



TURTLE BEACH™
CORPORATION

NASDAQ: HEAR

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This presentation contains certain financial measures, including adjusted EBITDA, that the Securities and Exchange Commission defines as “non-GAAP financial measures.” This non-GAAP financial measure, as calculated by the Company, is not necessarily comparable to similarly titled measures reported by other companies. Additionally, this non-GAAP financial measure is not a measurement of financial performance or liquidity under GAAP and should not be considered an alternative to the Company’s other financial information determined under GAAP. Management believes that this non-GAAP financial measure, when read in conjunction with the Company’s reported results, can provide useful supplemental information for investors analyzing period to period comparisons of the Company’s results. “Adjusted EBITDA” is defined by the Company as net income (loss) before interest, taxes, depreciation and amortization, stock-based compensation (non-cash), and certain special items that we believe are not representative of core operations. The Adjusted EBITDA outlook for the first quarter and full year 2016, have not been reconciled to our net loss outlook for the same periods because certain items that would impact interest expense, provision for income taxes and stock-based compensation, which are reconciling items between net loss and Adjusted EBITDA, cannot be reasonably predicted.

Who We Are

- ▶ **Turtle Beach** is a premier audio innovation company with a 40-year legacy of creating new audio categories
- ▶ Longstanding, **#1 brand for gaming headsets** with **42% share** of the U.S. market¹
- ▶ Positioned for **renewed revenue and profit growth** as major industry product cycle continues
- ▶ We have created an **entirely new audio market** for directional sound with HyperSound Clear™ 500P
- ▶ HyperSound Clear 500P product launched in Q4-15 and is targeted at the **\$5B hearing health market**

1) Based on U.S. NPD Market data, revenue share for 2015.



Leading Gaming Headset Business & Transformational New Directed Audio Technology



	Headsets	HyperSound
Overview	Market share leader with large, loyal customer base	Breakthrough audio technology that allows directed placement of sound
Markets	Console Gaming  PC Gaming  Mobile 	Healthcare  Commercial  Consumer  Licensing 
Catalysts	Well-positioned product portfolio for new gen consoles	Launched HyperSound Clear 500P into the \$5B hearing health market in Q4-15
FY16 Financial Profile	▶ ~\$162M in revenues ▶ New gen up ~15% over 2015 ▶ ~30% gross margins	▶ ~\$7M+ in revenues ▶ Significant growth with full rollout ▶ ~50% target gross margins¹

1) Target gross margins (excluding amortization) of ~50% at full run rate in Q4 2016.

- ▶ Significantly improve profitability of headset business (~4X EBITDA improvement)
 - ▶ Drive overall growth, offsetting expected \$20M+ YoY decline in old gen revenues with new gen increases
 - ▶ Continue to improve headset gross margins to achieve ~30% for the year
 - ▶ Improve international performance in spite of strong dollar impact
 - ▶ Manage OpEx to improve headset adjusted EBITDA to \$9M or better (~4x increase)
- ▶ Move HyperSound business towards cash flow breakeven
 - ▶ Prove success in the hearing healthcare channel – happy consumers, productive offices
 - ▶ Grow revenues to \$7-10M by scaling healthcare channel in U.S. and Europe
 - ▶ Continue to drive additional advancements in technology and HyperSound intellectual property
 - ▶ Manage spend carefully to have HyperSound adjusted EBITDA loss of less than \$14M
- ▶ Target positive consolidated adjusted EBITDA for 2016



2016 Outlook¹

(\$ in millions)	2016 Outlook	Management Commentary
Revenue:		
<i>New Gen</i>	\$140-\$145	12% to 16% growth from 2015
<i>Old Gen</i>	\$8-\$10	60% to 70% decline from 2015
<i>Other</i>	\$5-\$7	Flat with opportunity for international growth
Total Headset	\$153-\$162	Strong new gen growth combined with old gen drop
<i>HyperSound</i>	\$7-\$10	Significant growth in first year of commercialization
Consolidated	\$160-\$172	Modest increase from 2015 (increasing new gen, HyperSound combined with old gen drop)
Gross Margins		
<i>Headsets</i>	~30%	Increase of 400 basis points over 2015
<i>HyperSound</i>	40%-50% by Q4	By Q4-16 as revenues ramp (cash margin excluding amortization)
Adjusted EBITDA:		
<i>Headsets</i>	~\$9	~4X increase over 2015
<i>HyperSound Investment</i>	Lower than \$14	Modest reduction from 2015 reflecting revenue and OpEx growth
Consol. Adj. EBITDA	Targeting profitable	\$10M+ increase from 2015 (excludes \$5.3M in interest expense)

1) Guidance issued on January 20, 2016 and reaffirmed on Mar 24, 2016.



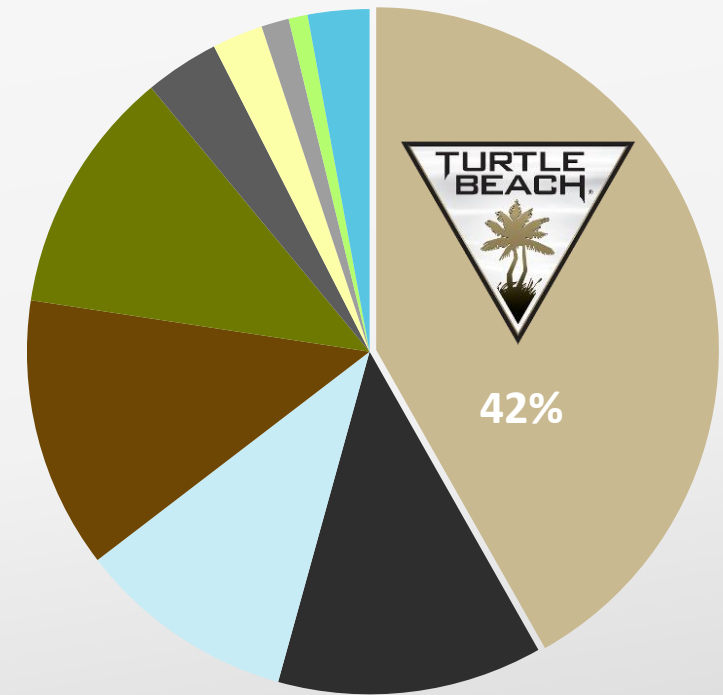
Gaming Headsets

Dominant Gaming Audio Provider with Leading Market Share

- ▶ **#1 gaming headset** provider for Xbox and PlayStation
 - ▶ 42% of U.S. market in 2015 (44% in Q4)¹
 - ▶ 45% of U.K. market in 2015 (48% in Q4)²
- ▶ **Completely transitioned portfolio** from old gen (Xbox 360 & PlayStation 3) to new gen (Xbox One & PlayStation 4) from 2013 to 2015
- ▶ **New gen headset revenues increased** 24% in 2015, 31% in Q4 2015 vs. 2014
- ▶ Xbox One: **4 of the top 5 headsets** and the top selling 3rd party headset in 2015¹
- ▶ PlayStation 4: **3 of the top 5 headsets** and the top selling 3rd party headset in 2015¹

