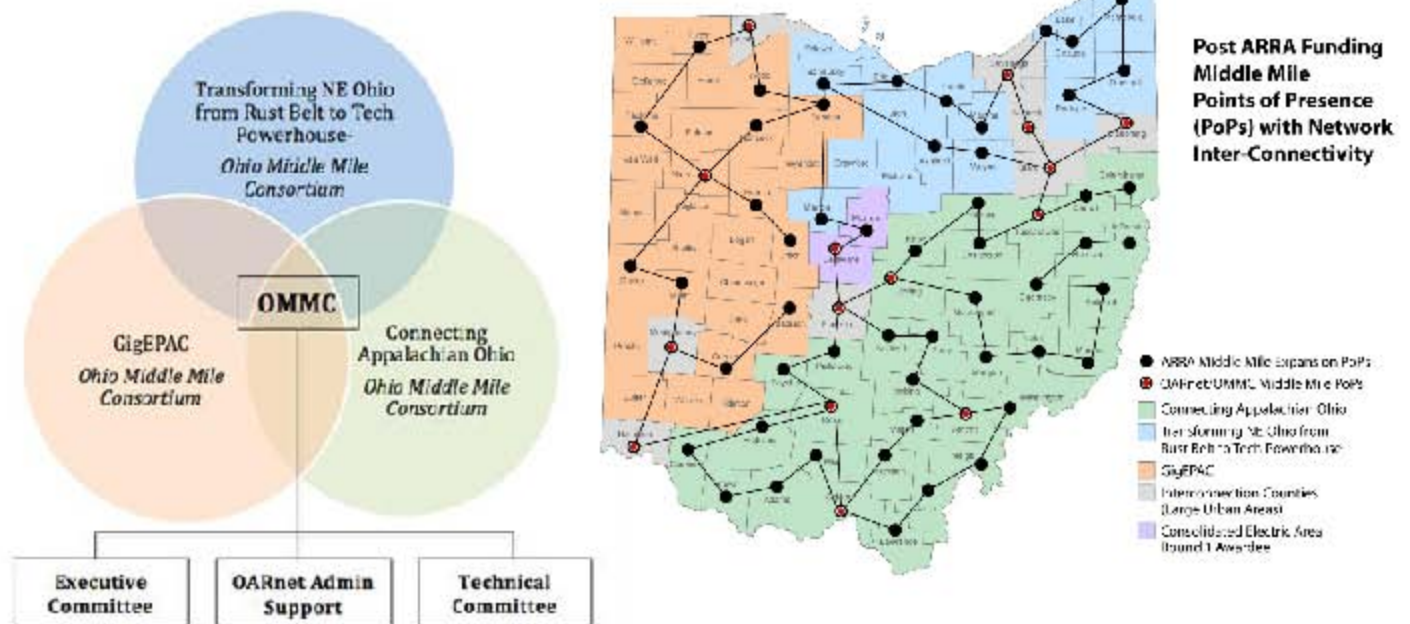


## The Ohio Middle Mile Consortium

OMMC Project Model

Illustration C



**A Comprehensive Statewide Plan for Ohio:** The “Ohio Middle Mile Consortium” (OMMC) is a public-private partnership facilitated by the Ohio Academic Resources Network (OARnet), the technology operations arm of the University System of Ohio. OMMC was created to integrate three Broadband Technology Opportunities Program-Comprehensive Community Initiatives (BTOP-CCI) middle mile stimulus projects to forge a coordinated and collaborative approach for meeting the needs of Ohio.

