



## Fact Sheet

### OVERVIEW

The EMS Global Tracking division of EMS Technologies is a leader in global telematics, force-tracking and microtelemetry solutions, and is a pioneer in Search and Rescue technology.

The division's solutions are used around the world to safeguard and monitor cargo, personnel and fleet assets in some of the harshest environments of the world. The division has sold in excess of 185,000 satellite terminals, which offer a variety of options for communications:

- The SAT-202 terminal provides short-burst, two-way messaging, allowing organizations to locate, track and communicate with remote mobile assets.
- The TAM-210 terminal provides global asset tracking and due to its integral long life battery it is often deployed in locations where a terminal needs to work independent of a power source.
- The Osprey Personal Tracker is a portable lightweight device that offers two-way communication, tracking and alerting for individuals and fleets. In conjunction with the Osprey Personal Tracker, ViewPoint a web-based application allows you to manage and communicate with remote personnel whatever their location.
- The PDT-300i packet data terminal enables two-way messaging and GSP location at a higher bandwidth, ideal for Force Tracking solutions for situational awareness and command and control.
- Search and Rescue personnel recovery systems offer location data in emergency situations, and software for incident-response management utilizing the Cospas-Sarsat global SAR satellite constellation. EMS's civil SAR and military personnel-recovery capabilities save lives and ensure mission success.

### APPROACH TO MARKET

The EMS Global Tracking division provides core satellite terminals to Value Added Resellers (VAR's) as well as complete solutions to the end-user market. The division's core products and applications are designed to fulfill requirements for personnel and asset security, as well as tracking and monitoring for the transportation, maritime, military, energy, and logistics markets.

### CUSTOMER BASE

EMS Global Tracking serves a variety of civilian organizations, governments and the military. Major customers include: NATO, 23 governments responsible for search and rescue, including all four Cospas-Sarsat founding nations, Omnilink, Marine Instruments, Geoeye, Sky-fix, GC Net, Tristar and Tesacom. In addition, the company also supplies complete solutions worldwide to Non-Governmental Organizations (NGOs), the U.S. Department of Defense, and other military organizations.

## **FACILITIES**

The EMS Global Tracking division is headquartered in Tewkesbury, U.K. with additional offices in Canada, US and Australia. The Tewkesbury facility houses the network hub for the IsatM2M system along with associated, sales, support and engineering services to this product line whereas functions relating to EMS Emergency Management and Land Mobile Products are maintained in Ottawa Canada. EMS Global Tracking's senior management is spread across both the Tewkesbury and Ottawa offices, with additional regional sales and support offices in Marion, Illinois and Adelaide, Australia.

## **Leadership Team**

Dino Koutrouki, Vice President and General Manager  
Steve Edgett, Vice President, Business Development & Strategy  
John McQueen, Global Commercial Sales Director  
Richard Smith, Senior Technical Director  
Robert Jackson, Finance Director  
Phil Wilkinson, Operations Director  
Paul Weiss, General Manager Global Tracking Australia

## **Headquarters**

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