

OC's Top Wireless, Telecom Firms Ramp Up Offerings

Costa Mesa's UVNV Rises Into Top 5 Slot

By KATIE MURAR and KEVIN COSTELLOE

Orange County's largest telecom firms are holding on to their headcount as they ramp up service offerings and partnerships in and outside of the region.

For Costa Mesa-based **UVNV Inc.**, that means an expansion of its services via its subsidiary, **Plum**, which connects smaller mobile carriers that resell cellular data from larger mobile network operators, such as **AT&T** and **T-Mobile**.

Plum this month announced an expansion of its partnership with the latter service provider, which Plum has worked with exclusively for a decade.

The new agreement enables Plum "to offer its customers a host of turnkey programs on the nation's largest, fastest and most reliable 5G network," it said in a statement.

"The combination of T-Mobile's network with Plum's technical capabilities and proven go-to-market expertise will enable customers to capitalize on a broad scope of wireless opportunities," **Dan Thygesen**, senior vice president of T-Mobile Wholesale, added.

Plum refers to itself as one of the fastest-growing mobile virtual network aggregators. The company is indeed fast-growing in Orange County; UVNV posted a 48% jump in its local headcount to 497 employees, earning it the No. 5 spot on this year's Business Journal list of the top Telecommunications and Wireless Compa-



nies. UVNV, which offers prepaid mobile services at low cost, is up two slots from last year when it was listed as Ultra Mobile. It's the largest local company featured on the list, which is based on the size of a company's local workforce.

Beating the Competition

New Jersey-based **Verizon Communications Inc.** and T-Mobile of Bellevue, Wash., held the top spots with an estimated 1,600 and a reported 1,315 workers, respectively, in their local offices, largely unchanged from last year.

Top local employer Verizon is seeking new ways to add wireless phone subscribers during a shaky time for the sector.

Last month, the firm said it added 12,000 monthly wireless phone subscribers in the second quarter, far below analysts' predictions for 167,200 new phone customers, as phone carriers struggle to offset the inflationary environment.



"Our second quarter was not a good barometer of where Verizon has been, or where we're going," Verizon CEO and Chairman **Hans Vestberg** said in an earnings call following the results. "We're not satisfied with our performance. We know what the issues are."

Verizon has had more traction for its high-end priced plans than its lower-priced plans, though it expects to see a boost in business from that segment after launching the \$30 Unlimited Welcome plan.

T-Mobile appears to have fared better than Verizon and AT&T—No. 3 on the list—when it comes to securing and maintaining customers.

"We delivered our highest ever Q2 postpaid net additions with an industry best 1.7 million, more than AT&T and Verizon combined," T-Mobile CEO and President **Mike Sievert** said during a July 27 earnings call. "This includes 723,000 postpaid phone net adds. Our postpaid phone churn dropped 13 basis points sequentially to 0.80, and we were the only wireless service provider to improve year over year."

Local Sales

Overall, the number of OC employees in the telecoms and wireless industry rose about 1.7% to 7,249 this year.

Mobilitie, the telecommunications infrastructure giant founded by **Gary Jabara**, and sold to Australia's **BAI Communications** last year for what reports pegged to be about \$1.7 billion, ranks No. 13, with 76 local employees, up from 70 last year.

Mobilitie's infrastructure offerings enable wireless coverage in a variety of settings, ranging from stadiums to casinos as telecommunications companies increasingly focus on super-fast 5G wireless technology.

The company's projects include public transit systems in the San Francisco Bay Area and Seattle, as well as deploying a 5G network at LA's Crypto.com arena and L.A. Live.

Irvine-based **Infinite Electronics**, a global supplier of components that was acquired by **Warburg Pincus** last year for an undisclosed sum, moved up one notch to No. 8 with an estimated 150 employees. ■

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Senior VP and General Manager, TCL Communication, North America
TCT Mobile (US) Inc. dba TCL Communications Inc.



PENNY COTNER

CEO and President
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JODI DUVA

VP, Cox Business
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DAVID GLICKMAN

CEO
UVNV Inc.



DAVID KIM

General Manager
Blue Violet Networks



PAUL PICKLE

CEO and President
Lantronix Inc.

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▶ NEXT WEEK'S LISTS *Architecture Firms / Engineering Firms*