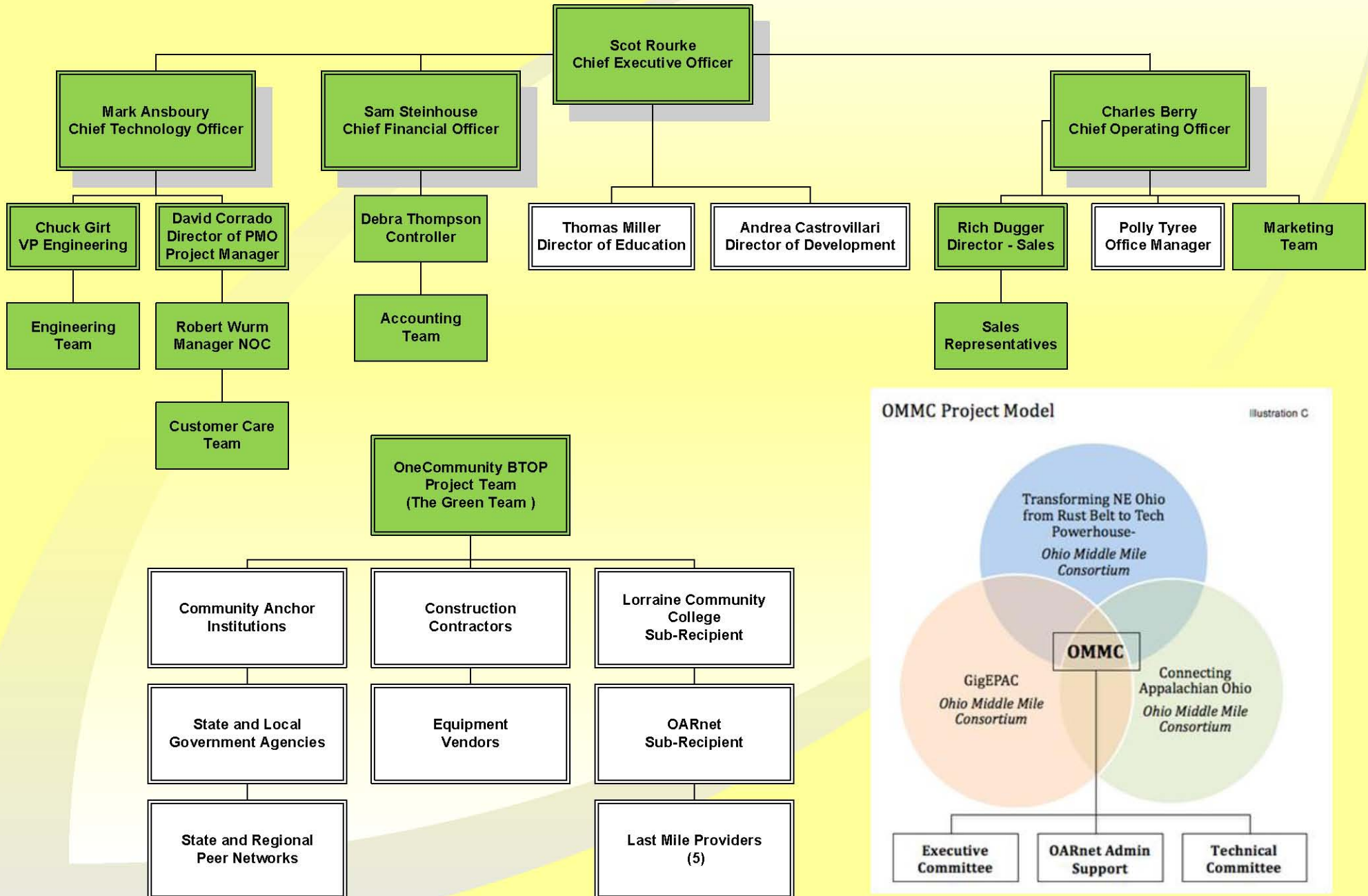
The OMMC related projects include:

- “Connecting Appalachian *Ohio Middle Mile Consortium*”(CAOMMC) in southeastern Ohio (green)
- “GigEPAC *Ohio Middle Mile Consortium*” (GigEPAC OMMC) in western Ohio (orange)
- “Transforming NE Ohio from Rust Belt to Tech Powerhouse-An *Ohio Middle Mile Consortium Project*” (TNEO-OMMC) in northeastern Ohio (blue).

Together, the three projects and OARnet’s statewide network create a comprehensive community infrastructure. OARnet is positioned as a sub-recipient in all three integrated applications.

The OMMC’s on-going collaboration will be governed by an Executive and Technical Committees staffed by representatives of all coalition members. OARnet will provide administrative support.

# ONECOMMUNITY ORGANIZATIONAL CHART





## **OneCommunity Management Team Summary**

The management team for OneCommunity brings an impressive track record of managing large scale operations and broadband network build-outs that ensures the successful on-time and on-budget delivery of the Transforming NE Ohio: From Rust Belt to Tech Powerhouse project. The core management team (resumes attached) consists of Scot Rourke, CEO; Mark Ansboury, CTO; Charles Berry, COO; Chuck Girt, VP of Engineering/Senior Network Architect; David Corrado; Director of Project Management Office; and Rich Dugger; Director of Sales.

Mark Ansboury, Chuck Girt and David Corrado will be directing the activities for the build, permitting, implementation, testing and turn-up of the middle mile network constructed under this project, and have a record of delivering world-class network infrastructure solutions in NE Ohio. In addition, Mark serves on the State of Ohio's Broadband Council, and Chuck has designed and built, not only the OneCommunity network currently deployed, but also the regional network for one of NE Ohio's largest cable providers. David Corrado recently managed our build-out and cut-over for our Cuyahoga County project (largest and most populous county in Ohio), which involved the movement of all voice and data connectivity for Cuyahoga County's government operations (including 911) onto the OneCommunity network.

