

THE LATEST NEWS, VIEWS, & ANNOUNCEMENTS

INSIDE

The Interview

Our greatest asset are the people who have dedicated their careers to the mission. We interview our Network System Sales Engineer, Paul Taylor, who has over 30 years of experience in telecommunications.

Vendor Highlight

This quarter we highlight Gladiator Forensics, which provides forensics intelligence gathering and analytical tools to safeguard against criminal threats.

Corporate News

Subsentio is pleased to announce the addition of several team members. Check out our Corporate News Section!

Law Enforcement Life Expectancy

-By Steve Bock, Founder & CEO

At a recent Subsentio Academy class, several of the investigators in attendance opened up to me about the challenges of being a Law Enforcement Officer. Of the many things they shared, the one statistic that alarmed me the most was when they told me that the average life expectancy of a State and Local Law Enforcement Officer when they retire is 5 years. 5 years!

When I asked what the primary reason for this was, they told me it was a myriad of problems. Although most sworn officers deal with difficult, disturbing investigations; it's the state and local cops who face the day-to-day grind of the worst evils of our society. They're the first ones investigating a murder scene, interviewing a rape victim, diffusing a domestic disturbance, investigating a child molestation case, a pedophile case, or human trafficking issues. They're on the front lines in riots and protests, and if they're wearing a uniform, they're the ones that are most likely to get spat on, get insulted, have rocks thrown at them, or even get shot at.

In addition, there are long hours away from home that put a serious strain on marriages and raising children. There's a lack of rest or a healthy diet and some of them medicate themselves to cope with the stress. When you're faced with these issues daily, it comes with a heavy burden that's difficult to bear. Showing emotions can be perceived as a weakness, and in some cases, superior officers will withhold promotions if they perceive that an officer is "soft."

So, the reason the life expectancy is so low is because officers are just worn out. The job has drained their life out of them, so there's nothing left in the tank to enjoy their retirement.

After I heard these stories, I told the entire class that Subsentio wasn't going to standby without getting involved to address the issue. Everyone agreed that the problem wasn't going to be solved internally but rather it would take external efforts outside of the police departments to help solve this problem.

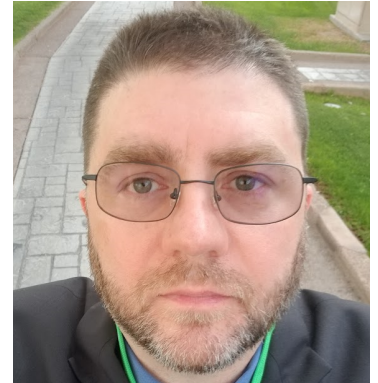
Subsentio is working with several organizations to create a roadmap for the physical, spiritual, and mental health of those that serve. You'll be hearing more about our plans in our next newsletter. So, stay tuned for further developments soon!

Interview with Paul Taylor, Network System Sales Engineer

-By Tamara Moorman, Commercial Manager

Paul Taylor's Biography

Paul Taylor recently celebrated his third anniversary at Subsentio and a cumulative 30 years in the telecommunications industry. He has vast experience in a variety of different telecommunication networks, including wireline, wireless, internet backbone, and more. He has been working in lawful interception for over 20 years and brings a deep understanding of CALEA and its impact on service providers and law enforcement.



Tamara: Tell us a little bit about your background. What was your education and early career experience?

Paul: I have a bachelor's degree in computer science from Rockhurst University, and since I enjoyed learning, I obtained an associate degree in information technology from Johnson County Community College after finishing my bachelor's. I started working in the telecommunications industry in 1993 at AT&T, and while at the time I thought it would just be a temporary position, I ended up enjoying working with computers and networking and stayed at AT&T for nearly seven years. While I was working at AT&T, I took several company-sponsored courses in UNIX, networking, and other technical topics. They also helped pay for my bachelor's and associate degrees, so it was a great opportunity to learn more about the telecommunications industry and expand my skill-set early in my career.

My career really launched when I started working at Sprint in early 2000. After working in Sprint's wireless broadband NOC for a couple months, I transferred to their internet backbone group where I was responsible for managing internet links between several data centers, including Pearl City, Hawaii; Seattle, Washington; Hamburg, Germany, and several locations in California. After working in that department for about three months, a friend from AT&T recommended I transfer to the Sprint PCS department since the mobile phone business was booming at the time. Although I was hesitant, fortunately, I took his advice and transferred into network planning for Sprint's mobile group, and the first project I was assigned was managing the production of the first picture phones in the United States as Sprint PCS was the first to market on the technology in 2002.

After launching the picture phone product, I was assigned a new project, real-time streaming audio and video to handsets, but when my coworker mentioned he had been assigned to government mandates, I was intrigued. We ended up trading projects, and that was my first introduction to CALEA and lawful interception.

Tamara: Tell us more about your experience with CALEA.

Paul: I'm a privacy advocate at heart, so once I had my hands on the project to install a CALEA compliant system in the nationwide 3G data network at Sprint, I wanted to learn all I could about lawful interception. At the time, I didn't know any of the vendors, so we issued an RFP that was awarded to Verint, which is where I first met Todd McDermott. We laugh about it now, but Todd gave me a piece of advice when we first started working together. He told me that if you enjoy this field, you will be in it for the rest of your life, and that's exactly what happened. Once every network planning group at Sprint found out that I liked government mandates, they gave me every single surveillance related project they could. I ended up managing all the location tracking systems at Sprint and the networks they owned.

