



The Leader in E911 Solutions

RedSky Corporate Profile

Overview

RedSky is the leading provider of E911 software solutions to the enterprise market with more customers, more technology, and more experience than any other provider. RedSky solutions help large and small organizations of all types capture manage and deliver the detailed location information necessary to provide effective 911 emergency response and other location-based services (LBS). RedSky software applications automate the E911 process, tracking phone movements and updating call servers, PBX and external LEC ALI databases so emergency responders have detailed location information on a 911 caller.

By some estimates, more than 60 million Americans working in or visiting office buildings, retail complexes, city centers, manufacturing facilities or educational facilities do not have the same level of 911 protection that they have at home. RedSky software solutions address this issue, providing the location-specific information to 911 dispatchers that is critical for effective emergency response.

Since 1999, RedSky has provided technology leadership to the E911 industry. RedSky was the first company to integrate E911 software to PBXs, the first to track IP phone movement using network regions and Layer 2 port level discovery, the first to provide PBX/Call server initiated emergency alert notifications and the first company to offer E911 as a Service. RedSky continues to drive innovation by our participation on standards bodies and industry associations including IETF, ATIS/ESIF, NENA and the 911 Alliance.

Corporate Background

Chicago-based RedSky has been delivering E911 software solutions to enterprises and government since 1999. More than 250 enterprises and government agencies, including 50 Fortune 500 companies, rely on RedSky solutions to automatically manage and deliver accurate E911 location information. The company has a proven track record of deploying E911 solutions for a wide range of customers across a broad spectrum of industry sectors.

In 2001, RedSky was awarded a patent for an automated location data record management system integrated with the enterprise PBX or call server. The company has been honored as a Deloitte & Touche "Fast 50" company for four years and as a Chicago Software Association "Rising Star." RedSky also recently received the Avaya Developer Connection Program (DevConnect) "Member of the Year" award. This honor is bestowed annually on the member company that contributes significantly to the revenue performance and competitive stance of the Avaya product line.

RedSky also is an active voice in the E911 industry, participating in the working committees of the National Emergency Number Association (NENA) and the Association of Public-Safety Communications Officials (APCO), the leading advocates and standards bodies for 911 in North America. An active participant in FCC policy proceedings that shape the policies, legislation and technical standards that govern E911 service, RedSky is shaping the technology solutions for next generation SIP and IMS networks with its participation in the emergency services working committees

of ATIS/ESIF and the IETF. This industry leadership makes RedSky a valued and trusted partner of large businesses, government agencies, organizations and institutions and ensures that the company's solutions keep pace with new technology and regulatory requirements that impact overall E911 location information management.

As a privately held venture funded company, RedSky's investors include CID Equity Partners and Dunrath Capital, both located in Chicago.

Customers

RedSky products currently is protecting more than half a million workers throughout the United States across many industries, including banking, communications, education, financial services, government, insurance, professional services, wholesale trade, and more. Some key customers include AT&T Solutions, Buckley Air Force Base, Cook County of Chicago, Edward Hospital, Farmers Insurance, JP Morgan Chase, Maricopa County, Ariz., Medicare/Medicaid, Safeco Insurance, Sherman Hospital and Wells Fargo Bank.

Partners

RedSky has valuable business partnerships with many organizations in the telecommunications and 911 industries to help shape 911 policy, leverage emerging technology and comply with evolving regulatory requirements. Its partners fall into three strategic categories:

911 Industry Partners

9-1-1 Industry Alliance
Association of Public Safety Communication Officials (APCO)
E911 Institute
Intrado
National Emergency Number Association (NENA)
National Reliability and Interoperability Counsel (NRIC)

Telecommunications Equipment Providers

Avaya – RedSky is a Platinum member of Avaya's DevConnect program, working closely to expand its E911 products to leverage the advanced capabilities of the Avaya Communication Manager platform.
Cisco – RedSky is an affiliate member of Cisco's developer program and has certified its solutions for interoperation with Cisco Call Manager.
Nortel – RedSky is a member of Nortel's developer program and has certified its solutions with the CS2100 and CS1000 platforms.

Distribution Partners

AT&T – RedSky works with the AT&T account team to position E911 with strategic accounts.
IBM – IBM resells RedSky solutions to enterprise, government and education customers.
Avaya – Avaya resells RedSky solutions to enterprise, government and education customers.
Cross Telecom – One of Avaya's Platinum business partners, Cross resells RedSky solutions to enterprise, government and education customers.
North American Communications Resources (NACR) – One of Avaya's Platinum business partners, NACR resells RedSky solutions to enterprise, government and education customers.
Westcon Group – As the leading specialty distributor of converged communications equipment and software, Westcon distributes RedSky products and services to resellers throughout the USA.

Leadership

Anthony Maier, President, CEO and Chairman of the Board
Nicholas Maier, Senior Vice President, Board Member
Bill Mertka, Vice President of Product Management
Brian Schwarz, Vice President of Engineering
Bob O'Brien, Principal-CID Equity Partners, Board Member
John Abernethy, Managing Director-Dunrath Capital, Board Member

Locations

Corporate Headquarters & Support Center

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Chicago, Illinois 60622
1-877-REDSKY1

Regional Sales Offices

RedSky has regional sales offices in California, Illinois, New Jersey, Maryland and Texas.

Contact Information

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