Scot Rourke, CEO and Charles Berry, COO run the day-to-day operations for the network and business, as a whole. Rich Dugger, Director of Sales, is a specialist in designing flexible and cost-effective high-speed broadband solutions for community anchor institutions (by charter, as a non-profit, we only provide last mile services to government, hospitals, educational and civic institutions; middle mile services only to commercial carriers). Scot, Mark, Chuck and Rich have worked together at OneCommunity for nearly five years. Charles has been working with the organization for nearly three years, and David Corrado has been managing our major builds and quality control practices for the past 22 months.



## Scot M. Rourke, President & CEO

• 216.403.0877 • [srourke@onecommunity.org](mailto:srourke@onecommunity.org)

Internationally recognized thought leader in leveraging information technology to foster economic development and improve quality of life; has focused on technology & innovation for nearly 20 years

### Experience

**OneCommunity** | *Founding President & CEO* 2004-present

- Started up and led this nonprofit to become an acclaimed international expert. Built and grew the organization from vision to more than 35 employees and an annual budget of more than \$14 million
- Named international Visionary of the Year for 2008 by New York-based Intelligent Community Forum. Named 2009 Ernst & Young Northeast Ohio Entrepreneur of the Year – Supporter of Entrepreneurship.

**MCPc, Inc.** | *President, Shareholder and Board Member* 2002-2003

- Part of the management buyout team that purchased a division of large national \$800M broadcast, audio visual systems, and technology integration company. New spin off company started with 35 locations and 300 employees.
- Successfully turned around this new business in one year. Relocated headquarters to Cleveland, Ohio.

**Chicago Consulting Partners** | *Managing Partner, Shareholder and Board Member* 2000

- Recruited by leading global software executives to help start up an e-procurement consulting organization as one of four partners and a board member.

**WhittmanHart Consulting** | *National Focus Leader, E-Commerce & Supply Chain Management* 1998-2000

- Led business development, strategic alliances and solution delivery for the E-Business and Supply Chain Management practices.
- Promoted every six months, including becoming the company's first "e-Strategist." As such, led the formation and development of business strategies for numerous start-ups and spin-offs of Fortune 500 clients.

**Newark Electronics** | *Turnaround Management Team; Director of Supply Chain Management* 1997-1998

- Recruited by new CEO to join four other members on a turnaround management team for an international electronic components distributor (part of the Premier Farnell Group) with annual sales of \$1 billion.

**McMaster-Carr Supply Co.** | *Executive Management Program* 1994-1997

- Promoted on average twice a year to manage numerous disparate business areas. Hand-picked to the Design Team and later to the Startup Management Team to help design, build and manage a new 300,000-square-foot regional distribution center with 150,000 stocking SKUs from the ground up in a Cleveland suburb.

**Continental Bank** | *Sr. Financial Analyst, AVP Portfolio Management – Corporate Finance & Strategy* 1991-1993

- Provided research and comprehensive analytical support for the Corporate Strategy, Portfolio Management and Workout Groups to help manage portfolios with billions of dollars in loan and swap exposure.

### Education

**University of Michigan** | Bachelor's degree in business administration and organizational studies

## **Mark T. Ansboury, Senior VP & Chief Technology Officer**

• 440.785.6772 • mansboury@onecommunity.org

Veteran telecommunications professional with nearly 30 years of experience who has held key leadership roles in the private and public sectors, including state government. Serves on Ohio Broadband Council and served 9 years in the U.S. Navy. Has played a major role in the growth of OneCommunity and its network and leads the FCC Rural Health Care Pilot Project awarded to OneCommunity.

### **Experience**

#### **OneCommunity | Senior VP & CTO**

2004-present

- Manages the technical, operational and business development of OneCommunity's ultra broadband community network.
- Also serves as chief operations officer for the Northeast Ohio Regional Health Information Organization and OneCommunity HealthNet Partnership, and is responsible for coordination of the Federal Communications Commission pilot project
- Named 2009 Ernst & Young Entrepreneur of the Year, in Supporter of Entrepreneurship category

Active in health information IT, Mark serves as team leader for Aligning Forces for Quality in Health Care, and an adviser for the Ohio Health Information Partnership and the Health Policy Institute of Ohio for the HISPC Grant.

#### **Telsource Managed Network Services | VP of Managed Services & CTO**

#### **ClearData Communications | Executive VP of Engineering, CTO & Director**

- Responsible for the national deployment of an IP/ATM/WDN network.

#### **NGT Partners, LLC; Information Technology Partners (ITECH Partners) | President & Founder**

- Responsible for the development of wireless and national IP/ATM and wireless strategies for AT&T, Intermedia Communications, Bell South and Optus Communications and network deployment and management for OPTUS Communications/Advanced Radio Telecom, and Winstar.

