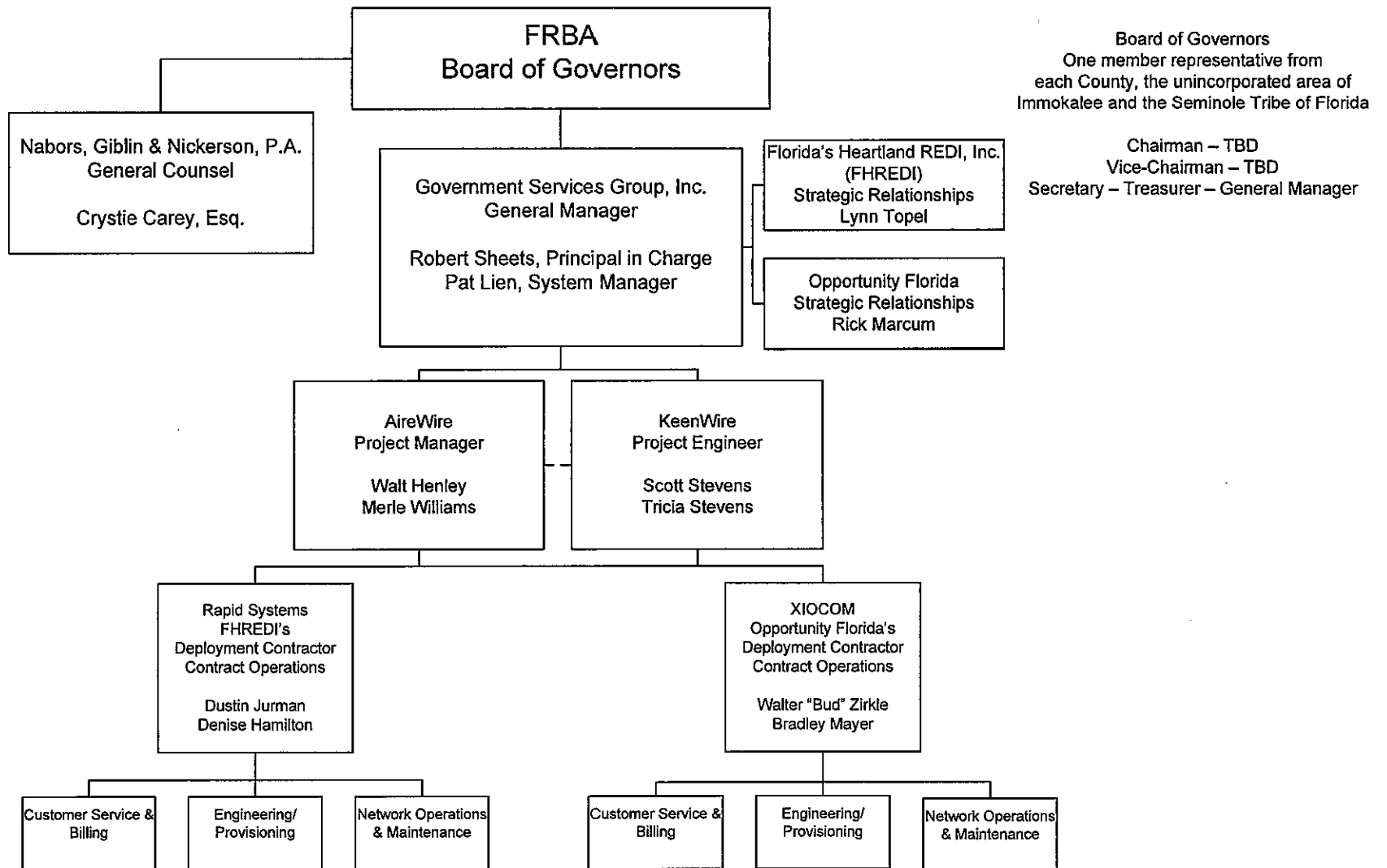


Florida Rural Broadband Alliance, LLC (FRBA)

Organizational Chart



Robert E Sheets

CEO, Government Services Group

AREAS OF EXPERTISE

- Revenue Enhancement & Management
- Long-Range Strategic Planning
- Capital Project Management
- Public Utility Management

EXPERIENCE

30 years/8 with GSG

EDUCATION

- Bachelor of Arts in Political Science, University of Texas at Arlington
- Completed all coursework toward Masters Degree in Urban Management, University of Texas at Arlington

CAREER SUMMARY

Robert Sheets brings a wealth of knowledge and expertise to his role as Chief Executive Officer of Government Services Group. During a career that has spanned nearly 30 years, he has become a respected authority on topics related to community development, including service delivery, revenue enhancement, long range strategic planning, cost allocation planning, indirect cost rate proposals, and filing for reimbursement from federal entitlement programs. As such, he has been an integral figure in the development and implementation of more than 200 local and state projects pertaining to areas of fire services, stormwater, solid waste, transportation and economic redevelopment.

As a project manager and consultant, Mr. Sheets has engaged in major support roles to determine revenue maximization for numerous state departments within Florida, including the Executive Office of the Governor, Community Affairs, Law Enforcement, Department of Corrections, and Labor and Employment Security. The primary focus in each of these engagements dealt with and emphasized the maximization of federal funding from each department's cognizant agency.

As CEO of Government Services Group, Mr. Sheets has directed well over 100 successful revenue enhancement projects for local governments throughout Florida and the Southeast. In 2003, he served as Project Director for the first user fee study in the history of the City of Daytona Beach, FL. Charged with the role of determining the full cost of City services in support of major local events, Mr. Sheets and the GSG project team developed a five-year strategy emphasizing long-range planning in order to maximize funding from such events.

As a respected authority on local government project management issues, Mr. Sheets has spoken before numerous city and county agencies throughout Florida, having delivered presentations to the Governmental Finance Officers Association, Association of Counties, League of Cities, Florida Sheriffs Association, Broward County League of Cities, Broward County City Managers Association, Dade County's Municipal League, the Florida City & County Managers Association, the Florida Association of Court Clerks, the Certified Chief Information Officers, the Center for Florida Local Government Excellence, the Southeastern Conference for Public Administration, and the Florida Association of Tax Collectors.

On a national level, Mr. Sheets has addressed local governments coast-to-coast on issues pertaining to enhanced revenue and funding strategies, service delivery improvements, privatization, and home rule revenue options.

Mr. Sheets was a member of the Grant Development Team that assisted the North Florida Broadband Authority (NFBA) with its Round 1 BTOP grant application, including due diligence review. The NFBA was awarded \$30,142,676 in February 2010.

PATRICK E. LIEN, MBA

plien@cfl.rr.com

SENIOR-LEVEL MANAGEMENT EXECUTIVE

...Strong relationship builder; successfully capitalize on strategic opportunities to drive revenue growth...

Results-driven executive with proven success in sales, marketing, business development, operations, and P&L management. Solid leadership skills and work ethic; implement creative ways to identify new growth opportunities. Motivate and lead profitable sales teams; outstanding coach and sales trainer. Consistently recruited to revitalize underperforming operations; quickly identify operational deficiencies and implement corrective actions. Ability to bring diverse viewpoints to consensus and execute strategic and innovative business plans. Computer skills: Word, Excel, PowerPoint, MS Project, Act, Goldmine, CRM, and Great Plains.

CORE COMPETENCIES

- | | | |
|----------------------------------|------------------------------------|-------------------------|
| ◇ Operations Management | ◇ Business & Functional Leadership | ◇ Change Management |
| ◇ Staff Development | ◇ Performance Re-engineering | ◇ Problem-Solving |
| ◇ Team Building & Mentoring | ◇ Interpersonal & Communication | ◇ P&L Administration |
| ◇ Cost Containment | ◇ Venture Capital Funding | ◇ Relationship Building |
| ◇ Strategic Analysis & Execution | ◇ Business Planning & Forecasting | ◇ Corporate Governance |

PROFESSIONAL BACKGROUND

GSG, INC., Tallahassee, FL

2009 to present

Financial, management, contract and consulting services for public entities and clients.

Senior Project Manager, Broadband Services Division

Managed all aspects of broadband services client division including client development, marketing, technical analysis, financial analysis, budgeting and the development of vendors and strategic partnerships. Directed prospective single purpose entities towards the federal grant application process for broadband stimulus funding.

◇ Successfully led multi-dimensional approach to the design, development and funding of the North Florida Broadband Authority (NFBA).

◇ Managed grant development team in the submission, due diligence and award phases of the NTIA BTOP Round 1 stimulus grant totaling \$30,142,676.

R.W. BECK, INC., Orlando, FL

2006 - 2009

Technically-based business consultants providing independent engineering and strategic planning services - including assessment of market, financial and political/policy development for city and county clients.

Vice President, Senior Client Manager

Challenged to establish relationships with key players and team with sales force to secure projects and bid proposals. Directed operations in southeast U.S.; accountable for 6 key accounts, generating \$3.5M in annual revenues (60% of total business in region). Conducted management consulting in public utility environment. Collaborated on due diligence process for company investments. Mentored and trained up to 19 client managers and marketing staff. Analyzed weekly sales reports; provided all regional sales forecasting.

◇ Increased year-over-year labor revenue by 100% (1st year) through re-establishing client relationships.

◇ Grew revenues from \$2.5M to \$5M.

◇ Successfully penetrated Miami/Dade County, largest and most competitive municipal market in FL (within 1 year). Identified key decision-makers within county and built business relationships for future growth.

◇ Recognized as regional leader in providing strategic planning/owner advisory services for solid waste management to the city/county industries.

◇ Repaired severed relationships with 3 major clients; captured \$300K in outstanding revenues and retained accounts.

SUNDANCE GRAPHICS/NORTHWEST PUBLISHING, Orlando, FL

2004 - 2005

High-end international art publishing companies.

President / Managing Principal

Recruited and evaluated 9 staff. Directed sales, marketing, HR, advertising, operations, artists, production, and accounting activities. Selected art, managed artists, and negotiated licensed images and royalties.

◇ Grew annual revenues from \$1M to \$3M;

◇ Increased sales volume 50%; improved brand awareness and repaired and restored client relationships.

◇ Identified and secured contracts for new artists to improve sales in hospitality sector.

◇ Integrated company operations and upgraded to state-of-the-art technology; yielded 45% per unit cost reduction through merging both companies into Sundance Group.

PROFESSIONAL BACKGROUND (continued)

MURPHY BUSINESS & FINANCIAL CONSULTING/TRANSWORLD, Orlando/Tampa, FL 2002 - 2005
One of the largest business brokerage firms in the nation.