RANKED BY NUMBER OF OC EMPLOYEES

Rank	Company Prev. Rank	Address	Company logo	OC employees yearly % change	Partial list of brands sold/serviced	Partial list of products/services offered	Corporate headquarters	Top local official(s) Title Phone/fax	
1	(1)	Verizon Communications Inc. 15505 Sand Canyon Ave. Irvine 92618-3114 Website: verizon.com		1,600 ⁽¹⁾ NA	Samsung, Google, Motorola, LG, Apple	4G and 5G wireless technology; broadband and fiber; video and advertising; IoT; managed security	Basking Ridge, N.J.	Hans Vestberg chairman/CEO (949) 286-7000	
2	(2)	T-Mobile USA Inc. 6591 Irvine Center Drive, Ste. 100 Irvine 92618-2130 Website: t-mobile.com		1,315 ⁽¹⁾ NA	T-Mobile, Apple, Samsung, OnePlus, Cat, Google, Motorola, Alcatel, Moxee, Anker, Beats, Belkin, LG, Lifeproof, Marshall, Microsoft, mophie, Native Union, Nite Ize, OtterBox, PopSockets, Razer, SanDisk, Skullcandy, Sonix, Speck	Smartphones, tablets, smartwatches, wireless, audio, smart home, accessories, 4G LTE, 5G, 5G wireless home internet	Bellevue, Wash.	Rob Ashley VP, West region field sales (800) 937-8997	
3	(3)	AT&T Communications LLC 1452 Edinger Ave. Tustin 92780-6246 Website: att.com		1,150 ⁽¹⁾ NA	AT&T, AT&T Fiber, AT&T U-Verse, DirecTV, Apple, Samsung, LG	Wireless, home and business phone service, digital TV, internet	Dallas	Adrian Quintanilla VP/general manager, Southern California (800) 331-0500	
4	(4)	Charter Communications Inc. 5 Hutton Centre Drive Santa Ana 92707-8714 Website: spectrum.com		850 ⁽¹⁾ NA	Spectrum	Spectrum Internet, Spectrum TV, Spectrum Mobile, Spectrum Voice, Spectrum Networks	Stamford, Conn.	Shannon Atkinson senior VP, operations, West Region (855) 366-7132	
5	(5)	Cox Communications Inc. 27121 Towne Centre Drive, Ste. 200 Foothill Ranch 92610-2825 Website: cox.com		497 -3%	Cox Communications, Cox Business, Cox Media, Cox Enterprises, Cox Business Security Solutions, Managed Cloud Services	Panoramic Wi-Fi, GigaBLAST, Connect2Compete, video (Contour), home automation and security (Cox Homelife), Panoramic Wi-Fi, digital phone, small/midsized/large business solutions, web hosting, Wi-Fi solutions, Ethernet	Atlanta	Jodi Duva/Colleen Dillaway VP, Cox Business/market VP (949) 240-1212	
5	(7)	UVNV Inc. ⁽²⁾ 1550 Scenic Ave., Ste. 100 Costa Mesa 92626-1420 Website: ultramobile.com Email: info@ultra.me		497 48%	Ultra Mobile, Mint Mobile, Plum	Wireless plans; wholesale wireless solutions provider, connecting brands and organizations on the T-Mobile 5G network	Costa Mesa	David Glickman CEO (888) 777-0446	
7	(6)	Crown Castle USA 200 Spectrum Center Drive, Ste. 1700-1900 Irvine 92618-5008 Website: crowncc.com Email: tim.brown@crowncc.com		307 13%	would not disclose	Towers, small cells, and fiber	Houston	Dan Schweizer government affairs director (949) 306-6602	
8	(9)	Infinite Electronics Inc. 17792 Fitch Irvine 92614-6020 Website: infiniteelectronics.com Email: info@infiniteelectronics.com		150 ⁽¹⁾ NA	Pasternack, Fairview Microwave, L-com, MilesTek, Aiconics, KP Performance Antennas, PolyPhaser, Transtector Systems, RadioWaves, Integrated Network Cable, ShowMeCables, Integra Optics, INC-Installs	Wired and wireless connectivity products, radio-frequency and microwave components	Irvine	Penny Cotner CEO/president (949) 261-1920/(949) 261-7451	
8	(9)	TPx Communications 72 Corporate Park Irvine 92606-5147 Website: tpx.com Email: shannon.graham@tpx.com		150 ⁽¹⁾ NA	TPx Communications	UCx Unified Communications, SIP trunking, hybrid SIP trunking, MSx managed IT services (SD-WAN, endpoints, firewalls, data center, Office 365, backups), managed connectivity (MPLS/internet)	Austin, Texas	Paul Wright direct sales manager (949) 777-7294/(949) 777-7037	
10	(NR)	Iteris Inc. 1700 Carnegie Ave., Ste. 100 Santa Ana 92705-5551 Website: iteris.com Email: info@iteris.com		146 -11%	Iteris	Smart mobility infrastructure solutions including traveler information systems; transportation performance measurement software, operations software, and data sets; traffic analytics software and engineering services; advanced sensing devices; managed services; mobility consulting services	Austin, Texas	Joe Bergera CEO/president (949) 270-9400/(949) 270-9406	
11	(12)	TCT Mobile (US) Inc. dba TCL Communications Inc. ⁽³⁾ 25 Edelman, Ste. 200 Irvine 92618-4359 Website: tcl.com/us/en/		115 0%	TCL Mobile, Alcatel Mobile	Mobile phones, LTE tablets, smartphones, stylus smartphones, internet devices, phone accessories, headphones	Shenzhen, China	Eric Anderson senior VP/general manager, TCL Communication, North America (949) 892-2990	
12	(11)	CalAmp Corp. 15635 Alton Parkway, Ste. 250 Irvine 92618-7328 Website: calamp.com		89 -22%	CalAmp, LoJack, Tracker, LoJack Italia, LoJack Mexicana, LoJack Espana	CalAmp Fleet, CalAmp Supply Chain, CalAmp K-12, CalAmp Smart Trailer, CalAmp Connected Car, CalAmp Telematics Cloud, CrashBoxx, CalAmp Vision, CalAmp Tags, Here Comes The Bus, LoJack Stolen Vehicle Recovery, LoJack Connect, Smart Dealer	Irvine	Jeff Gardner CEO/president (949) 600-5600/(805) 856-3857	
13	(8)	Mobilitie Operations LLC 660 Newport Center Drive, Ste. 200 Newport Beach 92660-6403 Website: mobilitie.com Email: solutions@mobilitie.com		76 9%	would not disclose	Wireless infrastructure	Newport Beach	Christos Karmis CEO/president (877) 999-7070	
14	(13)	D-Link Systems 14420 Myford Road, Ste. 100 Irvine 92606-1019 Website: us.dlink.com Email: sales@dlink.com		70 ⁽¹⁾ NA	D-Link Systems	Home security, home automation, consumer and enterprise networking products	Taipei, Taiwan	William Brown regional president/chief information security officer (714) 885-6000	

