

Sagem-Interstar Executive Biography



Jean Champagne, General Manager

In February 2007, Mr. Champagne joined Sagem-Interstar, where he is responsible for leading the company's global activities and development in areas related to VoIP, IP Telephony and IP fax. He has had a distinguished career in telecommunications and networking, with over 20 years of international experience in sales and business development with Nortel, as well as with Avestor for the past two years.

His career with Nortel began in 1985 after eight years in the information technology sector. He held a number of sales management positions in Montreal over the next ten years. In late 1995, he became the Director of Business Development in Paris, at the European headquarters for Enterprise Networks, where he was initially responsible for all commercial activities in France. He soon contributed to overall strategic business planning, as well as the startup of new business initiatives across Europe with the Lagardère Group in a joint venture: Matra Nortel Communications.

He returned to Montreal in the summer of 1998 to start up a new global business unit for Nortel that

specialized in speech recognition software. In 1999, he became Vice-President of the Bell Canada (BCE) account team, where he led marketing efforts for the Nortel product portfolio destined for the network infrastructure of the BCE group of companies. Additionally, he established a Business Management group to support the entire Bell Canada account team across Canada.

In March 2001, Mr. Champagne became Senior Vice-President of the Optical Networks global business unit, where he held several key roles aimed at commercial engagements. He was the leader of the Business Management team, and was responsible for revenue assurance with strategic customers on five continents, with a particular emphasis on the North American service provider market. He also initiated a solutions group responsible for delivering converged network solutions – which included VoIP, storage, and optical networking elements – for large enterprise customers.

In May 2005, he joined Avestor, where he led the company's commercial and marketing

efforts for the lithium-metal-polymer battery destined for the telecommunications market, with a strong focus on large-scale network service providers.

Mr. Champagne is a graduate of HEC Montreal in Business Administration and International Marketing. He has also completed specialized programs at the International Center for Research and Studies in Management (CIREM-HEC) and at the Richard Ivey School of Business.

Mr. Champagne is active in the Montreal community and represents Sagem-Interstar on several non-profit boards and executive committees, such as the French Chamber of Commerce in Canada and the International Institute of Telecommunications of Montreal. As well, for several years he was involved with the CIREM-HEC, the I Musici de Montréal Chamber Orchestra, the United Way of Greater Montreal, and the Jeune Chambre de commerce de Montréal (Young Chamber of Commerce of Montreal).



"I am extremely confident that Sagem-Interstar has a very bright future: the boardless IP fax server market is projected to grow by 500% over the next four years, the XMediusFAX T.38 FoIP technology is years beyond anything else on the market, and our parent company – conglomerate Sagem Communication – has the resources and product depth to enable us to take advantage of the tremendous opportunities ahead of us."

– Jean Champagne