— #1 IN —
GAMING AUDIO

2015 U.S. Gaming Headset Market Share¹



1) Video Games POS Monthly Update, The NPD Group, Inc. (US data)

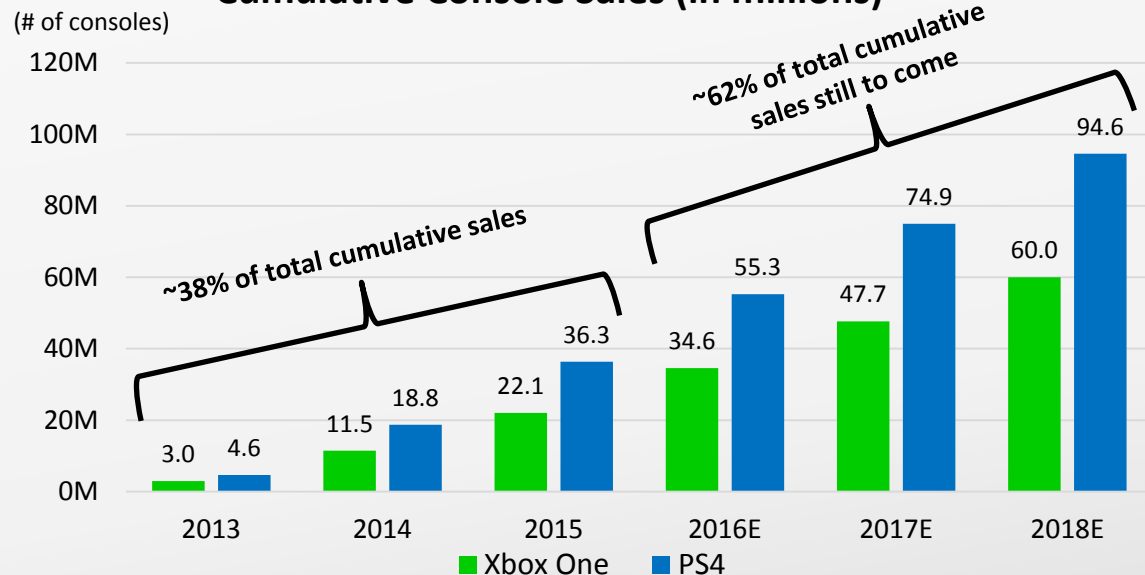
2) Gfk/Gfk Chart-Track.

New Gen Console Growth

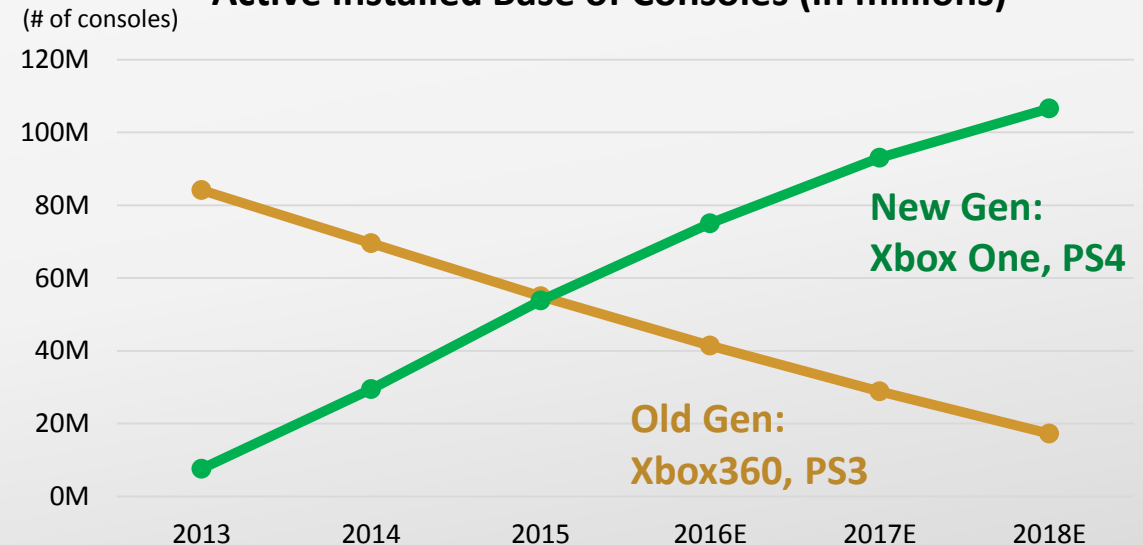
Platform	Cumulative Sales (Current → 2018 est.)
	22M → 60M
	36M → 94M

- ▶ Cumulative new gen console sales totaled 58M as of 12/31/15
- ▶ New gen console sales are up over 40% vs. old gen at same time in cycle
- ▶ Over 30M new gen consoles expected to be sold worldwide in 2016
- ▶ New gen cumulative console sales projected to exceed 150M worldwide in 2018

Cumulative Console Sales (in millions)



Active Installed Base of Consoles (in millions)



We Cover All Key Price Points – More Than Any Competitor

Retail ASP	<\$50		\$50 - \$99		\$100 - \$200		>\$200		
Console	PS4	Xbox One	PS4	Xbox One	PS4	Xbox One	PS4	Xbox One	TOTAL
	Recon 60P	Recon 50X Recon 30X	Stealth 400	XO4 Stealth	Stealth 500P	Stealth 420X XO7 Pro	Elite 800	Stealth 500X Elite 800X	16
	Recon 50P		PX22	XO1					
	P4c		PX24						
Sony			Silver Wired Gold Wireless						2
Microsoft		XB1 Chat		XB1 Stereo					2
Astro						A40 + M80	A40 + MixAmp A50	A40 + MixAmp A50	5
PDP	LVL 5+ LVL 3 LVL 1	LVL 3 LVL 1	AG 9	AG 9 LVL 5+					8
Mad Catz	Kaiken Kama	Kaiken Kama		Kunai					5

We Have Differentiated Technology...