Business Broker/Senior Management Consultant

Provided strategic management and financial consulting services for companies prior to corporate sale or business succession, including market and operational analysis, business and sales evaluation, and implementing corrective solutions for deficiencies. Functioned as realtor in listing commercial properties and securing buyers; concurrently averaged 17-18 open sales listings.

Provided guidance and consulting to 20+ businesses to include:

- ◊ As COO for Landmark, consolidated 5 business lines into 3, converted excess inventory into needed cash flow; refocused growth and increased manufacturing capacity (7 months; 2003-2004).
- ◊ As VP Sales/Marketing for VCom3D, rebranded slow-moving products; leveraged 3-D animation technology into military training simulation suites; increased sales \$1.5M (6 months; 2003).

CAVU, INC., Orlando, FL 1999 - 2001
Startup Internet access provider utilizing fixed wireless technology.

Vice President, Corporate Development & Sales / Principal

Conceptualized and established successful metro area Internet Service Provider (ISP), utilizing fixed wireless technology to provide secure, redundant connectivity to commercial arena. Authored business plans, secured business partners, created office infrastructure, recruited senior management staff, selected site, created and implemented all policies and procedures, and directed initial operational launch.

- ◊ Secured first-round venture funding within 90 days; doubled initial offer from \$10 to \$19.5M.
- ◊ Directed initial finance/operations/sales; grew staff from 0 to 220 employees operating in 6 markets; \$6M network operations center.
- ◊ Awarded prestigious *Best Built Public Network* at Supercomm (2001).
- ◊ Drove 325% increase in company valuation (7 months); procured \$55M in venture capital.
- ◊ Global Crossing; negotiated international network deal valued at \$200M.
- ◊ *E-Expedient* (network trade name) now owned and operated by US Voice & Data.

ARCADIS, Atlanta, GA 1998-1999
Leading, global, knowledge-driven engineering design firm; 34 U.S. locations.

Vice President / National Account Director, Telecommunications

Recruited to establish company as one of Top 10 vendors to the wireless infrastructure industry. Managed business development for telecommunications and land development sector, to include marketing and project management for major providers (Sprint, AT&T, Nextel).

- ◊ Increased sales from \$4M to \$20M in 18 months through aggressive and innovative strategies.
- ◊ Restored severed Sprint relationship; secured \$6M agreement to replace lost \$2.5M contract. Engineered business expansion and increased revenues through leveraging success of optimized design teams, exceeding customer expectations, and meeting all project deadlines.

EDUCATION / CONTINUING EDUCATION

UNIVERSITY OF WEST FLORIDA, Pensacola, FL
Master of Business Administration; GPA: 3.5
Coursework: Carnegie International Business Simulation

US NAVAL ACADEMY, Annapolis, MD
Bachelor of Science, Political Science; ranked in top 1/3 of class.

DESIGN BUILD INSTITUTE OF AMERICA
Certification (anticipated June 2009)

ACTIVE & RESERVE MILITARY EXPERIENCE

U.S. NAVY/NAVY RESERVES
Distinguished military career; retired as Commander; Top Gun graduate

U.S. NAVAL RESERVE (reserve duty; 10 years, RIF)
Commander [retired]

U.S. NAVY (active duty; 8.5 years)
Naval Flight Officer
◊ Flew F-14A Tomcat in Mediterranean and North Atlantic theaters.

Reserve Duty:

XO, NAVAL AIR STATION NORFOLK RESERVE UNIT (1998-1999)

Naval Flight Officer

- ◊ Direct support of all aviation, maintenance, logistics, security, and personnel operations of NAS Norfolk.

CINCLANTFLT DET 206

N-8 Action Officer / Staff Ops / Command Center Watch officer (1996-1997)

- ◊ Implemented Functional Team Concept.
- ◊ Defined critical requirements for aviation readiness model.
- ◊ Created POA&M for Functional Team Evaluation.
- ◊ Developed comprehensive briefing for CLF N8.

COMUSNAVCENT

Assistant Operations (1995-1996)

- ◊ Fulfilled asset requirements for Command and Control Exercises in SW Asia.

NR COMNAVAIRLANT 1086

Training / Admin Officer (1992-1995)

- ◊ Managed enlisted and officer training for unit.
- ◊ Active duty augment to Fighter Readiness Desk for management and scheduling/allocating of missile/target assets.

Active Duty:

VT-86, Pensacola, FL

Wing Leader / MIS Department Head (1987-1989)

- ◊ Led training of Naval Flight Officer Candidates in the advanced undergraduate curriculum in Navigation, A/C Systems, Radar Intercept and Air Combat Training.
- ◊ Ranked #3 (out of 35 Instructors).

VF-142, Oceana, VA

Assistant Ops / A/C Division Officer (1984-1986)

- ◊ Mission Commander, leading aircrew in East Coast FFARP training (12.5-1 kill ratio).
- ◊ Squadron awarded Fighter "E" for maintenance, readiness and combat training excellence.
- ◊ Selected as team lead for test/evaluation of McDonnell Douglas Joint Tactical Information Display System (JTIDS) from among all East Coast non-deployed Radar Intercept Officers.

CNATRA/FRS, Pensacola/Oceana, FL (1982-1984)

Flight Training (T-39/TA-4/F-14A)

Security Clearance: Secret / BI / 8/77 (inactive status upon retirement, 1999)

Military Exercise Experience:

- ◊ Bold Eagle - 86; Blue Flag - 96-3, Eglin AFB

PROFESSIONAL & COMMUNITY AFFILIATIONS / ACTIVITIES

Memberships:

American Water and Wastewater Association
Solid Waste Association of North America;
American Water Resource Association

Sports:

National Military Rugby Team, starter (8 years)
Coached Naval Academy team to #1 in conference after 4-year loss history
Little League Coach
AAU Coach
Orlando Rugby Club, Assistant Coach

Tarek M. Fahmy

Director of Operations

AREAS OF EXPERTISE

- * Utility Management
- * Feasibility Analysis/Projections
- * Financial/Operational Cost Control
- * Negotiation & Arbitration
- * Business Valuation
- * Business Process Re-engineering

EXPERIENCE

24 years

EDUCATION

- ❖ MBA (with distinction) - University of Michigan
- ❖ M.S. Construction Management - Eastern Michigan University
- ❖ M.S. Civil Engineering - North Dakota State University
- ❖ B.S. Construction Engineering - Lawrence Technological University

CAREER SUMMARY

As FGUA's Director of Operations, Tarek Fahmy oversees all capital improvement projects for our clients. He is responsible for overseeing design consultants, project managers, contractors, and inspectors within municipal projects such as water, wastewater, roads, and drainage systems. Tarek also oversees specific client and project development, monitors project management procedures, assists in operations, staff recruiting, and assumes project executive responsibilities on current projects. He leads teams of internal and external clients from conceptual stage to final project completion, prepares proposals, supervises team members in preparing final contract documents, estimates cost and manpower, and delivers presentation to clients and general public.

During his career, Mr. Fahmy has successfully administered a portfolio of governmental contracts with a value exceeding \$100 million in Michigan, Ohio and Indiana. He also provided consulting services and studies for numerous clients with projects valued up to \$0.1 trillion.

Throughout his career, Mr. Fahmy has saved clients millions of dollars aggressively negotiating, supervising, or advising various municipal contracts.

PROJECT OVERVIEW

As a project executive, Mr. Fahmy had total responsibility for several Detroit Water & Sewerage Department – DWSD Projects, including construction, supervision of design/build consultants, preparation of estimates, planning, directing, and coordinating activities. Mr. Fahmy has served as a project director in the development and implementation for the following capital projects:

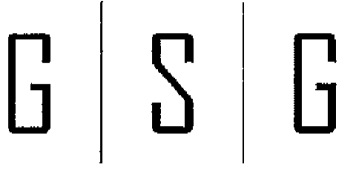
Infrastructure Project Experience

STORM AND WASTEWATER COLLECTION/TREATMENT SYSTEMS

WATER SUPPLY

ROADS AND BRIDGES

WIRELESS TELECOMMUNICATIONS



GOVERNMENT SERVICES GROUP, INC.

Faith Doyle
Executive Assistant/Board Clerk

CAREER SUMMARY

Having experienced several levels of administrative responsibility at entities of various sizes, I consider myself a versatile professional, creative thinker and tenacious problem solver with the proven ability to take on the most difficult of challenges, with an acute understanding of the intricacies of political organizations, including the handling of sensitive and confidential information while supporting an organizational vision

As an Executive Administrative Assistant for Government Services Group's Contract Services Division, I am responsible for the review, dissemination and prioritization of all incoming correspondence and documents directed to the Vice President of Operation. I work closely with the Vice President and GSG's upper management to ensure contract compliance with several of GSG's major clients. As the board clerk/administrator to multiple CDD boards (Florida Governmental Utility Authority (FGUA), St. Lucie West Services District, and Key Largo Wastewater Treatment District), I coordinated preparation of official documents for presentation to the board, in conjunction with upper level management and consultants. I was directly involved with developing and drafting of the strategic plans, annual reports, budgets, contracts, agreements, and resolutions for these boards. I am responsible for the planning and scheduling of meeting locations, including rooming accommodations and banquets for the FGUA, and travel throughout the State of Florida to attend these meetings. I am responsible for the preparation of agenda packages for distribution to the board members and upper level staff. My duties also included producing and maintaining the official records of each board as separate entities, including meeting minutes, public notices, bid announcements and bond issues, per Florida Statutes.

AREAS OF EXPERTISE

Records Management
Document Coordination
Interaction with Boards and their support staff

EXPERIENCE

Borough of New Stanton
University of Pittsburgh
Government Services Group

EDUCATION

Westmoreland County Community College
Shippensburg University
University of Pittsburgh
Seminole County Community College

Heidi L. Snyder

AREAS OF EXPERTISE

- Municipal Governmental Accounting & Financial Management
- Capital Project Management
- Public Utility Management and Construction Finance

EXPERIENCE

More than 11 years

EDUCATION

- Bachelor of Business Administration (BBA) in Accounting, Inter-American University of Puerto Rico, San Juan, PR
- Masters in Business Administration (MBA) in Accounting & Finance, American Intercontinental University, Atlanta, GA.

CAREER SUMMARY

Heidi Snyder brings a wealth of knowledge and expertise to her role as the Director of Financial Services for Government Services Group, Inc. During a career that has spanned more than 11 years; she has gained broad experience with municipal government communities and utilities, particularly in the areas of finance and accounting and capital projects.