Interview with Paul Taylor, Continued

Paul: After the CALEA compliant system was operationally ready for Sprint's 3G network, it was handed over to the corporate security group that interfaced with law enforcement, which is how I met Adele Spell as she managed that group at the time. When she moved on to work at Booz Alan and the FBI, I took over her position at Sprint. I was the single point of contact for everything CALEA at Sprint and went to several conferences throughout the year, meeting law enforcement and my counterparts at other carriers. I managed that group for almost seven years, which included Sprint's merger with Nextel and doubled our workload, especially with the push-to-talk feature that Nextel had. In 2010, however, I transferred over to the CALEA systems administration group at Sprint because I wanted to focus more on the technical operation of electronic surveillance. I worked with that group for over seven years before I left Sprint to work at Gladiator Forensics, which presented a new opportunity to work on the design for a collection system that would perform both lawful interception and wireless forensics and analysis. Then, right before I came to Subsentio, I worked for the interception vendor, AQSACOM.

I've always been a privacy advocate, and I wanted to know how lawful interceptions worked. I became a system administrator so I could be sure all the security, audit, and processes were in place and ensure people weren't abusing the system. I loved learning all I could about CALEA, and once I was in this industry, I never looked back.

Tamara: How did you connect with Subsentio?

Paul: When I worked at Sprint as an electronic surveillance manager, I worked with a lot of different trusted third party vendors, like Neustar, Verint, SS8, and VeriSign's NetDiscovery, so I was very familiar with the market, although I hadn't connected directly with Subsentio at the time. But I had managed to keep in touch with Todd since I would see him at one conference or another once or twice a year and we'd stop to chat, or I'd have a phone call with him once every couple years. When Subsentio posted an opening for a sales engineer, I reached out to him about the position. He opened the door for the interview process, and I've been with Subsentio for three years now. I really like working with all the other teams at Subsentio and supporting carriers. It's perfect for a lot of different

Are you prepared?

Timely, complete responses are critical in any legal demand from law enforcement, even demands for call records. Earlier this year, X/Twitter was found in contempt of court and fined \$350,000 for noncompliance of a search warrant.

Don't let this happen to you! Contact Subsentio at sales@subsentio.com to see how our Trust and Safety Team supports timely and accurate compliance.

operators as we have the knowledge and resources dedicated to lawful interception. Not a lot of carriers have the capability or capacity to support the increasing number of lawful interception and records production demands, so outsourcing it to Subsentio is the perfect answer.

Tamara: What do you foresee as the greatest challenge to the trusted third-party industry?

Paul: I would say the biggest challenge to our industry is mobile operators moving to dynamic networks and making sure lawful interception moves along with it. Basically, it's making sure that when technology evolves in a major shift, like what we're seeing with the big push to the cloud, that lawful interception vendors don't fall behind because of evolving technology. We're seeing an increase in lawful interceptions from law enforcement and more new carriers, so it's a challenge to create new lawful interception systems in the cloud. We've been working on some new lawful interception systems to help support the direction of evolving technology and it's certainly been challenging to keep up with them.

Vendor Highlight: Gladiator Forensics

-By Mark Bolton, Vice President of Product Management



GLADIATOR FORENSICS

THE NEXT GENERATION IN WIRELESS FORENSICS

Law enforcement agencies around the world are projected to spend nearly \$42 billion annually on digital forensics. It is a crowded marketplace, but Gladiator Forensics is the clear market leader for wireless network forensics. Their expertise is why Subsentio chose them as their partner in providing cellular analytic services to law enforcement agencies.

The cell phone has become the new DNA in investigations, and the forensics ecosystem that Gladiator Forensics has created is the most comprehensive tool set available. Their OSS suite offers 4 tools in one.

CORPORATE NEWS



Subsentio is Growing!

Subsentio is proud to announce that we welcomed **John Scaggs** as President and Chief Operations Officer. John has extensive experience in Sales and Operations following his service in the U.S. Air Force.

Subsentio's Records Management Services Department recently expanded and added several Records Production Analysts to the team. We welcome **Joel Bannister, Samantha Combs, Destinnee Juarez, Nicolas Lynch, Sean Love, and Kylie Cropp.**

Subsentio is also pleased to announce **Tamara Moorman** recently returned to Subsentio as Commercial Manager.

Welcome New Team Members!

- The **Gladiator Autonomous Receiver (GAR)** uses patented analytics to prioritize and configure search areas in-line with actual RF network coverage and cell tower activity. The GAR is fully configured to support all wireless access technologies globally, including 5G networks.
- The **Enterprise Sensor Processing Analytics (ESPA)** is a geographic information system which seamlessly unifies case management, data storage, and analytics from all of Gladiator's intelligence gathering and analytical tools.
- **Smart Track** is an automated live monitoring system for geo-fencing, alerts, and mapping GPS and email pings.
- **Sentinel** is an electronic surveillance solution that allows you to monitor a subject's real time location and mobility with detailed views, including location update messages.

For more information, visit the Gladiator Forensics website at: <https://gladiator-forensics.com>.