Advanced Chat

Chat technology like noise gate, chat boost, variable microphone monitor



Digital Signal Processing (DSP)

Game audio and chat presets that can be customized using a new mobile app



Bluetooth

Dual-pairing Bluetooth in most wireless headsets for chat, mobile gaming, audio calls and music streaming



Active Noise Cancellation

1st gaming headset to use noise cancellation for both inbound audio and outbound chat



DTS Headphone:X

1st gaming headsets with DTS 7.1 surround sound to provide incredibly accurate and immersive directional sound



Superhuman Hearing™

Provides a competitive advantage by making important, quiet sounds louder and easier to hear

...And Strong Distribution

Strong Retail Presence

Product sales in over 40 countries with over 280,000 points of distribution

Sample retailers



Great Partnerships

Partnerships with industry leading brands



12,000+ Interactive Displays

Market leader in deploying interactive gaming headset displays



PC Gaming

International

- ▶ Approximately \$400M market globally¹
- ▶ Launched eight new SKUs in 2014 and 2015
- ▶ Launched PC gaming accessories via a partner in 2014 including:
 - ▶ Keyboards
 - ▶ Mice
 - ▶ Mouse pads
- ▶ PC gaming more popular than console gaming in markets like Germany, China and other parts of Asia²
- ▶ **Leveraging expanded portfolio as a growth platform in Germany and China**

Sample PC Products



1) The NPD Group, IDC and Company Estimates.

2) Newzoo 2015 Global Games Market Report Premium.

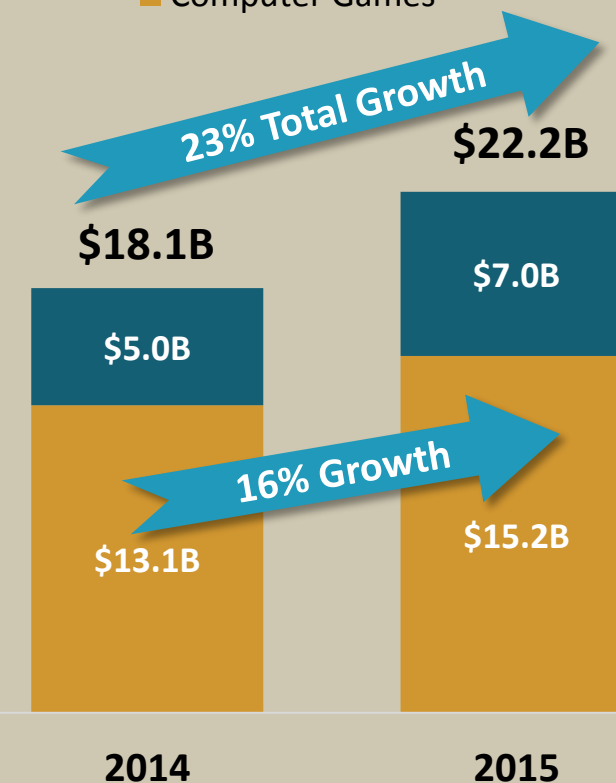
PC Gaming

International

- ▶ China represents long-term growth opportunity for console and PC gaming headsets
 - ▶ 446M Chinese gamers²
 - ▶ China represents <2% of our annual revenues today
 - ▶ China has lifted video game console ban
 - ▶ Turtle Beach first-to-market with Xbox One gaming headsets, planning to begin sales efforts in 2016-2017 when console sales ramp
 - ▶ Expect to initiate modest investment in 2016 to begin China growth efforts

Chinese Games Market Sales Forecast¹

- All Other Game Segments
- Computer Games



1) Newzoo 2015 Global Games Market Report Premium.

2) CGA, Newzoo China vs. US report Aug 2015.