As an Accounting and Finance professional for several different industries over the past 11 years, she has been responsible for budget preparation, financial statement reporting and preparation, government wide financial statement preparation and analysis, Community Development District (CDD) Financial Management, SOX compliance, International Tax Compliance, and Multinational Corporation Financial Reporting Consolidations.

As the Director of Financial Services for GSG, Heidi plans and coordinates the administration of the Finance Department, including management of the annual audit for several municipal governments. Other responsibilities includes the preparation of the annual operating budget and all financial statements, administers all bond indebtedness, plans and effects investment of all funds, establishes bank accounts, and resolves banking issues.

Ms. Snyder is a member of both the Government Finance Officers Association (GFOA) and the Florida Government Finance Officers Association (FGFOA).

Ms. Snyder graduated from American Intercontinental University with a Masters in Business Administration (MBA) majoring in Finance and Accounting as well as holds a Bachelor of Business Administration degree in Accounting (BBA) from Inter-American University of Puerto Rico.

MERIDIAN COMMUNITY SERVICES GROUP, INC.

Meridian, a community and economic development consulting firm, has provided program administration and implementation services to over sixty (60) governmental entities in excess of \$1.5 billion in federal and state grant programs. Meridian caters to a full range of needs facing communities with professionals from a wide spectrum of fields, including:

- Federal and State Grant Program Administration and Project Management
- Compliance Implementation and Monitoring Services
- NEPA Environmental Review and Assessments
- Subrecipient Monitoring
- Grant Financial Tracking and Oversight
- Policy and Procedure Development
- Housing Development and Rehabilitation Services
- Funding Resource Development
- Real Estate Development
- Grant and Loan Consulting
- Project Development and Planning
- Construction Contract Administration Services
- Construction Management Services
- Technical Assistance and Training

Meridian has developed core competencies in large scale Federal and State programs grant programs. The level of expertise that Meridian possesses was beneficial to the facilitation and progression of these projects from commencement to fruition. Meridian has built a reputation for effectively working with and implementing grant programs to meet stringent timetables while working with clients to ensure grant compliance. Every staff member that works in the field has years of programmatic experience and is able to meet the needs of grant recipients while successfully navigating projects through the myriad of state and federal regulations.

Meridian's staff expertise and range of program services include infrastructure, housing, economic development, downtown revitalization, wastewater, drinking water, storm-water, emergency management, recreation, historical preservation, environmental management and other community services. As a consulting firm specializing in community and economic development, Meridian's greatest strength lies in its ability to simplify the process of implementing and managing projects by offering all necessary grant-related and construction administration services in-house.

Meridian Community Services Group, Inc. is the result of a corporate restructuring in 2003 of a firm incorporated in 1996. Our core staff consists of 12 permanent staff as well as several project-specific consultants to offer clients the widest range of services. Meridian has its headquarters in Tallahassee but maintains several other offices throughout the state of Florida. Meridian staff will bring the following experience:

- Experience of obtaining and managing over \$1.5 billion in federal, state, and other grant/loan funds addressing disaster recovery, water, sewer, economic development, housing rehabilitation, roads, storm-water, solid waste, and recreation needs.

- 100+ combined years of experience with a variety of federal and state grant and low-interest loan programs for all aspects of community and economic development programs
- 100+ years of experience in construction services
- Experience in administering more than \$150,000,000 in CDBG funds
- Experience in administering more than \$500,000,000 in CDBG Disaster Recovery Funds
- Successful completion of more than 250 community and economic development and redevelopment projects funded through federal and state grants and low-interest loans.

Meridian has a tremendous performance rating relative to successful completion of projects. As indicated above, Meridian has been a trailblazer in grant compliance, administration and project development. This is evident in its track record with managing millions of dollars obtained on behalf of Florida communities.

Meridian is composed of staff members who are accessible as well as qualified. The organization has a firm foundation in qualified, responsible staff members. Meridian has relationships with other professional associates to ensure delivery of the best service. Most importantly, clients are always at the top of our framework. Their grant and loan-related needs are the driving force behind the company, and the particular needs of communities are the defining issue that separates Meridian from other community development consulting firms.

KEY MERIDIAN PERSONNEL

Lisa A. Blair, President/CEO

Ms. Blair is President, CEO and the owner of Meridian. Ms. Blair is responsible for overseeing all aspects of corporate affairs, client relations and staff development. With her extensive experience with state and federal funding programs such as the Community Development Block Grant Program, the Public Works and Development Facilities Program, the Rural Community Water and Waste Disposal Loan and Grant Program, Rural Business Enterprise Grants, and the State Revolving Loan Fund, she directs and coordinates all grant research, writing, management, support coordination, and all other grant services. As a senior grants specialist, Ms. Blair has expert knowledge and abilities with grant research, writing, planning, development, and administration. Ms. Blair's skills in grant services are greatly enhanced by her unique combination of abilities as a specialist in politics, local government, and community and economic development.

Experience: Ms. Blair has successfully written and managed over \$50 million in community-based grant projects. She has extensive knowledge of procurement, environmental, and management guidelines, which are crucial to a successful grant project. She has over twelve years of grants, community and economic development experience.

Other Qualifications: She is a political scientist and has earned a BA in Political Science, with honors, from the University of North Florida in Jacksonville. She is a SBCCI Certified Housing Rehabilitation Specialist.

Training

- CDBG Implementation Training, FL
Department of Community Affairs
- CDBG Application Preparation Training, FL
Department of Community Affairs
- CDBG Section 108 Loan Program
Training, FL Department of
Community Affairs
- Housing Inspection and Rehabilitation Training, Southern Building Code Congress International

Other: Elder Care Services, Board Member

**Esrone McDaniels, MPA,
Director of Administration and Project Development**

Mr. McDaniels serves as the Director of Administration and Project Development for Meridian. Prior to joining Meridian, Mr. McDaniels was the Community Development Block Grant (CDBG) Administrator for the State of Florida's Department of Community Affairs overseeing \$400 million in CDBG progress as well as the Director of the state's Office of Urban Opportunity, specializing in urban and rural community development and revitalization. In these capacities, primary focuses were devoted to assisting over 250 local governments and communities, both urban and rural, with devising strategies and crafting solutions that advanced their community development initiatives. As the oversight for the state of Florida's CDBG program, general responsibilities included ensuring compliance with all federal, state and local regulations that governed the various programs in addition to promulgating administrative rules that guided program implementation and management. Mr. McDaniels brings a wealth of invaluable knowledge and expertise in the areas of project development, program management and administration, community development technical assistance and training and program accountability and monitoring. Previous professional employment includes Deputy Homeownership Director and Multifamily Bond Administrator for the Florida Housing Finance Corporation and Comptroller for the Florida Board of Professional Engineers.

Experience: Mr. McDaniels has had the responsibility of administering approximately \$300 million in disaster recovery funding for the state of Florida under the CDBG program and over \$100 million in non-entitlement annual formula grant in CDBG program funding. While with the Florida Housing Finance Corporation, Mr. McDaniels assisted in issuing over \$500 million in mortgage revenue bonds and managed over \$100 million in federal HOME funding. As a previous comptroller, Mr. McDaniels has gained financial management experience while overseeing the financial matters of the Florida Engineers Management Corporation in addition to accounting for millions of dollars in professional and license renewal fees for over 35,000 registered professional engineers within the state of Florida. Mr. McDaniels has over 12 years of experience inclusive of real estate, affordable housing, infrastructure development and economic and community development.

Other Qualifications: Mr. McDaniels holds a Bachelor of Science Degree in Finance and Multinational Business Operations and a Masters Degree in Public Administration from Florida State University. He is also a licensed real estate agent and a member of the National Association of Realtors and Florida Association of Realtors.

Training

- CDBG Application and Implementation Workshops,
Florida Department of Community Affairs
- HomeStrengths, National Council of State Housing
Finance Agencies
- Mortgage Revenue Bond Basics, Florida Housing
Finance Corporation
- Community Land Trust Training, Florida Housing
Coalition
- Real Estate Development, Tallahassee Board of
Realtors

Nabors, Giblin & Nickerson, P.A. (NG&N) is well known in the State of Florida for its representation of counties and cities in the areas of local government law, taxation, finance and representation of governmental utility authorities. NG&N has consistently been at the forefront in developing and defending alternative local government financing and governance solutions and alternative revenue sources, such as special assessments and impact fees throughout the State of Florida. A landmark accomplishment of the Firm was the successful conception and formation of the Florida Governmental Utility Authority (the "FGUA") in 1999. NG&N developed the concept and drafted the legislative amendment creating section 163.01(7)(g), Florida Statutes, which authorizes counties and cities to create governmental utility authorities by interlocal agreement. The FGUA was created by the four initial counties to acquire five separate utility systems owned by Florida Cities Water Company in five different counties and the utility system owned by Poinciana Utilities, Inc., located in Polk and Osceola Counties. The home rule solution of the FGUA allowed these seven counties to agree on a single authority charter that accommodated their different motivations and placed each separate utility system into a public ownership that was tailored to the individual local government preference. This same governance structure has been employed by NG&N to create the North Florida Broadband Authority pursuant to an Interlocal Agreement between 12 counties and 7 cities throughout the North Florida Rural Area of Critical Economic Concern.

Crystalyn R. Carey
Shareholder
Nabors, Giblin & Nickerson, P.A.

Areas of Practice

- General Counsel: Florida Rural Broadband Alliance, LLC. Drafted organizational documents establishing a company representing rural and disadvantaged communities from 15 counties across 2 regions of Florida. Will provide ongoing legal services to FRBA throughout buildout and operations of the proposed middle mile network.
- General Counsel: North Florida Broadband Authority, a successful Round 1 BTOP recipient. Prepared legal documents establishing the NFBA, a single purpose local government composed of 15 counties and 8 cities. Provides legal advice on daily operations and telecommunications issues.
- Deputy County Attorney: Wakulla County, Florida. Provides general representation on issues relating to housing, public works, real estate acquisitions, public safety and finance and taxation matters.
- Provides ongoing general counsel and special counsel representation to governmental authority and public utility clients
- Assists clients with local government home rule, public records, Sunshine law and finance and tax issues.
- Represents clients in the structure and implementation of public/private partnerships and planning and finance issues relating to the provision of local government infrastructure and services.
- Represents counties, municipalities, school districts, underwriters and conduit borrowers in all facets of taxable and tax-exempt public finance transactions.
- Represents state and local affordable housing issuers and underwriters in bond and low-income housing financings and other federal and state housing matters.
- Represents lenders and borrowers in real estate acquisitions and financings, including the issuance of title insurance commitments and policies.
- Represents counties and municipalities in the development, structure and implementation of special assessment programs for services (fire, solid waste, stormwater, roadway maintenance) and capital facilities.
- Represents governmental entities in the development, structure and implementation of impact fees for various growth-related capital improvements, including schools, transportation, parks and recreational facilities, fire, EMS & libraries.

