24 years of experience in sales engineering, product development and marketing roles in the telecommunications industry. Prior to joining the company, and for the past 3 years, Mr. Lewis was the Vice President of Strategic Implementations and Products at CommPartners, a nationwide wholesale VOIP CLEC located in Las Vegas. Prior to that Don held senior

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staff and operational management positions at Overture Networks, Alidian Networks, and [Tollbridge Technologies](#). Where he directed, implemented, and engineered the first nationwide Voice over IP network. Don Lewis is a former director of marketing for Tekelec. And he spent 19 years with GTE Telephone Operations now known as Verizon. At GTE, Mr. Lewis was last responsible for and managed the corporate competitive response department. As well as GTE's World Class Network program for very large customers in the West region. Mr. Lewis has been recognized for his accomplishments with awards such as the GTE circle of Success 100 Gold Award and the GTE Network Applications Specialist of the Year Awards. Mr. Lewis received a Bachelor's Degree in Business Science Management from California Lutheran University (CLU).

["Packet Island has been successful in creating a business plan that will ensure the company's success and sustainability," said Don Lewis, Vice president of Service".](#) Packet Island has positioned itself in a unique manner. The PI product set significantly benefits and insures the delivery of the VOIP promise of sustained growth into the enterprise and SMB marketplace".

Terry Howard brings more than 25 years of experience to Packet Island. Prior to joining the company, Mr. Howard was Director of Strategic and Channel Sales for Quintum technologies. He was also Director of Strategic National Accounts at Commpartners in Las Vegas. Terry's career includes sales and management positions at MRV Communications, Alidian Networks, Tollbridge Technologies, Premysis Communications (now Zhone), GTE (now Verizon), SP Telecom (now Qwest), PacTel (now AT&T), and IBM.

Mr. Howard has been recognized for his accomplishments with awards such as the GSD Sales Leader's Award presented by IBM, GTE President's leadership award, Presidents Club Awards at SP Telecom. Presidents Circle of Legends at Premisys. Mr. Howard received a Bachelor's Degree in Financial Administration from California State University at Northridge.

"Packet Island has perfected a VOIP assessment system that truly provides a best practice solution using the actual [network load](#)". This tool sets the new implementation standard for VOIP service providers, enterprise network managers, and VOIP network maintenance organizations." said Terry Howard, Vice President of Sales. Packet Island has clearly differentiated itself as the go to tool box to have to solve pressing issues that have previously inhibited the growth of hosted VOIP hosted services and SIP trunking deployments".

#### About Packet Island

Founded in 2004, Packet Island Inc. is a venture-backed company located in Santa Clara, California. Since its founding, Packet Island has pioneered the development of award-winning SaaS-based solutions for managing converged media networks for SMB and multi-site networks. More information can be found at <http://www.packetisland.com>

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