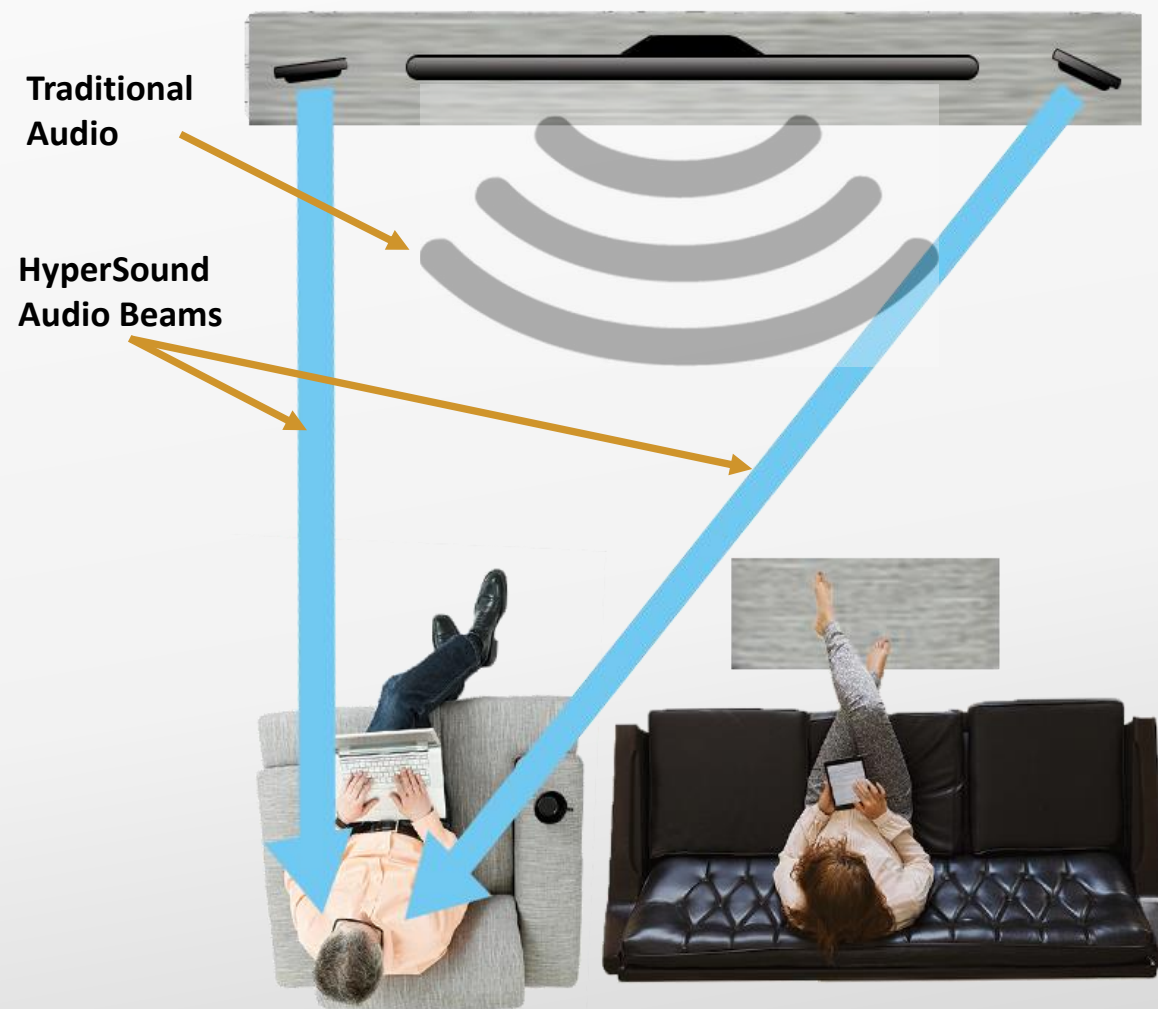
 **HYPER SOUND**®



HyperSound – A New Sound Delivery Mechanism

- ▶ **How does HyperSound technology work?**
 - ▶ Thin panels produce directional audio within an ultrasound beam, masking ambient noise
- ▶ Q4-15 launch into **\$5B hearing health market**¹ via HyperSound Clear 500P product
- ▶ HyperSound Clear 500P TV audio solution **improves the listening experience and speech intelligibility** for individuals with mild to severe hearing loss
- ▶ HyperSound technology shown to be effective in **commercial markets** requiring directed sound (as demonstrated by national kiosk rollout at Best Buy)
- ▶ Future opportunities in consumer markets and **licensing agreements**

How HyperSound Clear 500P Works



1) Johns Hopkins School of Medicine, Nov 2011. World Health Organization, 2013.

HyperSound Clear 500P – Entering a \$5 Billion Hearing Health Market

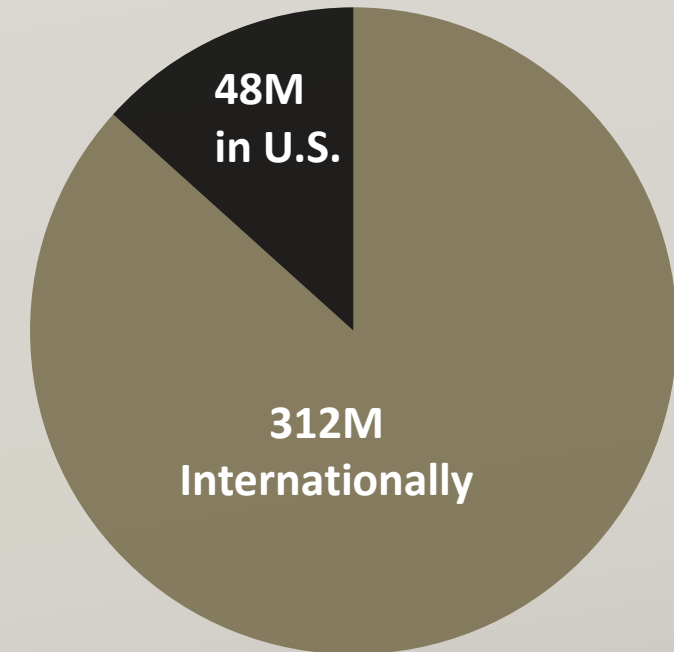
- ▶ Global hearing health market size estimated at **\$5B¹**
- ▶ 35-40% of people 65+ suffer from hearing loss¹
- ▶ **~13M hearing aids** are sold annually¹
- ▶ Potential **complementary and incremental revenue stream** for audiologists given low conversion rates on hearing aids
 - ▶ ~4% in ages 50-59²
 - ▶ ~22% in ages 80+²
- ▶ Two successful patient preference studies of HyperSound Clear 500P completed³
 - ▶ 79% said HyperSound Clear 500P improved their ability to hear and understand speech
 - ▶ 69% said they would either maybe, probably or definitely purchase

1) Johns Hopkins School of Medicine, Nov 2011. World Health Organization, 2013.

2) The Hearing Review, Tech Topic, Oct 2015.

3) Patient Preferences of 58 adult participants after two minute demonstration of HyperSound Clear 500P at conclusion of their audiologist appointment for a Directed Audio Solution, Hearing Review, 2015.

360 Million or 5% of the World's Population Suffer from Hearing Loss¹



HyperSound Clear 500P improves the listening experience and speech intelligibility for individuals with hearing loss

U.S. Hearing Health Market Structure & Channel Approach

Retail Channel	Market Size (est.)	Channel Landscape	✓ = Signed deals
Independent & Buying Groups	8,000 POS (Points of Sale) 1.2M Units ¹		Initial channel focus for HyperSound Clear represents ~90%+ of the points of sale
Retail Store Front	4,000 POS 750K Units ¹		We've already signed ~45% of overall points of sale
Veterans Admin.	800 POS 725K Units ¹	 Department of Veterans Affairs	
Direct to Consumer	300 POS 450K Units ¹		