#### **State of Texas Department of Information Resources | Director for Telecommunications**

- Responsible for the Texas Statewide IP and Telemedicine network. Served as co-chair on the state's Telemedicine Strategic Plan and led the development of the State of Texas Telecommunications Plan. Also served as a legislative consultant on the Texas Telecommunications Reform Act of 1996.

### **Certifications**

IEE Certification in Communications

Security CISSP and Disaster Recovery Planner

### **Education**

**University of Southern California** | Master's degree in systems management

**Hawaii Pacific College** | Bachelor's degree

## Charles Berry, Chief Operating Officer

Executive with 17 years of information technology experience in domestic and international posts, specializing in operations, quality control, strategy & solutions, and program design

**OneCommunity | Chief Operating Officer** 2008 – present

- Direct and manage day-to-day operations of rapidly growing non-profit technology company
- Building and formalizing all operational, delivery and quality control processes for a company undergoing a doubling of revenue and employees year over year for the past two years.
- Standardized customer contracts and service level agreements; handle contract negotiations/deal approval; standardized metrics for start-up, installation and full contract lifecycle profitability
- Primary RFP strategist and response writer (50% win rate and \$35 million+ in contracted revenues)
- Designed the Green Computing Program, a unique e-Waste reuse and recycling program
- Designed metrics/measures to rank cities across the U.S. for broadband readiness and penetration based on next-generation requirements for economic development and global competitiveness.

**BrownFlynn** 2007 – 2008  
*Chief Growth Officer; LOB Director – Sustainable Development Implementations; Sr. Consultant*

**Acloche Accounting | Sr. M&A Integration Consultant, Assigned to JPMorgan Chase** 2007

- Led the stalled M&A integration activities for 2 acquisitions of this leading global investment bank

**Saber Software, Inc. | Senior Director M&A Integration and National Operations** 2006 – 2007

- Led \$100 million integration of Portland, OR-based software firm with Ohio-based software division

**Analysts International Corporation (NASDAQ – ANLY)** 1996 – 2006

*National Director of Bid Development – Fortune 500/Government/MSP, 2001-2006*

*Sr. Business Consultant assigned to Mastek (UK) Ltd., (Consulting - Reading, UK) 2005*

- Contract engagement to mentor the transformation of the sales and pre-sales groups from a consortia/partnership-based marketing approach to closing direct end-client opportunities

*Offshore Delivery Partner Company Liaison, Process Integration Director, August 2003 – December 2005*

- Aligned business processes, defining service offerings, setting strategic goals/initiatives and driving revenue through a strategic relationship with an offshore delivery partner, Mastek, Ltd.

*Director/Founder, Global Bid Management Group, January 2001 – August 2001*

- Responsible for the creation, process structure, implementation, quality control and management of the Global Bid Management Group for customer opportunities in U.S., U.K., and Canada.
- *Global Solutions Designer and Implementation Architect, June 2000 to August 2001*

- Responsible for the architecture, creation and implementation of stand-alone business units capable of aggressively driving revenue by delivering complex technical solutions nationally

*Branch Manager, March 1997 to June 2000*

- Led the complete restructuring of failing branch (15 employees - \$265,000 in annual revenue), successfully growing the business to 100+ employees and \$12,000,000 in annual revenue

*Sales/Recruiting Business Process Manager, June 1996 to March 1997*

**Education: Emory University | Bachelor's Degrees in Philosophy and Theatre**

**Charles B. Girt, VP Engineering/Senior Network Architect**  
• (440)-241-5349 • [chuck.girt@onecommunity.org](mailto:chuck.girt@onecommunity.org)

Expert engineer with 23 years of experience in telecommunications responsible for the development, growth, and management of OneCommunity's ultra-broadband network infrastructure

**Abilities**

- Transport systems DS0, DS1, DS3, STS1, OC3, OC12, OC48, OC192, CWDM and DWDM
- Voice delivery, including loop start, ground start, DID/DOD, ISDN-PRI, and ISDN-BRI
- Install, configure and maintain equipment to support various transports, including SONET and Ethernet, and LAN and WAN applications, including Cisco routers/switches and Juniper routers
- Read and implement network drawings, MOPS, and augments
- Comprehend outside plant fiber construction and design
- Design projects to meet customer needs while remaining within a budget