Professional, Civic & Community Involvement

- The Florida Bar, Member
- The Florida Bar: City County and Local Government Law Section and Real Property, Probate and Trust Law Section
- Member, National Association of Bond Lawyers
- Agent, Old Republic Title Insurance Company
- Frequent speaker on Florida local government matters for the Florida Institute of Government, National Impact Fee Roundtable, Florida Government Finance Officers' Association, Florida Association of Local Housing Finance Authorities and at annual seminars on local government finance and taxation sponsored by Nabors, Giblin & Nickerson.

Education

- J.D., Magna cum laude, Florida State University College of Law
 - Law Review: Associate Editor
 - Journal of Transnational Law and Policy: Executive Editor
- B.A., Political Science, Magna cum laude, University of South Florida

LYNN A. TOPEL

2003 – Present Florida's Heartland Rural Economic Development

Initiative, Inc. (FHREDI) & Florida's Freshwater Frontier

Executive Director since 2003 of Florida's Heartland Rural Economic Development Initiative, Inc. (FHREDI) & Florida's Freshwater Frontier Inc. (FFF) Lynn has a BS in business and a MS in Human Resources.

Lynn's background includes 28 years in the Bell System spending much of her career in sales and management development. Since 2003, Lynn has been instrumental in the formation of a regional housing consortium and supported the organization of a regional small business development group to further the expansion and retention of existing business in the region. She worked with four regional workforce boards to bring the state WIRED grant to the region in support of the REAL (Rural Entrepreneurial Action Learning) program for post secondary entrepreneurs, worked with Florida's Governors office of Tourism Trade and Economic Development and Enterprise Florida to create the partnerships for a Catalyst project in the region. After a three pronged hit in 2004 from Hurricanes Charlie, Jean, and Francis, Lynn worked with the counties and communities toward economic recovery. She helped to coordinate regional, state and federal assistance along with providing loan assistance to the business community through the state funded bridge loan program providing over 12.5 million dollars in state funding..

Lynn partnered with FDOT to study the FHREDI regions' mobility needs. The study includes a business plan for implementation. The project is now in the implementation stage with the first part of the project providing bus service to the southern most part of the region with public private partnership funding.

2002– 2003 FHREDI – Sebring, FL *Economic Development Project (Consultant)*

Created relationships with the six-county Regional Partners to assist in the development of regional opportunities for the Partners. Met with regional businesses to promote the economic partners and their roles in the communities. Attended trade shows and consultant events promoting the interest of the regional partners. Provided feedback to the Partners on workforce concerns, business growth, and changing economic factors discovered during business interviews.

1998- 2001 On Rite Company, Inc. – Ft. Lauderdale, FL.

Vice President of Administration & Human Resources

Hired to restructure the company through development of all departments from entrepreneurial to a structured environment. Developed and implemented training programs for six departments with skill based pay. Hired and developed management team, developed training academy and assist in the development of a new division.

12 direct reports, 57 indirect reports.

Reported directly to President.

1969 - 1998 Bell South Advertising & Publishing (BAPCO)

US West Telephone Company

Wisconsin Telephone Company

Lynn's background includes 28 years in the Bell System spending much of her career in sales and management development

LOUISE ENGLAND

2009- Current: Florida's Heartland REDI

Special Projects Manager – Manage special projects that provide training, information and economic development to the FHREDI region.

2002 – 2008: Highlands County Economic Development Commission and Industrial Development Authority - Executive Director

New Business Development

Located 7 major companies to Highlands County totaling over \$400 million of capital investment and creating over 700 jobs.

Existing business retention and expansion

Led a 2002 public information campaign to pass the County Tourist Tax, at 2% tax on overnight stays in Highlands County. Collections are over \$2 million.

Re-designation and boundary amendment of the Highlands County Enterprise Zone and increased the use of the tax incentives, primarily by local business from \$0 to \$1.75 million. In 2005, led the effort to create a Small Business Development Center for Highlands, Hardee and DeSoto Counties. Resulted in two full-time, on-site, Certified Business Analysts for new, existing and entrepreneurial businesses. Created the Highlands County Business Accelerator, a Florida Non-Profit Corporation, and through a grant from Florida Defense Re-investment resulted in an online virtual incubator.

Grant writing and administration

Wrote over \$400 million in infrastructure grants for Highlands County, and Sebring Airport Authority for new and expanding companies. Wrote and administered over \$300,000 in Defense Re-investment and Defense Infrastructure grant funds for technical assistance and various economic development studies.

Partnered with the City of Sebring to create the first fully serviced private industrial park in Highlands County with infrastructure grants to provide water, waste water, rail and natural gas to the park with a total economic impact of more than \$30 million dollars.

1992 – 2002: Executive Assistant

Responsibilities included liaison with locating companies. One such company, Cross Country Automotive Services, has an economic impact of \$28 million annually, and now employs over 500 employees.

Education: AS Accounting 2002, Magna Cum Laude, South Florida Community College Organizational Management 2003, Warner Southern University.

Key Economic Development Training: Basic Economic Development Course, University of South Florida 1993; Business Retention/Expansion Certified Consultant, University of Minnesota 2000; Economic Development Credit Analysis, Georgia Institute of Technology 2004; Economic Development Institute, Indiana/Purdue University, Indianapolis 2005; Fall Training Institute, National Incubator Association.

Boards: Enterprise Florida Stakeholders Council, the State's economic development policy, marketing, international trade organization; Florida's Heartland REDI Board as economic development liaison for Highlands County; Heartland Workforce Board, ARC Foundation Board.

RICHARD A. MARCUM

Executive Director

rickmarcum@opportunityflorida.com

BACKGROUND

Over 30 years of management experience in real estate development, community economic development, public relations and marketing. Strong expertise in managing public funding initiatives from local, state and federal agencies for business and economic development.

PROFESIONAL EXPERIENCE

Opportunity Florida

2003 to Present

Executive Director

Marcum Consulting

1999 – 2002

Venture Capital Consultant

- **Unity Hunt Corporation, Dallas, TX**

Successfully negotiated and lobbied on behalf of Unity Hunt (Lamar Hunt Trusts) with the City of Santa Fe for acquisition of land, local partners, and all entitlements for a complex redevelopment project.

- **I.G. Partners, San Mateo, CA**

Chair of the Independent General Partners Legal Committee, which serves in an oversight capacity for the 42,000 members during proposed liquidations.

- **Tunein Media, Inc., Los Angeles, CA**

Successfully brokered the sale of the company

Santa Fe EDI/ New Mexico Regional Development Corp.

1996 – 1999

Executive Director

Obtained a \$10 million grant from US Department of Energy for diversifying the regional economy away from Los Alamos National Laboratory dependence, with a commitment for another \$3.5 million if needed.

Santa Rosa County, FL Economic Development

1993 – 1996

Executive Director

Walton County, FL Economic Development

1990 – 1993

Executive Director

Capital Factors, Inc., Dallas, Texas

1978 – 1989

President & CEO

H.T. Priddy Company, Fort Worth, Texas

1975 - 1978

Vice President & CFO

Trammel Crow Company, Dallas, Texas

1973 – 1975

Assistant Land Account Manager

SUSAN F. ESTES

Business Manager
susane@opportunityflorida.com

Professional Experience

Opportunity Florida 2001-Present
Grants Coordinator, Office Manager

Grants awards include:

2008, Economic Development Transportation Fund:	\$2,000,000
2008, Rural Infrastructure Fund:	\$216,500
2008, Regional Rural Development Grant:	\$75,000
2006, Regional Rural Development Grant:	\$ 80,000
2005, Economic Development Transportation Fund:	\$750,000
2005, Quick Response Training:	\$591,019
2004, Regional Rural Development Grant:	\$100,000
2003, Regional Rural Development Grant:	\$100,000
2002, Regional Rural Development Grant:	\$100,000
2001, Toolkit for Economic Development Project:	\$327,534

Washington County Chamber of Commerce 2000-2001
HUBZone Coordinator,

March of Dimes, Gulf Coast Division 1996-2000
Projects Coordinator
Fundraisers

- WalkAmerica
- Blue Jeans for Babies
- Ride (Bikers) for Babies

Education

Gulf Coast Community College, A.A. in Pre-Mass Communications
Florida State University, College of Communications, B.S. in Advertising

Walt Henley

[REDACTED]
(404) 551-5631 (O)

[REDACTED] (C)

Senior executive and network technology expert with extensive network engineering, construction, operations, and integration experience. Walt has more than 25 years experience with telecommunications companies, enterprise networks, and Internet service providers.

Significant experience in:

- Creating new enterprises for network and telecommunications design, integration, operations, and consulting.
- Blending new network technology with legacy technology and infrastructure to deliver next generation communications services and operations support environments.
- Delivering network solutions to municipal and commercial wireless Internet service providers (ISPs) with WIMAX and pre-WIMAX technologies.
- Leading growth-oriented companies offering leading edge network solutions and technological expertise.

Career history:

- **AireWire Inc. – Founder, CEO, and Chairman**
 - AireWire sells network design, engineering, construction, and operations services
 - Led the company to increased revenue and profits over the past ten years
 - Engineered and deployed more than 30 municipal and commercial wireless ISPs
 - Delivered point-to-point and point-to-multipoint microwave backhaul systems for regional middle mile and last mile service providers
 - Redesigned and solicited providers for a 36 site WAN in 30 countries for a global telecommunications provider.
 - Constructed wireless networks for surveillance, security, and public safety clients
- **PricewaterhouseCoopers – Practice Leader, Network Technologies**
 - Built the network technology consulting team for Internet Infrastructure to 260 consultants in the USA and Europe
 - Led complex network design and integration projects at Fortune 500 clients and ISPs around the world
 - Re-designed and transitioned one of the largest Internet networks and operations environments for an international e-commerce company while 250,000 concurrent customers were served without interruption.
- **Independent Consultant -- Henley and Associates**
 - Provided consulting services to enterprise customers building LAN and WAN network architectures
 - Developed one of the first wireless networks for point-of-sale systems at major sports venues.