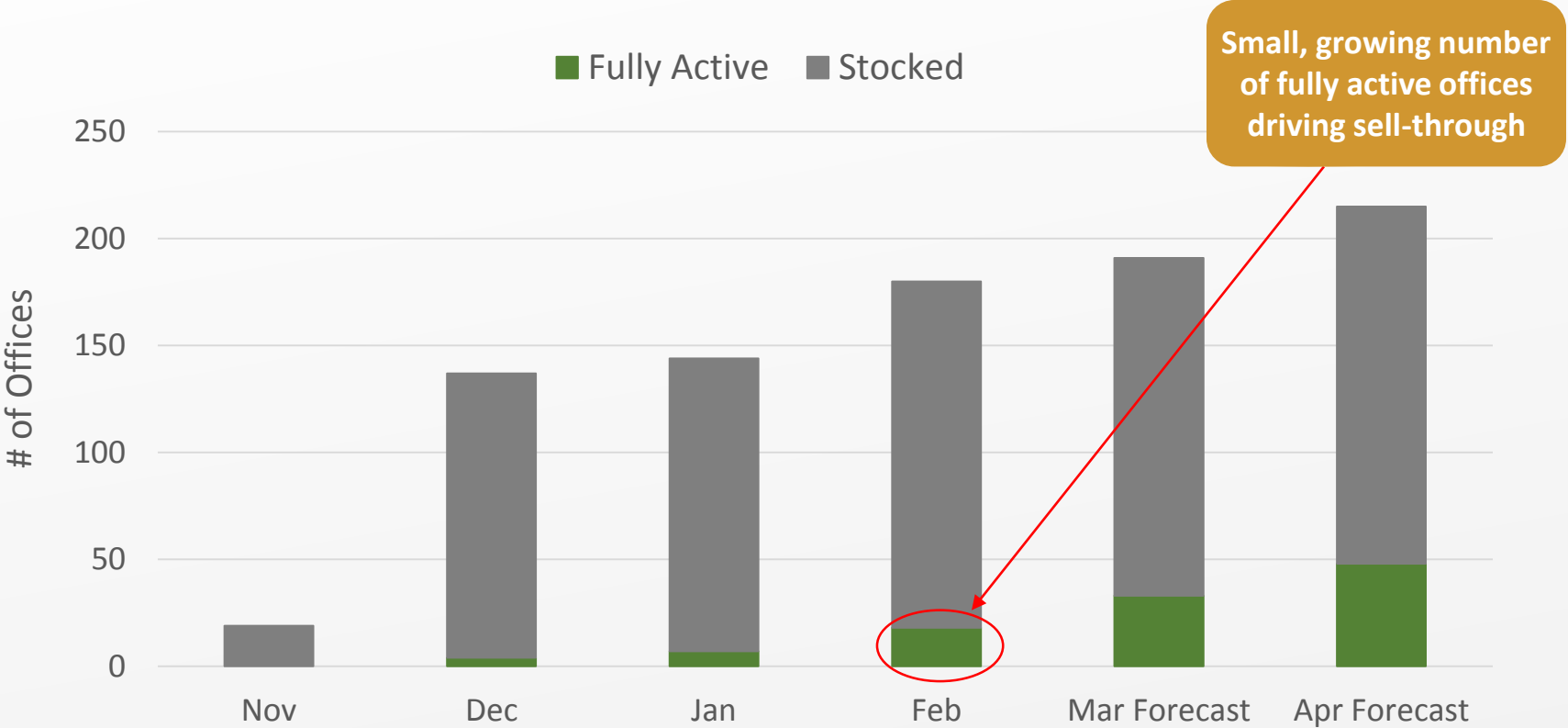
1) Approximate units of hearing aids sold via this channel.

HyperSound Clear 500P For Hearing Market: Our Strategy

- ▶ **Hire Leader:** Former president/CEO of two large hearing aid companies hired in 2014 to lead HyperSound
- ▶ **Get Clearance for Medical Device:** FDA 510(k) clearance in Feb 2014 allows us to market the product “to improve clarity and comprehension of sounds with or without use of hearing aids”
- ▶ **Commercialize Product:** Two years of product development completed with shipments started late Oct 2015
- ▶ **Sell as Hearing Product:** Now sold through hearing health care professionals for MSRP of \$1,675 and programmable for specific user’s hearing profile
- ▶ **Set-up Sales Channel:** Signed channel relationships giving us access to 5,600+ prospective hearing health offices and retail locations in the U.S. – representing ~45% of total distribution points
- ▶ **Scale Manufacturing:** Partnered with leading electronics manufacturer, Foxconn, and producing in Mexico



HyperSound Clear 500P Initial Channel Ramp Progress



- ▶ We are in early stage of rollout to hearing healthcare offices, pursuing careful approach to ensure success
- ▶ Offices require training and visits to become fully active (which has taken more time than expected)
- ▶ Certain fully active offices have experienced sales conversion rates of 20+% during product demonstration events
- ▶ Product survey results from initial set of consumer users are very positive (4.6+ star ratings)¹
- ▶ Launched in European market late Feb 2016

Early Purchaser Survey Results¹:



(4.6/5) **Improvement in Speech Clarity**



(4.7/5) **Ease of Use**



(4.7/5) **Overall Satisfaction**

1) Company conducted initial sample phone survey of 10 consumer purchasers and may not be indicative of each listener’s experience.

Commercial

- ▶ **Pre-defined sound zones** for in-store promotional, informational, beaconing and way-finding messages
 - ▶ Deployed in Nov 2014 to ~1,000 Best Buy stores in Activision Call of Duty® retail displays
- ▶ HyperSound/Kiosk pairing has shown a **28% sales increase** in a retail environment¹
- ▶ Audio for **interactive kiosks and displays**
 - ▶ 20M digital signs currently in North America²
 - ▶ 34M ATMs, vending machines and self-services kiosks in N. America at the end of 2015³
 - ▶ 2.5M self-service kiosks in 2015²



1) POPAI | HyperSound In-Store Research Report, Jun 2015.

2) BUNN Research, Jan 2014.

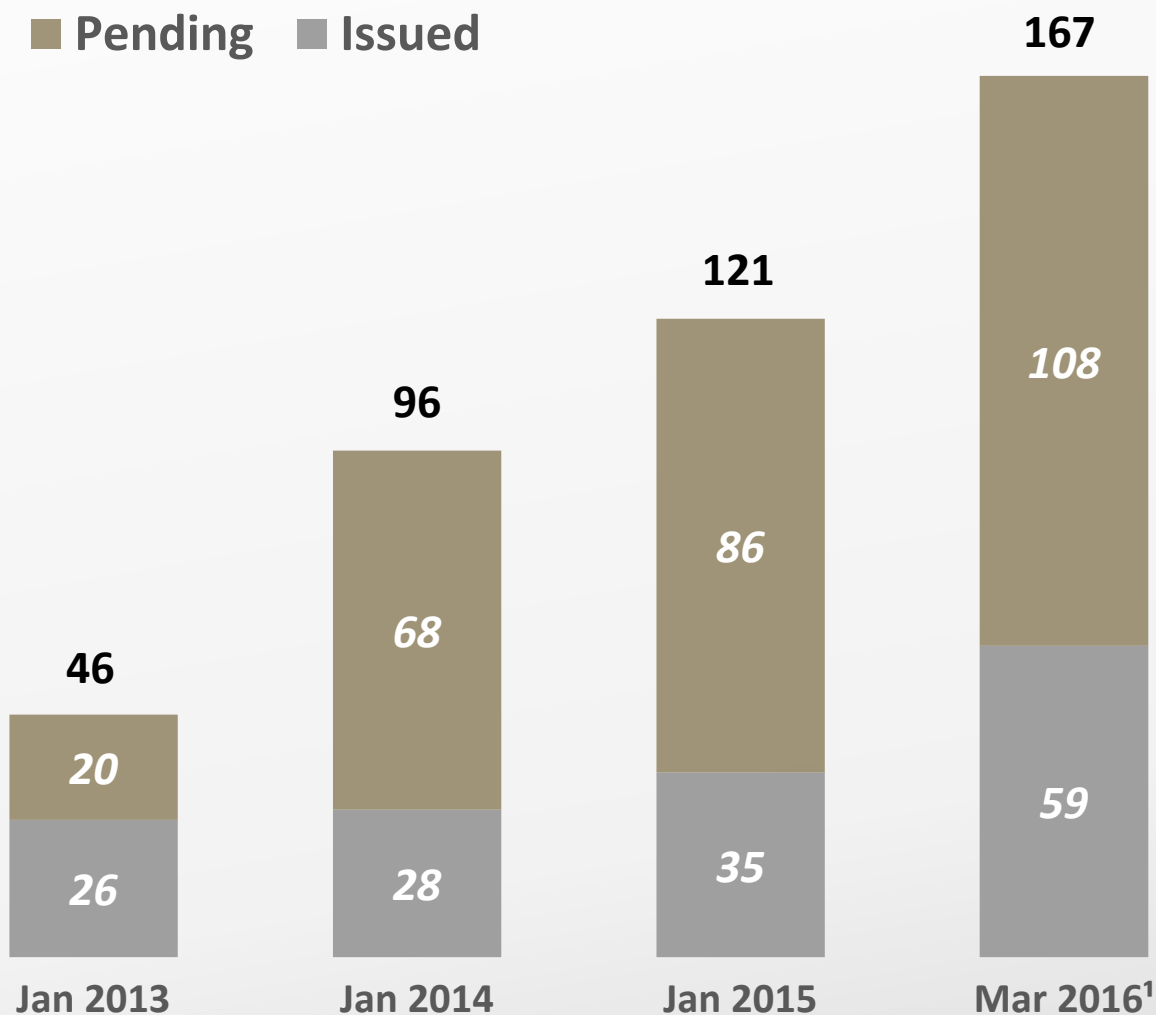
3) Self-Service Markets: ATMs, Kiosks, Vending Machines, BCC Research, Mar 2011.