**Certifications**

- Certified Cisco Network Associate Certificate / Cisco Certified Network Professional.
- Juniper Network Certified Internet Expert – M Series
- Commercial Radio and Telephone License
- Commercial Wireless 16 GHz – 28 GHz Radio License
- Copper Mountain CE200 Operation and Maintenance (Northpoint certificate)
- Ascend CBX 500 Operation and Maintenance (Northpoint certificate)
- Light wave Transmission Course (MCI certificate)
- DC Power and High Power Certification (MCI training)
- Digital Transmission Course (MCI certificate)
- SONET Operations and Maintenance (MCI certificate)
- Communications Protocols I, II, III (MCI certificate)
- Hyper stream Internetworking (MCI certificate)
- SONET DXC Overview (MCI certificate)
- Cisco 2500 series Routers Installation and Maintenance (MCI certificate)
- Cisco 7200 series Routers Installation and Maintenance (MCI certificate)
- Amateur Radio License (General Class) N8ZDS

<b>OneCommunity</b>   Vice President of Engineering/Senior Network Architect	2005-present
<b>Adelphia Commercial Services</b>   Senior Network Engineer	2001-2005
<b>Northpoint</b>   Director of Engineering, Midwest Territory/Senior Network Engineer	1998-2001
<b>Teligent</b>   Senior Transport Engineer/RF Engineer	1998
<b>MCI/WorldCom</b>   Technical Support III/Field Engineer III	1986-1998

**Education:** **University of California, Berkeley**, *Doctorate of Philosophy, Theoretical Physics, M.S., Quantum Physics*; **University of Akron** (Ohio) *Bachelor's of Engineering, Electrical Engineering*



## David J. Corrado, Director of Project Management Office

• 216.923.2298 • dcorrado@onecommunity.org

Information technology executive with 26 years of experience and a strong background in operations, continuous process improvement, project design and management, and systems integration. Has managed national and international technology operations, implementing millions of dollars in cost-saving measures and generating nearly \$10 million in revenues through go-to-market programs.

### Core Skills

- Information Technology Systems Management
- Solution Design and Delivery
- Continuous Process Improvement
- Efficiency & Productivity Improvements
- Customer Management
- Cross-Functional Team Building & Leadership
- Business Case Development & Modeling
- Cost Control and Expense Management
- PMI-Based Project Management Methods
- Telecommunications Software Management
- Compliance Programs
- Performance Elevation

### OneCommunity | Cleveland, Ohio

2009 – Present

Director of Project Management Office

Managed build-out and cut-over for Cuyahoga County project, involving the movement of all voice and data connectivity for Cuyahoga County's government operations (including 911) onto the OneCommunity network.

### Process Engineering Services | Westlake, Ohio

2007 – 2009

Senior Consultant, Professional Services

### LOGOS Communications, Inc. | Westlake, Ohio

2000 – 2007

Vice President, Professional Services (2002-2007); Director, Professional Services (2000-2002)

- Generated a first-year savings of over \$250,000 by reducing order cycle-time by 80%.
- Created Cisco Systems "Best Practice" project tracking system and intellectual capital repository, allowing for a 25% reduction in documentation retrieval time.
- Increased star-bursting activity by 15% through the development of a solution delivery methodology for telecommunication convergence projects.
- Built and directed service delivery business unit, achieving a 29% annual growth over a six-year period; ultimately providing 16% of total company earnings.
- Established and led Cisco Systems certified professional services team, ranking within top 1% of all Global Cisco Systems partners.

### IBM Corp.

1983 – 2000

Technology Consultant, IBM Global Services, Cleveland, Ohio (1993-2000)

Systems Engineer, Cleveland, Ohio (1987-1993); Project Engineer, Endicott, New York (1983-1987)

- Designed and implemented software application-testing matrix, saving over \$1 million annually.

### Education

**Baldwin-Wallace College**, Berea, OH: Executive Master's of Business Administration & Bachelor's of Arts

**Cornell University**, Ithaca, New York: Bachelor's of Science



## **Management Team**

### **Pankaj Shah, Executive Director**

#### **Experience**

Executive Director, OARnet, April 2008 to Present

- Managing and evolving the Technology Infrastructure Operations arm of Education Technology Division of Ohio Board of regents encompassing statewide R & E networks, cloud computing infrastructure, shared services and applications development for University System of Ohio
- Directs the implementation and maintenance of shared services systems and storage infrastructure; consolidation and standardization of technology; identification of future technology trends; and technology strategic planning
- Responsible for providing clients with a production-based networking environment with emphasis on dependability, quality and responsiveness 24 hours a day, 365 days a year
- Chair of Governance and Nominations Committee, Internet2; Serves on the Steering Committee of Statenets and Net@Edu under Educause; Co-Chair of Ohio Broadband Council

Senior Director Technology Infrastructure, OARnet/Ohio Supercomputer Center, January 2008-April 2008

- Implemented the complete setup of an advanced networking laboratory at a GigaPoP in conjunction with Research, education, and Industry collaborators

Director, OARnet /Ohio Supercomputer Center, January 2005- January 2008

- Provided research support to the development of a partnership between The Ohio Department of Development and The Ohio State University Supercomputer Center to provide broadband services training to local officials and economic development leaders in underserved rural and small communities