Merle Williams

[REDACTED]
(404) 551-5631 (O)

[REDACTED] (C)

Business development executive and technology expert with extensive experience in wire line and wireless telecommunications operations, systems integration, business process optimization, and product management. Merle has more than 25 years experience in integrating advanced technologies at domestic and international communications companies.

Significant experience in:

- Leading strategic initiatives to significantly improve IT systems, business processes, and operations support environments at communications companies regardless of size
- Managing sophisticated sales and marketing programs to deliver next generation communications services to consumer and commercial markets
- Designing monetization strategies for products and services in competitive markets
- Negotiating complex agreements with partners, commercial clients, and governments

Career history:

- **AireWire Inc. – Vice President, Business Development**
 - AireWire sells network design, engineering, construction, and operations services
 - Joined the company to lead business development, partner program, large sales
 - Responsible for improving revenue and margin performance of the company
- **Tellme Networks (Microsoft subsidiary) – Director, Major Account Development**
 - Tellme is a leading provider of hosted speech-enabled communications products for web commerce applications and voice-activated search on the web.
 - Directed strategic alliances with major cellular companies to distribute Tellme enhanced speech-activated web search products to USA consumer markets
- **EDS – Vice President, Global Wire Line Industry**
 - EDS is a global IT systems integration and outsourcing company
 - Led the world-wide program for business development in the wire line communications industry
 - Responsible for meeting \$1.5B annual revenue from wire line industry
- **PricewaterhouseCoopers – Principle Consultant, Communications Industry**
 - PwC was top-three global management and systems consultancy
 - Lead consultant for IT planning and integration projects at tier one and tier two communications companies
 - Responsible for e-commerce business development and alliance program

Kevin E. Braunsdorf
Senior RF Engineer
AireWire, Inc.

Kevin is an experienced WiMAX/WLAN engineer with 10 years of RF design & deployment.

Q3 2008 to present

Kevin has been responsible for the RF planning, design and deployment and verification of several multi-county wireless broadband systems for AireWire, Inc.

2007 - 2008 Sago Networks Tampa Fl Chief of Wireless Network Operations

Engineered and deployed high capacity PTP links using Pathloss 4.0 to support high end customer data applications. (Diagnostic imaging and related medical facilities requiring 50-1000mbps links to the Internet). Interfaced with Commsearch and the FCC and provided technical data as required by the licensing process. Managed day to day operations of the Hillsborough Co scholastic WLAN in Tampa Fl. (312 schools on Alvarion VL gear with licensed tower backhaul links) Diagnosed wireless issues and deployed appropriate field personnel, remotely supported, monitored and signed off on all operations.

2004 - 2007 Detel Wireless Hessmer, La Chief RF Engineer

Designed & deployed 14 county-wide scholastic E-Rate WLAN's using Pathloss 4.0 and Radio Mobile in a licensed & unlicensed hybrid radio topology. Deployed Nera 11 & 18GHz, Ceragon 18GHz and Cielo 11 & 18GHz links; also Alvarion Access II and VL in the 5.3, 5.4 and 5.8GHz bands, as well as several hundred Proxim MP11a radios and Tropos 5210 MESH nodes. Performed initial site and RF surveys as necessary and interfaced with tower companies through lease execution. Interfaced with Commsearch and the FCC and provided technical data as required by the licensing process. I created & documented the radio and ancillary equipment infrastructure IP schemes, programmed and installed all the ground-side hardware. Supervised and verified signal and network performance on all antennae alignments and performed all Tier III troubleshooting and operational maintenance documentation.

1999 -2003 Velocenet Inc Salisbury NC WLAN Administrator

Helped pioneer outdoor 802.11b WLANs, designing & deploying a commercial WISP network halfway across N. Carolina. Used Micropath 2001 to engineer and deploy indoor Breezecom 2.4GHz FHSS & DSSS radios for an outdoor fixed residential broadband access application. Also deployed 8 Western Multiplex 5GHz narrowband ISM backhaul links, (as far as 35mi) several Proxim MP60 base stations and some Cisco BR series base stations. Performed initial site and RF surveys as necessary and interfaced with tower companies through lease execution.

Steve Puckett
Sr. Network Engineer

Mr. Puckett has over 18 years experience in bringing technology to consumers with a diverse background in many industries and technologies. He has worked as an engineer, line and business manager, and in research and development in the textile, steel, manufacturing, telecommunications, and utility industries.

His experience includes extensive negotiation of business arrangements, contracts, and vendor agreements. In the past, Mr. Puckett launched and subsequently sold his own wireless telecommunications company serving Birmingham, AL business customers with data, VoIP, and video services. The company utilized pre-WiMAX broadband network technology, which Mr. Puckett designed, deployed, and managed. He also is experienced in designing and deploying wireless mesh, municipal wireless, and Broadband Over Power Line networks for such entities as Decatur Utilities, US Marine Corps, and Southern Company.

Mr. Puckett has worked for such companies as AT&T, Southern Company, Schlumberger RMS, Siemens Engineering & Automation, and for his own companies, Network Convergence Associates, LLC, American IP, LLC, and International Network Technologies, Inc. He holds a BS in Physics from Auburn University and a MS in Electrical Engineering from the University of Alabama at Birmingham's prestigious executive Information Engineering Management program. He has specialized training in Project Management, Financial Analysis, Market Research, Marketing Plans, Interconnection Agreements, Wireless Network Engineering, Presentation Skills, Negotiation Skills, and Network Design and Topology. He currently holds an Adjunct Professor position at the University of Alabama at Birmingham.

Mr. Puckett continues to work as a Wireless Consultant for the US Marines, DARPA, and the Drug Enforcement Agency. Some of his work includes:

- Design and testing of the potential for using WiMAX networks by the US military. This allows multiple types of applications such as mapping, GIS based-video, VoIP communications.
- Development of a mobile WiMAX base station. The design incorporated a WiMAX base station into a vehicle to be used as a mobile surveillance network for law enforcement / DEA agents. Applications included real-time video with GIS information, VoIP communications, remote cameras and microphones, access to information in real-time, and other classified applications.
- Development of a WiMAX "Smart Grid" turn-key system for the water, gas, and electric utilities. This system is a complete monitoring, measurement, and control system that reduces the demand curve, increases efficiency, and meets regulatory requirements.
- Currently developing roadway sensor systems and specialized power and communications networks for the monitoring of roads, ice build-up, and other infrastructure monitors.
- Developing JV with a major Chinese fiber company in Changsha, China to introduce WiMAX, Smart City / Smart Grid, and energy management to the province.

Scott Stevens

Respected Entrepreneur & Interdisciplinary Professional in Wireless and IP Communications



Summary

Professional consulting; combining the disciplines of executive and engineer skills and insight within the wireless and IP communications sectors, including highly specialized knowledge in wireless broadband. Exercising both business acumen and technical skills provides a holistic 360° approach toward any business division affected by wireless and IP communications.

Industries:

- Wireless Data / Broadband
 - 3G/4G, Wi-Fi, Wi-MAX, LTE, backhaul, fixed wireless & mobility
 - Spectrum - ISM, EBS/BRS, AWS, TVWS, Licensed PtP to 90GHz
 - Wireless Broadband, Public Safety/Homeland Security,
- IP Communications and Applications
 - Voice and Video over IP, Media/Content, Presence, Collaboration

Specialties:

- Business Planning, Financial Modeling, Strategic Relations
- RF (wireless) and IP (network) Engineering and Design
- Innovation, Collaboration and Evangelism
- Initiatives & Policy - Broadband, Spectrum and Technology
- Public Speaking / Training
- Basic Legal Contract Knowledge

Highlights:

- Member and active participant - Tech Policy Committee for Obama Campaign
- Raised \$28M for National Broadband network - Tier 1 to Rural Carriers/Towns
- Involvement with Powell's FCC and think-tanks on issues of spectrum and broadband
- Founded multi-million \$ wholesale distribution, spun off wireless hardware mfg division
- Unique use of technical skills for unmanned aircraft communications systems
- Return speaking engagements at leading conferences; various press interviews
- Serial entrepreneur; wholesale distribution, WISP service provider, VoIP startup
- Co-Founded residential VoIP service leveraging affinity sales/marketing channels
- Authored several winning Muni Wi-Fi RFP bids; designed, engineered, deployed

Featured Press, Interviews and Media:

- High Country Business Review (04/2006)
- San Jose Mercury News (08/2004)
- Wired Magazine (08/2003)
- Wall Street Journal (co-interviewed 06/2001)
- Telecom in The Valley (local program on "Grassroots TV" in Aspen, CO)
- Geek Speak (local radio program on "KDNK" in Aspen, CO)

Scott Stevens

Entrepreneur & Interdisciplinary Professional in Wireless and IP Communications

Experience

President, Scott Stevens Inc.; Hood River, Oregon - Current

Professional interdisciplinary consulting services. Clients include startups, carriers or any business that uses wireless or IP communications in some form. Some examples of clients served:

- **Obama Campaign, Tech and Telecom Policy Committee - 2008**

This group was tasked with creating, bolstering and defending the "Technology and Innovation Policy" so many tech leaders adamantly supported. Particular points of interest relative to the policy are; broadband proliferation (USF reform, rural access, broadband wireless, and redefine "broadband"), wireless spectrum policy, public safety access and interoperability as well as the effect of broadband on education, healthcare and innovation.

- **Insitu, Advanced Development Group - 2008**

Engineering, Documentation, Strategic Relations, Digital Vision;

Insitu is a manufacturer of Unmanned Aircraft (UAV), recently acquired by Boeing as a wholly owned subsidiary. Working with the Advanced Development (R&D) group on future aircraft designs for military and commercial clients. Assisting Insitu in evolving their systems to digital and IP-based communications for command/control, video, etc. Specific tasks include work on RF systems, IP systems, protocols, testing (lab and field), documentation and troubleshooting - all in a collaborative, inventive and entrepreneurial team environment.

- **CenturyTel, Executive Strategic Wireless Team - 2006-08**

Engineering, Concept Vision, Strategic Relations, CapEx/OpEx Modeling, Training, Author;

Authored and engineered the RFP response that won the Town of Vail Muni Wi-Fi project over Google, Earthlink and AT&T. Successfully contributed to a deployment of 350+ devices over 9 miles w/ backend portal/billing/advertisement in under 4 months. Member of strategic "Raptor Team" under direction of President COO Karen Puckett; contributing ideas, relationships and both biz/tech expertise that enabled additional efforts by CenturyTel deploying; fixed wireless, hotspots, Muni Wi-Fi, high-capacity wireless backhaul, a national hotspot deployment (w/ advertising) and successful \$150M bid on 700MHz spectrum.