Consumer & Licensing

- ▶ Immersive, directed 3D audio presents **consumer opportunities** for:
 - ▶ Home theater systems and sound bars
 - ▶ Desktop and gaming speakers
 - ▶ Other potential consumer audio opportunities
- ▶ Potential **licensing market opportunities** include:
 - ▶ Automotive and other transportation markets
 - ▶ Government and military applicants
 - ▶ Displays and televisions



Strong & Rapidly Growing Patent Portfolio



► Headset innovations:

- Audio processing
- Gaming specific features

► HyperSound innovations:

- Emitter construction
- Ultrasound and emitter electronics
- Digital signal processing techniques

1) As of March 31, 2016.

 TURTLE BEACH
Financial Summary

Key Stats

Trading Data (@ April 1, 2016)		Capitalization			Balance Sheet Highlights
Stock Price	\$1.13		@ 12-31-14	@ 12-31-15	▶ Revolver typically peaks in Q4 and lowest in Q1 after holiday receipts ▶ \$44.6M federal, \$20.6M state net operating losses @ Dec 31, 2015 offset taxable income (not scheduled to expire until 2029) ▶ Inventories down 32% to \$26.1M; accounts payable down 50% to \$17.7M @ Dec 31, 2015 ▶ In Feb 2016, raised \$6.2M in net proceeds (over 50% purchased by insiders), stabilizing liquidity ▶ \$0 on revolver @ Feb 29, 2016 ▶ AR less AP = \$39.5M @ Dec 31, 2015 (up \$14M YoY)
Market Capitalization	\$55.6M	Cash & Equivalents	\$7.9M	\$7.1M	
52 Wk. Low/High	\$0.91/\$3.72	Debt			
Avg. Daily Vol. (3 mo)	24.5K	Revolver (asset-based loan)	\$36.9M	\$32.5M	
Public Float	25%	Term Loans	\$7.7M	\$18.4M	
Primary Shares ¹	42.5M	Subordinated Notes ²	\$0.0M	\$17.2M	
SG VTB Holdings & Affiliates ¹	18.5M	Series B - Preferred Stock ³	\$14.9M	\$16.1M	
Retired Founders of Turtle Beach ¹	11.0M	Total Debt	\$59.5M	\$84.2M	
Options/Restricted Stock ¹	5.7M				
Warrants ¹	3.1M				
Fully Diluted Shares ¹	51.3M				

Sources: S&P Capital IQ, company filings.

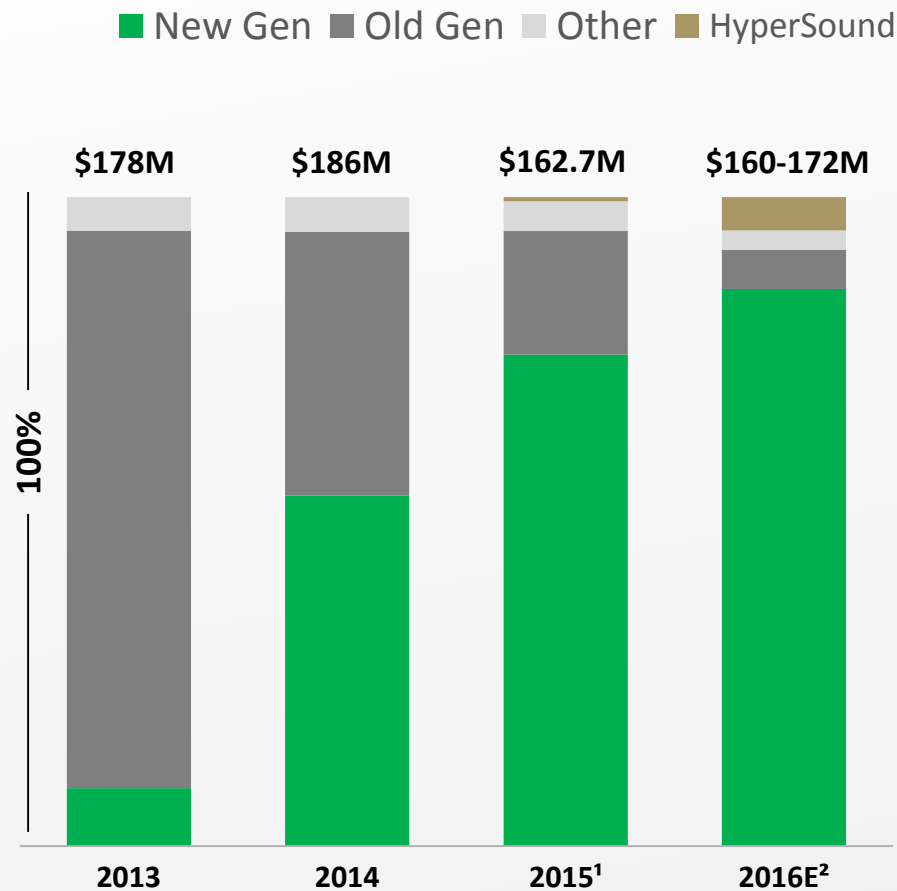
1) As of Dec 31, 2015.