Senior Director, American Distance Education Consortium, December 2004- January 2005

- Developed an international network plan for ADEC combining fiber and satellite
- Co-developed with ADEC and Tachyon a marketing and expansion plan of ADECnet

Director of Infrastructure, IT Services at Marquette University, February 2003- November 2004

- Implemented the operations of technology services including networking, systems, storage, telecommunications and security
- Established strategic partnership with City of Milwaukee, WiscNet, and University of Wisconsin to share the city fiber infrastructure for research and education

Manager, Internet2 Technology Evaluation Center, The Ohio State University, September 2000-February 2003

- Responsible for the creation and overall management of Internet2 Technology Evaluation Center of Ohio (ITEC-Ohio) - a consortium of Ohio universities, government agencies, and corporate partners
- Manage a \$1.3 million State of Ohio Technology Action Fund Grant for the ITEC-Ohio project
- Conduct numerous technology briefings and conferences, under "Windows on the Future" banner. Presentations on behalf of ITEC-Ohio at OARtech, OSTEER, SUG and UCAID events

Engagement Manager, Information Systems, American Society for Nondestructive Testing, July 1998- August 2000

- Worked as hands-on Project Manager / Lead Internetworking Engineer at the City of Columbus (MetroNet) Project, which encompasses about 150 Cisco Routers and Switches, supporting more than 3000 users
- Maintaining the WAN, monitor the enterprise network using HP OpenView and CA Unicenter
- Identify IT projects citywide (encompasses all the agencies) and forward them to Open Systems Group and / or Network Consulting Group for product information and specification match. Coordinate design changes and prepare statement of work (which includes hardware, software and engineering hours)

Senior Manager, Information Systems, American Society for Nondestructive Testing, March 1995- June 1998

- Design, Installation, Configuration and Maintenance of LAN, WAN and peripherals
- Design and Installation of Web Server for e-business and its peripherals
- Development of Web Site and E-commerce, Bulletin Board and integration of the Mail System

Manager, New York City Transit Authority, April 1993-February 1995

- Supervise, Direct and plan the complete functioning of Track Construction Division's Days and Night Operations. Professional and Technical Staff consist of two Support Managers, seven Analysts, and four Data entry clerks
- Estimating and Planning of all Construction projects using State-of-the-art software.

Analyst, New York Transit Authority, August 1988-March 1993

- Procure state-of-the-art computer equipment and accessories for the Division
- Procure new software and test it for feasibility; develop programs and codes
- Provide user support and training
- Troubleshoot hardware and software in the PC, Local Area Networks (Novell Netware, Ethernet and Token Ring) and Data Communications environment

System Administrator, City University of New York, Computer Center, March 1986-July 1988

- Complete running of VAX 11-780 under UNIX environment and Systems development, upgrading and troubleshooting
- Software development as Research Projects using FORTRAN and C. Developed an automated backup program for the system

System Operator, City University of New York, Computer Center, March 1986-July 1988

- Operating the Brooklyn College's IBM System 4381 running under VM/SP3, OS/VS2, and MVS environment
- Operating and maintaining all system peripherals including tape Drives, laser printers and optical scanners

Tool Engineer, SIEMENS India Limited, August 1982-January 1986

- Designing of Jigs-Fixtures and Press Tools (including compound & multistage) for precision electrical component using CAD/CAM
  - Supervised design and tool maintenance personnel
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Pankaj Shah serves as executive director of the Ohio Academic Resources Network (OARnet), the technology infrastructure and operations arm of the University System of Ohio, under the Ohio Board of Regents. His duties include management and operation of the statewide network and a national Internet2 GigaPoP; design, architecture, implementation and maintenance of shared services systems and storage infrastructure; identification and development of the services and applications which can be hosted collaboratively; consolidation and standardization of technology; identification of future technology trends; and technology strategic planning. Previously, Shah served as Marquette University's director of infrastructure for information technology services, where he was responsible for networking, systems, storage, telecommunications and security. During an earlier tenure with OARnet, he was responsible for creating and managing the Internet2 Technology Evaluation Center (ITEC-Ohio) and was an instrumental partner in the Transportable Satellite Internet System, a satellite trailer used for distance learning and special events in areas where reliable terrestrial Internet connectivity is unavailable. With more than 25 years in the industry, Shah has held positions in public, private and not-for-profit sectors including engagement manager at Resource One Computer System, where he managed the City of Columbus project; senior manager for the American Society for Nondestructive Testing (ASNT), where he set up the state-of-the-art IT department; manager for the New York City Transit Authority (MTA) - Division of Track; and systems administrator for the City University of New York-Computer Science Department. Shah in recent years has focused on emerging needs in research, education, government and economic development. While managing complex cyberinfrastructure, he has identified trends in high-speed data transfer, videoconferencing and optical, wireless and satellite-based hybrid networking. Shah represents OARnet on The Quilt and Internet2's governance and nominations committee. He also serves on the steering committee of StateNets group within [Net@edu](mailto:Net@edu) and Educause. Additionally, Shah contributed to the Encyclopedia of Distance Learning, 2nd Edition. He received a diploma in mechanical engineering, as well as advance tool technology certification, from S.B.M Polytechnic in Bombay (Mumbai), India. He earned his masters in computer and information science from Brooklyn College, City University of New York.

