



**Qualcomm Incorporated**

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**LEN J. LAUER**  
**Chief Operating Officer**

Len J. Lauer is executive vice president of Qualcomm and chief operating officer. In this role, Lauer is responsible for Qualcomm's businesses focused on mobile content and services and emerging display technologies.

Lauer, a seasoned industry executive, joined Qualcomm in December 2006 with more than 20 years high-tech experience – 15 years specifically in the telecommunications industry. Lauer is currently on the board of directors for H&R Block.

Prior to Qualcomm, Lauer served as president and chief operating officer for Sprint, where he directed all of the company's operations to deliver converged media and communication services.

Lauer joined Sprint in 1998 and held several executive leadership positions including president of Sprint PCS. Lauer's turnaround of Sprint PCS beginning October 2002 was marked by a stock price appreciation of more than 430% within an 18 month period. He also served as president of Sprint's consumer services group, president of Sprint Business, and president of the global markets group where he directed product development, marketing and sales, network operations, technology planning and information technology.

Prior to joining Sprint, he was president and CEO of Bell Atlantic-New Jersey. Lauer also spent more than 10 years with IBM, holding a variety of management positions in marketing and sales.

Lauer holds a bachelor's degree in managerial economics from the University of California, San Diego. He and his wife Beth and their children Ali, Trent and Chase reside in La Jolla, CA.

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