2) Includes SG VTB Holdings (Stripes Group LLC, a private equity fund and our largest shareholder) and trusts affiliated with Ron Doornink, the Company's chairman of the board.

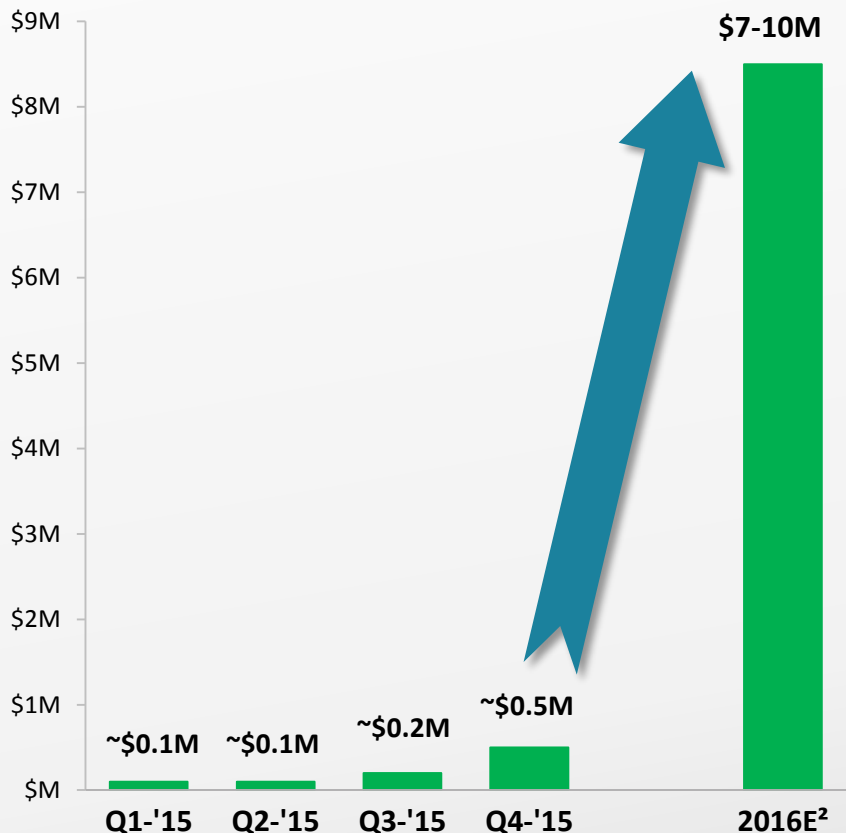
3) Non-callable, due in October 2030, and has 8% per annum PIK interest.

Revenue Growth Profile

Revenue Profile Over Time



Expected HyperSound Growth



- ▶ New gen sales up 24% from 2014 to 2015, 31% in Q4 YoY
- ▶ Old gen sales declined ~\$40M to under 12% of revenues in Q4 2015
- ▶ 2015 retail sell-through outpaced sales, leading to lower channel inventory
- ▶ New gen revenue expected to increase 12-16% in 2016³
- ▶ Old gen revenue expected to decline 60-70% in 2016³
- ▶ HyperSound Clear 500P launched in Q4-15 and expected to reach \$7-10M in revenues for 2016

Note: Old gen, new gen revenue splits are approximations.
1) Strong dollar and rapid drop in old gen significantly reduced revenues from 2014 to 2015.
2) Guidance issued on January 20, 2016 and reaffirmed on Mar 24, 2016.

Q1 2016 Outlook¹

	Q1'16 Outlook	YoY Δ	Management Commentary
Revenue	\$21.7M	10%	Strong holiday sell-through has continued into 2016
Gross Margin	>15.8%	Modest increase	New gen headsets carry higher gross margin
Adj. EBITDA	\$(9)M	7%	Reduced OpEx to more than offset increased HyperSound investments
EPS	\$(0.32)	-28%	+3% YoY excluding \$3.4M tax benefit in Q1-15

1) Guidance issued on January 20, 2016 and reaffirmed on Mar 24, 2016.

2016 Outlook¹

(\$ in millions)	2016 Outlook	Management Commentary
Revenue:		
<i>New Gen</i>	\$140-\$145	12% to 16% growth from 2015
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Total Headset	\$153-\$162	Strong new gen growth combined with old gen drop
<i>HyperSound</i>	\$7-\$10	Significant growth in first year of commercialization
Consolidated	\$160-\$172	Modest increase from 2015 (increasing new gen, HyperSound combined with old gen drop)
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<i>Headsets</i>	~30%	Increase of 400 basis points over 2015
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Adjusted EBITDA:		
<i>Headsets</i>	~\$9	~4X increase over 2015
<i>HyperSound Investment</i>	Lower than \$14	Modest reduction from 2015 reflecting revenue and OpEx growth
Consol. Adj. EBITDA	Targeting profitable	\$10M+ increase from 2015 (excludes \$5.3M in interest expense)

1) Guidance issued on January 20, 2016 and reaffirmed on Mar 24, 2016.

Key Takeaways

- ▶ Longstanding, dominant market leader in console gaming headset market with technologically differentiated products
- ▶ Console market growing strongly post new platform launches late 2013
- ▶ Company now completed successful portfolio transition for new Xbox and PlayStation consoles
- ▶ HyperSound Clear 500P launch into \$5B hearing health category, creating strong growth opportunity
- ▶ HyperSound commercialization and new gen headset transition expected to meaningfully improve margins, profitability and cash flows