## **Management Team**

**Marsha Watkins, CPA, MBA**

### **Experience**

Ohio Academic Resources Network (OARnet), Business Manager 2004- present

- Administrative and business activities including financial planning, oversight, analysis, internal control/policy compliance; oversight and support for OARnet human resource activities and processes, fiscal planning
- Oversee and manage internal controls within budgeting, purchasing, internal orders, general ledger, procurement credit cards, payment requests, travel, equipment acquisition, inventory, client billing; administer contracts; participate in policy making and strategic planning decisions; prepare operating and capital budgets; oversee sponsored research budgets/expenditures.

Nationwide Federal Credit Union, Consumer Lending Manager, 2002- 2004

- Managed call center lending and lending operations functions for \$200 million loan department. Branch manager - Managed all operations of full-service branch including recruit, train and supervise tellers, loan officers, member service representatives; cash management; balancing; member service; lending; new accounts and account maintenance.

Cendant Corporation, Director of Finance, 2000- 2002

- Managed all finance and accounting activities for a multi-location, Corporate IT group that provided software development to Cendant business units on a full charge-out or cost recovery basis. Included budgeting, financial reporting and analysis, forecasting, general accounting, accounts payable, travel and expense report administration, procurement and purchasing, cost allocation and internal charge back management, financial modeling and scenario development, project accounting, executive presentations and capital planning.

Compuware Corporation, Business Analyst, 1998- 2000

- Provided cost benefit analysis for proposed projects; gathered and documented business requirements through facilitated user sessions; provided project management support, quality assurance, process mapping and improvement; conducted risk assessments.
- Developed business case and return on investment analysis for multi-million dollar project proposals. Key team member on several client projects successfully completed on time and on budget with fully delivered requirements.

National City Bank, Senior Field Examiner, 1994- 1998

- Planned and executed exams of commercial and floorplan secured loan customers with lines of credit up to \$100 million. Assessed internal controls, performed substantive audit tests of accounts receivable, fixed assets, equipment, inventory, cash, accounts payable, and other account analysis. Assessed collateral value, collateral quality, lien position and bank's risk of loss. Authored reports, conclusions and recommendations for loan officers and committees.



Coopers and Lybrand, Senior Associate, 1990- 1994

- Business analyst, team leader and subject matter expert for an auditing software development program. Provided audit and contract reconciliation services and managed on-site government contract audit engagement. Supervised, trained and evaluated sixteen accountants/auditors. Performed detailed account analysis, contract payment reconciliation and audits of internal controls.

Children's Hospital Credit Union, Assistant Manager 1997- 1990

- Managed daily operations including accounting, payroll, financial reporting, budgeting
- Management and supervision of staff; credit and collections; customer service and marketing.

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Marsha Watkins has over 20 years' experience in finance, with nine years specifically in IT finance. She provides financial oversight, accounting, financial analysis and forecasting, planning and budgeting, contract administration, internal controls, business analysis, human resources oversight and organizational administrative duties for OARnet. She holds Master's of Business Administration from Franklin University, Columbus, Ohio and a Bachelor's degree from The Ohio State University in Accounting.

## **Management Team**

### **Denis Walsh, Chief Relationship Officer**

#### **Experience**

Chief Relationship Officer, OARnet, January 2008 to Present

- Chief Relationship Officer for marketing and developing OARnet's services to higher education, k-12, research, government and healthcare communities as well as vendor relationships

Project Director, Ohio Supercomputer Center, April 2003-January 2008

- Planned and implemented statewide networks in Ohio (SOMACS), Kentucky (Kentucky Information Highway), Tennessee (Tennessee Information Infrastructure), and Michigan (Link Michigan)

Senior Consultant, Alpha Telecommunications, September 2002-April 2003

- Consulted on eRate applications and provided technical support

Regional Vice-President, Government and Education Markets, Qwest, July 1998- August 2002

- Established Internet2 Networks for Louisiana, Mississippi, Ohio and Michigan
- Responsible for 13 state region including the management of all Sales, Engineering and Support staff, generating \$540M in base revenue