Tasks included; authoring RFP/RFIQ documents, bringing new relationships (vendor, customer), budgeting capital and operational project expenses, RF and IP engineering (vision, architecture, config, reliability, methodology), configuration/troubleshooting, deployment, sales/engineer training, sales support/customer relations, site surveys, lab testing, presentations, etc

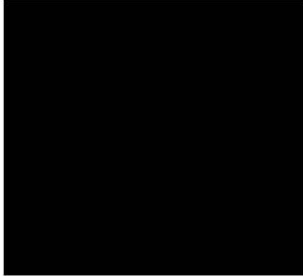
- **Startup On-Demand Content Provider**

Business Plan Author, Financial Modeling, Strategic Relations and Tech Advisor;

Startup company providing dial-on-demand audio content (e.g. talk radio) to mobile phones, which also includes a social network community. Authored business plan and exec summary, provided financial modeling structure, engaged relationships to launch quickly and affordably, provided VoIP

Scott Stevens

Entrepreneur & Interdisciplinary Professional in Wireless and IP Communications



tech advice. Company successfully launched in 2007, has a significant following and features programs such as Dr. Laura and Lou Dobbs.

- ***Fledgling VoIP Service Provider***

Market Analysis, Strategic Relations, Tech Advisor;

At the request of the investors, compiled a state of the industry report including competitive analysis and matrix of suitable backend partners by leveraging relations and research. Advised Board of Directors, investors and executive staff on formal partner recommendations and assisted with system and customer migration efforts.

In summary, leveraging interdisciplinary knowledge and experience along with an extensive rolodex of relationships to “springboard” projects and create successful concept pilots. Working within strategic team is common where collaboration is required to formulate and execute a vision. Specific tasks vary depending on the client’s need from business to tech.

Managing Partner, Keenwire; Hood River, Oregon - Current

Aspen Wireless provides highly specialized, technology-neutral business consulting for the wireless industry. Assisting clients by leveraging deep knowledge of wireless business, technology and market trends to assist clients in achieving their goals for profit and performance. Specialty in license-exempt wireless and Internet technologies including; Wi-Fi, WiMAX, Mesh, VoIP and TDM Voice, Video, Data, Mobility and Public Safety applications. Services provided include business planning, engineering and design, integration, staff training, ongoing support and managed services to sectors such as:

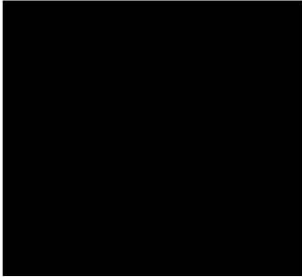
- ▶ Rural Wireless ISP (WISP / BWIA)
- ▶ Various Municipalities and Enterprise
- ▶ Department of Homeland Security
- ▶ School Districts and Healthcare Systems
- ▶ Planned Communities, Multi-Tenant, Hi-Rises

Notable accomplishments include:

- ▶ FCC Chairman Michael Powell and Chief of Policy Robert Pepper take their first tour of an early Muni Wi-Fi mesh system deployment in Aspen, Colorado. (08/2004)
- ▶ Presented at FCC’s “WISP Showcase” to educate the Commission on wireless as a compelling solution for rural broadband and address regulatory barriers. (11/2003)
- ▶ AWT successfully shoots 4.2 miles Non-Line of Sight “through” a 600’ mountain with Orthogon Systems, achieving 6Mbps with VoIP quality latency. (10/2003)
- ▶ Brainstorming policy during a wireless “wardrive” w/ FCC’s Chief of Policy Development Robert Pepper and Chief of Wireless Policy John Muleta while in Aspen. (07/2003)
- ▶ Speaking at discussion panel at Progress and Freedom Foundation Aspen Summit on broadband regulation, spectrum policy, early net-neutrality. (07/2003)

Scott Stevens

Entrepreneur & Interdisciplinary Professional in Wireless and IP Communications



- ▶ Record 74-mile Point-to-Point link with Redline Communications in Idaho from (frozen) mountain tops, achieving 18Mbps for rural broadband and VoIP. (02/2003)
- ▶ Deployed the first ubiquitous Wi-Fi city in the world (2000) then again redeploying using (our) mesh technology as one of the first Muni Wi-Fi systems in 2004.
- ▶ Assisted hundreds of more rural WISPs with business and technology, bringing the total to over 1,000 providers - many have become successful regional leaders.

Featured Press, Interviews and Media:

- ▶ High Country Business Review (04/2006)
- ▶ San Jose Mercury News (08/2004)
- ▶ Wired Magazine (08/2003)
- ▶ Wall Street Journal (co-interviewed 06/2001)
- ▶ Telecom in The Valley (local program on "Grassroots TV" in Aspen, CO)
- ▶ Geek Speak (local radio program on "KDNK" in Aspen, CO)

Featured Speaking Engagements: (often returning presenter or panel member)

- ▶ WCA Annual and Symposium (D.C and San Jose)
- ▶ PFF Aspen Summit
- ▶ Telluride Tech Fest (featuring notable speakers; Vint Cerf, Nick DeWolfe, etc)
- ▶ FCC "Rural WISP Showcase"
- ▶ Broadband World
- ▶ Internet Telephony Conference (by TMC)
- ▶ wVOIP Conference (by Fierce)
- ▶ WISPCON

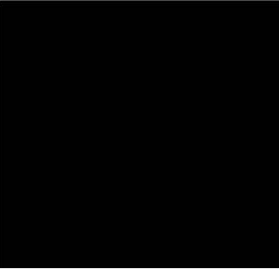
Co-Founder President/CTO, WorldWorkz LLC; San Diego, California - 2003-06

Business Plan Author, Financial Modeling, Strategic Relations and Technology Innovation;

Founded in 2003 to address a need by affinity groups looking for a new product service to offer their constituents. No turnkey or white-label solution existed, therefore WorldWorkz forged relationships with VoIP and telephony-related partners under a collaborative environment, building an advanced technology platform specifically for WorldWorkz. This platform created industry first billing and self-service backend (fully FCC-e911 compliant) that included device auto-provisioning and an advanced IP communications platform (Multi-IM Chat, VoIP, Video, Collaboration and more).

Scott Stevens

Entrepreneur & Interdisciplinary Professional in Wireless and IP Communications



Founder/Managing Partner, Defacto Wireless & AirMatrix; Brenham, Texas - 2002-05

Fundraising, Financial Modeling, Strategic Relations, Business Oversight, Contracts/Legal, Team Management, Sales/Marketing, Technology Innovation, Training and Support;

Defacto Wireless was founded to continue providing specialized wireless products with value-added services for WISPs across the globe. Within 6-months of launch the company had achieved \$1M revenue selling equipment with a cost under \$500. Over the next year Defacto rapidly established a sales channel and sales team, which booked \$4M in revenue and touched over 20 countries and continues to provide solutions today.

Duties included raising capital (investor relations, financial modeling, business planning), budgeting, establishing vendor and partner relations, implementing operational support systems (CRM, ERP, accounting, e-commerce, support), manage acquisitions, establish and manage sales team, oversight of R&D and operations.

In 2004, Defacto Wireless acquired individuals and technology to create its own house brand of outdoor Wi-Fi solutions, including wireless mesh networking. All products were created through special software and best-of-breed commodity hardware. These products featured innovative and attractive industrial design to be both manufacturing efficient and user-friendly. AirMatrix was spun off from Defacto in 2005 to allow greater expansion of Research and Development and establish a more broad, non-conflicting VAR and distribution channel.

Conceptual Co-Founder, National Broadband LLC; Aspen, Colorado 2002-04

\$28M in private investment was raised in 2002 for this venture. Some of the strategic partners included; WiTel, Intel, IBM, Microsoft, Wal-Mart and others.

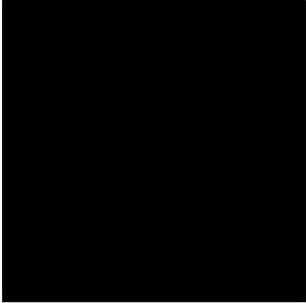
National Broadband was the United States' first nationwide wireless broadband provider and is still the only one with the same vision. Its key appeal was the use of standards-based technologies to eliminate barrier to entry and expedite a normally time consuming rollout and the focus of quickly bringing high quality broadband and services to the greater rural USA.

The core network included 17,000 route-miles of 8Gbps optical fiber lines across 38 states. NBB would marry the optical network at over 422 locations (40-mile intervals) to long-range high-capacity wireless backhaul radios to provide Tier 1 bandwidth access and pricing in Tier 2 and 3 markets. Additionally, the core functionality of the network was enhanced through deployment of servers featuring "reprogrammable" silicon along the optical network. This enabled customization of the network to enhance quality of service or provide media content.

NBB provided wireless broadband access in broadband starved Tier 2-3 markets, utilizing unique and patentable technologies and methodologies. In a unique opportunity with Wal-Mart, NBB forged a

Scott Stevens

Entrepreneur & Interdisciplinary Professional in Wireless and IP Communications



relationship that would leverage over 5,000 stores in rural communities nationwide to serve as a primary location for deploying wireless broadband. Wal-Mart would utilize the Tier 1 bandwidth, as well as sell the CPE on shelves.

As the "carrier's carrier" NBB provided high-capacity "wireless fiber" backhaul to Rural Tier markets for a low metropolitan-like cost. As a broadband provider and enabler, NBB created the WISPartner wireless broadband partner program. This program offered varying levels of participation from dealership through partnerships enabling providers cost savings on backhaul, standardization on deployment, access to best-of-breed technology at a low cost, rapid growth via channels like Wal-Mart. Examples of target customers are:

- ▶ Cellular Providers
- ▶ Rural Wireless ISPs (WISP) / CLEC / Rural Telcos
- ▶ Utility and Power Companies
- ▶ Municipalities and Public Safety
- ▶ Compulsory (K-12) and Higher Education
- ▶ Hospitals and Healthcare Providers
- ▶ Department of Homeland Security
- ▶ ... other rural enterprise opportunities.

National Broadband deployed 10% of the network prior to an unprecedented shift of vision by the investor toward a Microsoft-driven idea. The original concept and need is still very much alive, and hope someday for this initiative to be reborn and executed as planned.

Manager Broadband Division, Electro-comm Distributing; Denver, Colorado 2000-04

Recently acquired by Hutton Communications, Electro-comm began its transformation in 2000 and 2001 into an international powerhouse distributor of wireless data products by identifying a technology with huge potential. Forged alliances, brought technologies and formed online communities that helped start a nascent industry now known as Fixed Wireless, Broadband Wireless or WiMAX, commonly considered 4G wireless communications. Electro-comm grew hundreds of percentage points each year, raising the bar for other wireless wholesalers and new broadband wireless distribution companies.