Abbreviations: NA: not applicable; NR: not ranked
 Note: To the best of our knowledge, this information is accurate as of press time. While every effort is made to ensure the accuracy and thoroughness of the list, omissions and typographical errors sometimes occur. Unless otherwise noted, the information on this list was provided by the companies themselves. List may not be reprinted without permission of the editor. Photos show the first top official listed.

⁽²⁾ Previously listed as Ultra Mobile













⁽³⁾ Previously listed as TCL Communication Technology Holdings Ltd.

⁽¹⁾ Business Journal estimate

Researched by Meghan Kliever

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15 (NR)	Lantronix Inc. 48 Discovery, Ste. 250 Irvine 92618-7731 Website: lantronix.com Email: gmiller@lantronix.com		60 -5%	Ingram Mirco, Arrow Electronics, TD-Synnex, Symmetry Electronics, Digi-Key, Mouser Electronics	ConsoleFlow software platform for wireless & 5G products, G520 Cellular Gateway Rugged LTE & 5G, E210/E220 Series Cellular Routers, SGX5150 Wi-Fi Gateways, XPico Series Wireless Modules, Open Q System of Modules	Irvine	Paul Pickle CEO/president (949) 212-0960/(949) 453-3995	
16 (14)	Lumen Technologies Inc. 17836 Gillette Ave. Irvine 92614-6502 Website: lumen.com		50 ⁽¹⁾ NA	Cisco, HPE, Aruba, Palo Alto Networks, Fortinet, AWS, Microsoft, Avaya, SAP	Provides hybrid networking, cloud connectivity, and security solutions through global fiber network	Monroe, La.	Alison Greenwood VP/general manager (318) 388-9000	
17 (18)	Method Technologies Inc. 10805 Holder St., Ste.100 Cypress 90630-5145 Website: mtinc.net Email: info@mtinc.net		40 8%	GoTo, AT&T, Spectrum, Cox Communications, Lumen, Comcast, Frontier Communications, Yealink, Poly	Carrier services (phone and internet bill analysis), voice and data cabling, telephone systems and VoIP, phone system migrations and installations, carrier migrations and installations, managed IT services, surveillance systems, website hosting, colocation and off-site backup solutions	Cypress	Aaron Tuomala CEO (714) 733-6300/(714) 733-6301	
17 (16)	Zayo Group LLC 17222 Von Karman Ave. Irvine 92614-6202 Website: zayo.com Email: aj.moul@zayo.com		40 ⁽¹⁾ NA	zColo by Zayo	Dark fiber, IP, wavelength, ethernet, DDoS/ security, CloudLink, SD-WAN, live video/ broadcast	Boulder, Colo.	A.J. Moul head of sales, media, content and commerce (949) 357-1929	
19 (15)	Blue Violet Networks 17815 Newhope St., Ste. M Fountain Valley 92708-5426 Website: bluevioletnetworks.com Email: info@bluevioletnetworks.com		30 -33%	Mitel, Cisco, RingCentral, Avigilon, Motorola, AVA, OpenPath, Extreme Networks	Video surveillance, access control, physical security, networking, phone systems, technology consulting	Fountain Valley	David Kim general manager (714) 754-4000/(714) 540-1900	
20 (16)	Horizon Communications Technologies 13700 Alton Parkway, Ste. 154-278 Irvine 92618-1617 Website: horizon-com.com Email: ndegraw@horizon-com.com		17 -32%	Cisco, Extreme Networks, Fortinet, Commscope, Berk-Tec, Ericsson, Leviton	5G, network design, installation and maintenance; wireless (Wi-Fi, small cell, DAS); riser management, horizontal cabling, fiber install	Irvine	Nicolle DeGraw CEO (949) 398-3000	

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top official listed.

⁽¹⁾ Business Journal estimate