Director, Government Services, LCI International, October 1992- July 1998

- Responsible for all 50 states providing telecommunications strategic planning and consulting for the development of statewide networks

International Account Manager, LEGENT, October 1989- September 1992

- Sales and support of database management software

Project Manager/Systems Analyst, American Electric Power, June 1985- September 1989

- Designed a Customer Information System for ordering and billing electrical service in the seven state area in conjunction with Accenture for American Electric Power

State Account Manager, State of Ohio, AT&T/Ohio Bell, April 1978- May 1985

- Developed a five-year strategic plan for the State of Ohio's network architecture

Assistant Director, Planning and Evaluation, City of Columbus, August 1971- March 1978

- Development of Federal Grants and programs generating \$350M in additional funding for the City of Columbus

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Denis Walsh has 40 years' experience in networking and telecommunications. Currently, he is responsible for managing all aspects of planning, developing and implementing the network for the Ohio Academic Resources Network (OARnet). Walsh works extensively with network engineers and advisory committees throughout the state involved with developing and deploying the optical fiber network, which is considered the nation's leading high-speed research network for K-12, higher education and economic development. Walsh develops and markets OARnet services to higher education, K-12, research, government and healthcare communities. With teams of client service managers, Walsh ensures OARnet maintains its reputation as a quality provider and exceeds clients' expectations. Before joining OARnet, Walsh spent more than 10 years at Qwest Communications as regional vice president for government and education markets. Walsh directed a 14-state region providing voice, data, video, and Internet solutions. Additionally, he led the implementation of the Kentucky

Information Highway, State of Ohio Multi-Agency Communications System, Link Michigan, Tennessee Information Infrastructure and networks in Georgia and Indiana. Walsh also was closely involved in Qwest Communication's deployment of the Abilene Network, which is more commonly known as Internet2.

Prior to Qwest, Walsh worked for AT&T for several years and was responsible for State of Ohio, government sector. Walsh earned a bachelor's degree in psychology from Ohio University and a master's degree in public administration from The Ohio State University.

## **Management Team**

### **Paul Schopis, Chief Technology Officer**

#### **Experience**

Chief Technology Officer, OARnet, January 2008 to Present

- Responsible for the operation and ongoing strategic development of OARnet's statewide optical fiber network
- Responsible for the operation and ongoing strategic development of University Systems of Ohio Shared Infrastructure Cloud Computing environment, operated by OARnet

Director Network Engineering & Operations, OARnet/Ohio Supercomputer Center, March 2003- January 2008

- Responsible for all technology and operations of network
- Lead Architect
- Lead Engineering teams including optical, switching and routing
- Served as elected Chair of the board of directors for QUILT

Senior Network Engineer, ITEC-OARnet/Ohio Supercomputer Center, December 2000- March 2003

- Initiated software for network monitoring and statistics presentation
- Researched network protocol development and implementation best practices for H.323
- Developed multicast sparse/dense conversion for use over satellite.

Network Engineer, OARnet/Ohio Supercomputer Center, April 1996- December 2000

- Installed network equipment
- Configured routing & switching services including IP & ATM protocols

Technician, Ohio State University School of Music, October 1985- April 1996

- Developed Webpages for School of Music
- Supported computer based music research as well as live performance

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Paul Schopis has over 15 years' experience in network engineering. Currently, he is the Chief Technology Officer with OARnet, where he is responsible for the operation and ongoing strategic development of OARnet's statewide optical fiber network. In this role, Schopis led the design team that created the OARnet's network, which is one of the nation's leading statewide, high-speed network dedicated to education, research and economic competitiveness. He was involved in all phases of fiber procurement, fiber testing, design of the optical plane and all layer2 and layer3 services. The network uses a unique architecture that incorporates MPLS and Logical Routers. Schopis also oversees OARnet's Cloud Computing initiative acting as a shared infrastructure in support of Chancellor's University System of Ohio technology division. Schopis previously served as senior engineer for Ohio's Internet2 Technology Evaluation Center (ITEC-Ohio), a consortium of Ohio universities, government agencies, and corporate partners whose purpose is to examine critical new applications, infrastructure problems and emerging technologies. In 2007, Schopis was selected to serve on the executive committee of The Quilt, a national coalition of more than 20 leading U.S. research and education networking organizations, and was elected chair of the board of directors in 2008. The Quilt coalition



promotes consistent, reliable, interoperable and efficient advanced networking services that extend to the broadest possible community. Schopis was also a founding member of the Advanced Testing and Monitoring Team (A-Team), in partnership with ITEC-Ohio, ITEC-NC, Spirent, British Columbia Institute of Technology, and San Diego Supercomputing Center, for which he wrote the "Proof of Concept" WAN test. Schopis holds a bachelor's degree from The Ohio State University in mathematics and physical science.