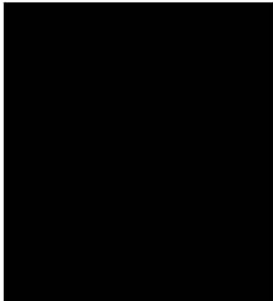
This involved leveraging indoor access points you now know as Wi-Fi, before it was called Wi-Fi, and applying innovation to customize their use to help provide broadband in starved rural markets. Duties included innovation, sales, engineering, support, evangelism, e-commerce and marketing.

Skills

Please inquire if additional or more specific information is required.

Scott Stevens

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Associations and Efforts

WCAI - Wireless Communications Association International

PFF - Progress and Freedom Foundation

OSDV - Open Source Digital Voting Foundation

OEN - Oregon Entrepreneurs Network

GTA - Gorge Technology Alliance

P15 - Part 15.org

SAO - Software Association of Oregon

NFI - National Fatherhood Initiative

CUB - Citizens Utility Board of Oregon

MHCRC - Mt. Hood Cable Regulatory Commission, Bureau Advisory Committee

ORTCC - Oregon Telecommunications Coordinating Council (pending)

Humanitarian efforts include relief efforts for Katrina, Indonesian Tsunami, and more.

Referrals

Referrals are available upon request, see more of below at www.linkedin.com/in/sstevens.

"Scott has total concept knowledge that allows him to evaluate all aspects of a network. He is able to look at the big picture and fill in all the blanks that are required in complex wireless networks." [Gary Churchey](#), Regional Manager, Huber+Suhner

"Scott has been an industry leader in the wireless broadband field. His expertise and advice have been instrumental in my success in this field. We have worked together on advanced projects such as the Aspen and Vail Municipal wireless networks." [David Peterson](#), Director of R&D, Defacto Wireless

"Scott's knowledge of the wireless broadband industry and ability to listen to the customer and put the answer to their needs into words was instrumental in CenturyTel's ability to win the Vail WiFi Project. I have worked with Scott many times, as a subordinate and a colleague, and look forward to working with him again soon!" [Warner Butler](#), RF Network Engineer, Red Rock IT

"Scott's knowledge and understanding of wireless technology made him a key to CenturyTel's deployments." [Butch Evans](#), Owner, Butch Evans Consulting

"Scott helped organize the Obama Tech event at PSU. He did a great job answering the broadband question during the Q & A." [Mary Beth Henry](#), Deputy Director, City of Portland/MHCRC, President NATOA (Nat'l Assoc of Telecom Officers and Advisors)

"Scott Stevens is a respected member of the BWA community. His insight and knowledge has helped him throughout his career. It was a pleasure working for him and with him over the years." [Jeff Booher](#), Director of Sales - North America, Aperto Networks

Tricia Stevens



Profile

A contagiously enthusiastic character driven by an entrepreneurial spirit.

Summary of Qualifications

- Twelve years progressive leadership over business development and project launches.
- Exceptional team management in critical collaborative contexts.
- Record of success in achieving objectives and timelines.
- Demonstrated ability to build alliances.
- Dynamic team leader, able to bring energy, enthusiasm and humor to motivate team members to achieve potential and meet objectives.


Experience

President, Keenwire Green Technologies 2009-present

- Developed policies, procedures, and processes for all aspects of operations, including sales, general accounting, customer support, billing, marketing and employee training.
- Developed and implemented strategic objectives to ensure achievement of profitability goals and an high level of client satisfaction.
- Managed seven USDA/NTIA/RUS Recovery Act Grant Applications resulting in one \$31 million BIP award and a second hopeful BTOP award.
- Managed a combination of Community Connect and RBEG Grant applications.
- Maintain overall operational management.
- Supervise administrative and operational staff.

Business Manager, Scott Stevens, Inc. 2005-present

- Oversaw development, beta, and launch of Portland based ISP.
- Oversaw marketing launch of wholesale product distribution company.
- Successfully managed projects such as forecasting, profitability analyses, and strategic planning.
- Cultivated excellent long-term relationships with clients.

- 
- Broadband consulting for clients such as CenturyTel, Town of Vail, Insitu, Ford Family Foundation, Q-Life, Rivada SeaLion, and North Florida Broadband Authority.

Director of Marketing, ResortQuest Aspen/Snowmass 2005-2006

- Presented marketing initiatives to stakeholders.
- Selected sights and negotiated contracts for marketing events.
- Produced financial projections

Project Manager, A Little Bite of Delight, Inc. 2001-2005

- Planned and launched distribution of new product line resulting in \$500,000 in sales the first year.
- Selected and led cross-functional team from 3 departments and served as point person, ensuring a harmonious eco-system within the company.
- As a team leader resolved power struggles and tensions using positive approach to conflict resolution and staff development.

Community Support, Tualatin Valley Fire and Rescue 1997-2002

- Coordinated and oversaw annual charitable event serving 25,000 underprivileged children within fire district.
- Coordinated intergovernmental training including; disaster planning, multiple district response, car seat safety program with counties within district.
- Coordinated district events and departmental parties, and receptions.

Aviation Hydraulics Mate, Special Projects Unit 2 (VPU2), US Navy, 1993-1997

- Serviced P3 Orion aircraft at NAS Barbers Point, Hawaii

Education

University of Phoenix, Psychology

University of Phoenix, Business Marketing

Portland Community College, Marketing and Business Management



1211 N Westshore Blvd. Suite 711 • Tampa, Florida 33607 • Phone: 813-232-4887 • <http://www.rapidsys.com>

- 1996: Rapid Systems ("us," "we," "our," or "the Company") incorporates in Florida.
- 1998 – Present: Microsoft Certified Solution Providers (MSCP) qualification.
- 2002: Officially launches commercial wireless product, "rs|air."
- 2004: National Association of Tower Erectors (NATE) certified.
- 2004: Announces the successful deployment of several challenging NLoS point-to-point wireless links, enabling carrier-class connections where other wireless systems could not operate. Features: Connects reliably around obstacles; higher bandwidth; less expensive alternative to leased line; private communications channel leased from a common carrier.
<http://www.thefreelibrary.com/Rapid+Systems+Deploys+Orthogon's+OSGemini+to+Complete+Challenging...-a0115341520>
- 2004: Thoroughly tests and comments on Motorola's new 2.4 GHz product.
<http://www.wifitechnology.com/displayarticle879.html>
- 2004: UNC Wilmington – Sea Labs: w/NURC deployed a Motorola Point-to-Point (P-to-P) Wireless Ethernet Bridge – 400 Series solution with integrated antennas between NURC's land-side base station in Key Largo and the 30-foot (9-meter) buoy out at sea – 62 feet (19 meters) above the Aquarius Habitat.
<http://www.rapidsys.com/aboutus/PDF/NationalOceanicAndAtmosphericAdministration.pdf>
- 2004 and 2005: Pasco County, FL Supervisor of Elections and Pasco County Clerk of Courts - Equipment Sales and Installation to provide backup for county-wide public elections.
- 2004: City of Temple Terrace, FL - Wireless Internet Service (WIS).
- 2005: Transitions network facilities to Level 3 Communications, Inc. facilities with zero downtime
- 2005: Builds ISP Airecomm in North Carolina and ISP PowerOne in Orlando, FL.
- 2005: Deploys Orthogon Systems' OS-Gemini products and recently tested the OS-Spectra, which sustained an average of 260 Mbps aggregate data throughput during the Rapid Systems LoS and NLoS deployment testing.
<http://www.thefreelibrary.com/Orthogon+Systems+Raises+the+Bar+In+Broadband+Wireless-a0127191353>
- 2005: Motorola contracts Rapid Systems to become a partner vendor.
- 2005: National Forensic Technology - (WIS) and Server Co Location.
- 2005: City of St. Petersburg - WIS for FL DOT to run cameras at street intersections.
- 2006: Engaged by Cox Radio to install all P-to-P Wireless Connectivity for Radio Stations. First HD Audio FM station to utilize microwave. (2007/2008): Hollywood, Jacksonville and Orlando, FL; Atlanta, GA, San Antonio TX, Tulsa, OK, Louisville, KY, Johnstown, PA.
- 2006: National Air Traffic Control Center at Tampa IA - WIS installed and maintained.
- 2006: w/AT&T Government Solutions – MacDill AFB - Wi-Fi service for a Presidential Press Conference for President George Bush.
- 2007: St. Leo engages the Company to design and deploy a dormitory broadband network.
http://www.mccordcommunications.com/downloads/case_studies/cs_bpl_liberal_arts_university.pdf
- 2008: Associated Press - Equipment sales and installation to facilitate AP's streaming video of the Shuttle Atlantis Launch at the Kennedy Space Center.
- 2008: w/Motorola for City of Apopka, FL-Management and support of free city-wide WiFi.
- 2008: City of St. Cloud - Equipment Sales and Installation for P-to-P wireless equipment.
- 2008: MacDill AFB - Wi-Fi services for multiple Presidential Press Conferences: President Barrack Obama and Presidential Nominee John McCain.
- 2010: Rapid Systems Helps Businesses and Residents Bridge the Digital Divide and Stimulate Economic Development with Reliable and Secure Wireless Broadband Network. The Enterprise Mobility Solutions business of Motorola, Inc. (NYSE: MOT) today announced that Rapid Systems, a wireless internet service provider and member of its channel program, was selected by the Hardee Broadband Project to deploy Motorola's fixed wireless broadband solutions across Hardee County, Fla. Based on Motorola's PTP 800 licensed microwave Ethernet bridges and PMP 320 licensed network access solutions, the wireless broadband infrastructure will deliver affordable, high-speed Internet connectivity to businesses and residents of the county.
<http://money.cnn.com/news/newsfeeds/articles/prnewswire/CG72681.htm>



Dustin S. Jurman

1211 N Westshore Blvd. Suite 711 • Tampa, Florida 33607 • Phone: 813-232-4887 • Dustin@rseng.net

Chief Executive Officer

Powerful in action, energetic leader known and respected for the ability to create successful outcomes from complex challenges. Diverse industry and functional expertise, with a tenacious commitment to driving technology, sales and market-share growth. Lead comprehensive infrastructure and business growth. Solutions-oriented CEO with notable success directing a broad range of initiatives while directing in planning and implementation of solutions in direct support of business objectives. Implement innovative programs that drive awareness, decrease exposure, and strengthen organization. Command and excel all stages of system development efforts, including requirements definition, design, architecture, testing, and support. Outstanding leadership abilities; able to coordinate and direct all phases of project-based efforts while managing, motivating, and leading project teams. Leading the charge in developing effective policies and procedures, milestones, as well as technical and business specifications, development and implementation.