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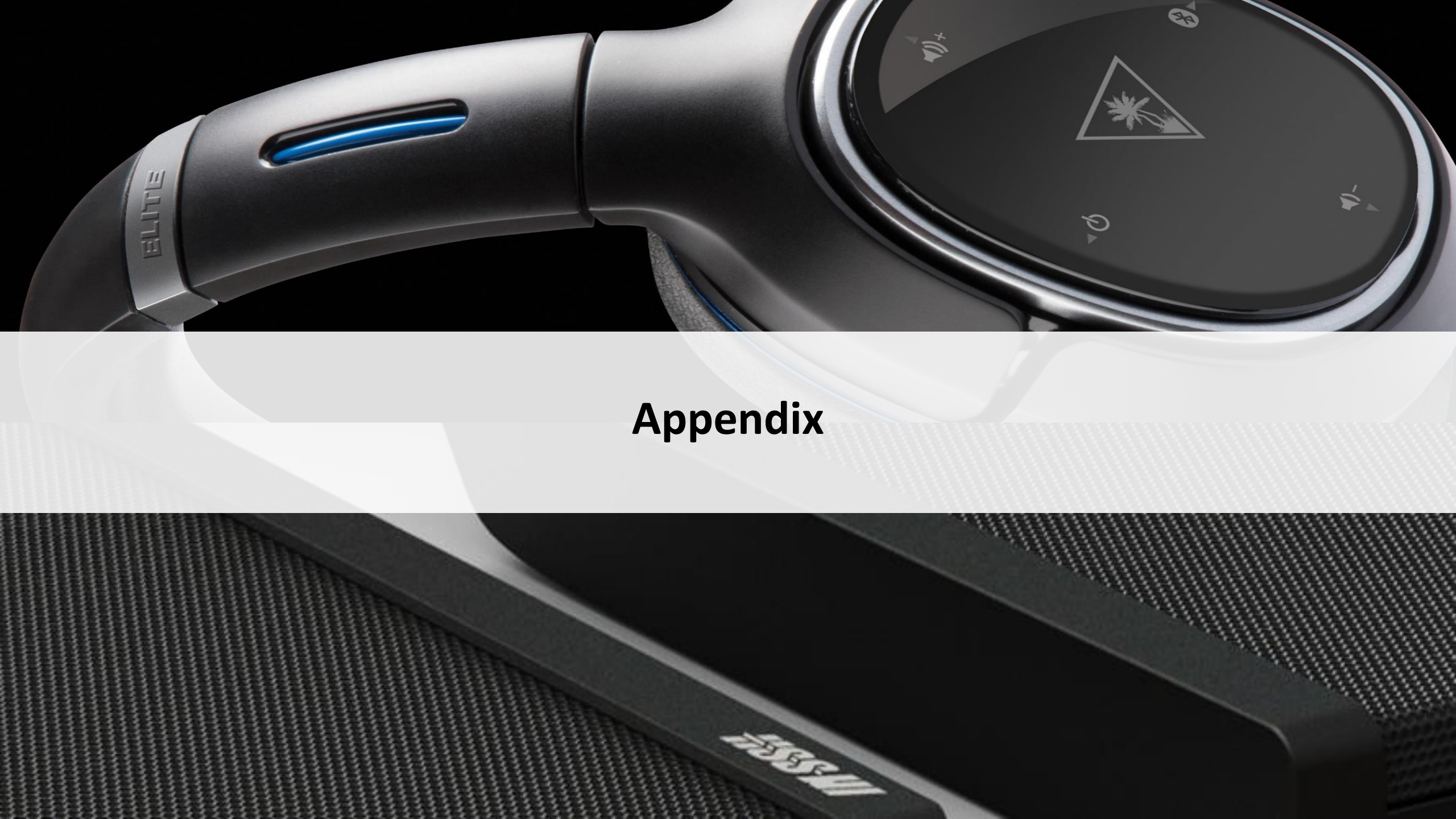
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COMPANY WEBSITES

www.turtlebeachcorp.com

www.turtlebeach.com

www.hypersound.com



Appendix

Experienced Management Team



Juergen Stark
CEO

- COO of Motorola Mobility's mobile business
- 10 years as principal at McKinsey & Company



John Hanson
CFO

- EVP and CFO at Dialogic
- CFO at One Communications Corp



Rodney Schutt
SVP, GM - HyperSound

- 25+ years of experience in the hearing health & medical device industries
- Past president/CEO of Luminetx, Aspyra, Unitron Hearing, and Widex Hearing, both leading hearing aid companies



Richard Kuvalik
CTO

- 15+ years in consumer audio
- Led peripheral products for PlayStation at Sony



Rob Andris
SVP, Global Supply Chain & Ops

- VP, Global Supply Chain Operations, Hewlett Packard
- 20 year, supply chain management, IBM, Cisco, HP



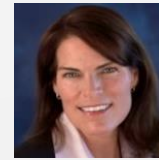
Andrew Lilien
VP of Marketing

- 20+ years of brand, consumer and retail marketing experience
- Past experience at ESPN, Fleeer Trading Cards and National Media Group



Cris Keirn
VP of Global Consumer Sales

- Led headset transition as VP of business planning & strategy
- 17 years with Motorola in product management, operations, quality and customer relations



Megan Wynne
General Counsel

- 5 years with I-Flow, a Kimberly-Clark Health Care Company
- 13 years with Morris Polich & Purdy law firm



Scott Steele
SVP of Product Development

- 23 years of experience in technology product development
- Founded Green Edge Technologies and served for 2 years as its CEO



Woody Norris
Chief Scientist

- Noted life-long inventor and entrepreneur
- Lemelson-MIT Prize for the invention of HyperSound



Experienced Board of Directors



Ron Doornink
Chairman

- Former Chairman and CEO of Activision Publishing (NASDAQ: ATVI)
- Operating partner of Stripes Group, LLC
- Founder and principal of Erasmus Equity Investments



Juergen Stark
CEO and Director

- COO of Motorola Mobility's mobile business
- 10 years as Principal at McKinsey & Company, Inc.
- MBA, Harvard Business School; B.S. Aerospace, University of Michigan



Ken Fox
Director

- Managing partner of Stripes Group, LLC
- Former Managing Director and co-founder of Internet Capital Group (NASDAQ: ICGE)
- Co-founder of A-10 Capital and Sentinel Fund



William Keitel
Director

- Former CFO of Qualcomm Incorporated (NASDAQ: QCOM)
- During his time at the company grew revenues from ~\$800M to ~\$25B
- Held senior financial roles at Nortel (OTC: NRTLQ) and Pepsico (NYSE: PEP)



Laureen DeBuono
Director

- Partner at leading CFO consulting services firm FLG Partners, LLC
- Former President and CEO of Coapt Systems, Inc.
- Former COO and CFO of hearing aid manufacturer ReSound Corp.



Dr. Andrew Wolfe, PhD
Director

- Founder and principal of Wolfe Consulting
- Former Chief Technology Officer for SONICblue, Inc.
- B.S.E.E. in Electrical Engineering and Computer Science, Johns Hopkins; Ph.D. in Computer Engineering, Carnegie Mellon