Outstanding presentation, leadership and communication skills.

Areas of excellence include:

Leading Change
Business Process Engineering
Negotiating & Closing Deals
Developing New Business Lines

Growing Profit and Revenue
Forming Strategic Alliances
Leading & Developing Teams
New Product Development

New Technology Deployments
Engineering Difficult Designs
Managing Growth from Within
Broadband Infrastructure

Executive Highlights

RAPID SYSTEMS, Tampa, FL 10/1996 to Present

Built a solid track record of technology leadership, network design and support services. Leads development and implementation of technology systems. Direct the testing and implementation of product launches, business development efforts, application design, content management, and business integration. Expertise in complete project development, from conceptualization and requirements determination to final testing and implementation. Administers over budgets, provides leadership in support for sales groups, and developing outside partnerships.

Technology Leadership - Advised development efforts of Motorola, Orthogon Systems and other wired and wireless broadband systems for point to point and multipoint systems including early deployment of WiMAX technology.

Organizational Development - Created business plan for organic growth from a 500 dollar investment to a multimillion dollar broadband company.

Disaster Recovery - Led team to recover critical communications infrastructure for fortune 500 company after natural disaster transforming communication from analog systems to digital in 3 days.

Business Development - Directed Communications Company across natural progression from dialup, ISDN, frame-relay, DSL, ATM, Broadband wireless and Free Space Optics.

Network Architecture - Supervised team to create broadband infrastructure capable of supporting a multiprotocol environment via DSL, Fiber, Frame-Relay and Wireless Broadband.

Sales Leadership - Personally assisted in closing installation, support and maintenance contracts for state and local government infrastructure as well as private industry.

Career Development

Years of experience in the creation, deployment and management of solutions, networks, systems and information assets for diverse companies and organizations. Detailed knowledge of technologies and best practices.

Gentiva Health Services - Senior Scientist / Director of IT Development - **Megabyte International** - Infrastructure Manager - **GTE** - (Contractor) Infrastructure Architect - **SoftWarehouse** / **CompUSA** - Eastern Region Technical Manager



Denise Hamilton

1211 N Westshore Blvd. Suite 711 • Tampa, Florida 33607 • Phone: 813-232-4887 • Denise@rseng.net

Chief Financial Officer

Tenacious CFO with fifteen years of experience designing, developing and implementing financial systems, strategies, processes and controls that significantly improve P&L scenarios. Expert in establishing accounting functions, systems and best practices for both accounting and technical/internet support operations; cost-reduction, and lasting business relationships to ensure goal-surpassing fiscal performance. Computer skills include proficiency in Operating Systems, Multiple Email Systems, Webhosting Servers and Design, Networks and TCP/IP, 3COM phone systems, Firewall and Routers, Excel, QuickBooks, MS Office and able to learn proprietary systems as well as applications quickly and easily.

Executive Highlights

RAPID SYSTEMS, Tampa, FL 10/1996 to Present

In 1996 started as an onsite technician, assisted business partner in building the network, technical support, accounting and the provisioning of circuits. As we hired more people stepped back from the technical aspect and ran accounting and operations. Set up the reoccurring billing system, inventory and purchasing area, operations manuals for technical support personnel and accounting personnel, all while maintaining relationships with vendors and clients. At the present time my main focus is direct accounting functions for our growing Internet Solutions Company. Supervise accounting personnel and oversee financial analysis, financial audits, A/R, A/P and fixed-asset accounting. Develop and manage external financial relationships (e.g., banks, insurers, auditors) and constantly look for ways to strengthen overall financial performance.

Key results:

- Built a finely tuned accounting department, fostering a collaborative environment that improved productivity, individual accountability and team morale.
- Revamped financial systems to improve forecast precision and standardize reporting procedures.
- Revamped provisioning systems to improve technical support and standardize billing and customer service procedures.
- Completed comprehensive valuation analysis and credit review of acquisition target, and played a key role in the due diligence effort that was crucial to successful acquisition. .
- Setup and implemented Reseller program.
- Uncovered \$150K in accounting overpayments to incorrect communication billings during a twelve-month period and recovered those monies.
- Outstanding leadership abilities; able to coordinate and direct all phases of project-based efforts while managing, motivating, and leading project teams.
- Adept at developing effective policies and procedures, project documentation and milestones, and technical/business specifications. Created company policies and procedures.
- Designed and implemented customer call-center support procedures
- Recognized for outstanding quality of customer service with long standing relationships and personal commendations from clients.
- Improved processes for creating customer invoices, which reduced overall timeframe for receiving payments.

Education

Industrial Design Degree, BS, State of California, 1991

CALIFORNIA STATE UNIVERSITY LONG BEACH — LONG BEACH, CA

- *Professional Affiliations:* WISPA, FISPA, MCSP
- *Professional Training and Certifications:* 3COM, SonicWall, HP Printers
- *Continued Education:* Accounting, Excel, Access, Dreamweaver, Quickbooks, 3 COM, Sonicwall, HP Printers



Thomas Cosenza

1211 N Westshore Blvd. Suite 711 • Tampa, Florida 33607 • Phone: 813-232-4887 • Tom@rseng.net

Wireless Installation and Construction Manager

Talented and accomplished wireless installation and construction management professional with extensive background in project management and wireless RF engineering. Proven ability to carry out all aspects of wireless PTP and Point to Multipoint construction management including scheduling, procurement, estimating, site supervision, and budget control. Consistent record of completing projects on time and within budget. Able to coordinate multiple projects and teams simultaneously. extreme familiarity with RF, general construction, equipment installation, and more.

Excellent leadership and reporting skills.

A high performing, driven, leader known for relentless execution of complex projects. Experienced in all aspects in wired and wireless broadband, design, installation, and operations. Transitioning from the cellular industry to broadband IP offers unique perspective to solving network problems. Frequency Planning and Broadband Infrastructure.

Certifications include:

- Anritsu Certified
- Comtrain Certified
- Andrews 152DET Certified
- New Product Evaluation
- Andrews 1127DC Certified
- Gravitec Certified
- Bridgewave Certified
- Motorola Certified
- Alvarion Certified

Executive Highlights

RAPID SYSTEMS, Tampa, FL 10/2002 to Present

Management of Wireless Infrastructure, Development, Construction and Implementation

Key results:

Wireless Infrastructure Management and Construction Management - Oversees all wireless network infrastructure builds. Maintains quality standards set by Rapid Systems, NATE, OSHA as well as all federal state, county and local city laws, policies and best practices.

Development, Construction and Implementation Management of High Definition Audio Wireless links – 80 total miles, dual hops, supporting High Definition audio and video broadcast.

Development, Construction and Implementation Management of High End Hotel and RV Park Wi-Fi Systems - Turn Key, large landscape and multiple access points, Wi-Fi networks utilizing multiple vendor gear depending on the design and cost parameters of the project.

Disaster Recovery – Intimate experience after 5 months expeditiously rebuilding cellular sites along the central west coast of Florida after Hurricane Charlie.

Technical Sales Support – Assist sales team with prospective customers to appraise and evaluate how products and services could be implemented, designed or modified to suit the clients' needs.

Career Development

Electric Machinery Enterprises, - Cellular Tower/Field Technician

Florida Tower Inc. - Cellular Tower/Field Technician



Brett Goldstein

1211 N Westshore Blvd. Suite 711 • Tampa, Florida 33607 • Phone: 813-232-4887 • Brett@rseng.net

Onsite Support Engineering Manager

Talented and accomplished IT management professional. Proven ability to direct technical and teams, coordinate consultants, and manage programs. Experienced in leading development and implementation of technology systems.. A dynamic, team spirited and performance driven engineering professional with an extraordinary blend of leadership, business and industry knowledge. Recognized for a keen ability to improve clients network designs, increase efficiency, and decrease the need for reengineering. Creative problem solving and troubleshooting skills complemented by meticulous and creative detail to specifications.

Executive Highlights

RAPID SYSTEMS, Tampa, FL 4/2000 to Present

Troubleshoot Client LAN's, servers and computers, design, setup and maintain client LAN's, Setup and maintain Firewalls - Sonic Wall, Cisco Router Configurations for ADSL Customers, Intel and Cayman Router installs, Cable installations, troubleshoot Network Connectivity. Installations, setup, and configuration of Microsoft operating systems and office products. Administer servers- setup web sites, DNS, IIS, Mail Servers. Work with Windows NT, Windows Small Business Server, Windows 2000 Professional, and Windows 2000 Advanced Server. Design and implement upgrades on Client Networks. Consistent quality service and customer relationships are my main focus.

Key results:

- Supervised team of system engineers in supporting new products and services
- Work closely with business and technology groups to identify best methods for promoting/implementing new products and services. Formulate best practice and detail usage strategies.
- Create solutions involving accelerated implementation methodologies, product bundles, and pre-configured data and training. Support sales representatives and consultants.
- Reduced implementation timelines and lowered implementation costs for client base.
- Retains high-profile global accounts by deploying performance optimization services, addressing critical client infrastructure architecture issues, defined methodologies, established license agreements and revenue sharing models with 3rd-party vendors.
- Responsible for migrating multiple companies through systems upgrades detrimental to their business needs. Prepared best practices for Customer Relationship Management (CRM).

Education

Central Missouri State University - May, 1994.

B.S. in Sociology with minor in Photography

Certifications and Continued Education:

MCSE, MCP+I, CompTIA A+, Network +

Windows 95, Windows NT Workstation, Windows NT Server, Windows NT Server Enterprise, TCP/IP, Network Essentials; Internet Information Service, SonicWALL Firewall Administrator, 3Com Certified



Brice D. Rich

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Business Development Manager

A highly organized and effective Dale Carnegie award winning professional with 19 years of IT experience across diverse industries and technologies. Respected in the IT community and successfully initiates strategic alliances managing relationships with competitors, vendors, partners and resellers. A results-oriented self-starter, able to work effectively at all levels within an organization. Consistently contributes and implements innovative ideas that positively affect productivity and efficiencies for the business. Develops long and short-term marketing strategies for existing and new services and products. Adds value to all departments by streamlining, documenting and reorganizing business processes. Standardizes processes, vendor lists, and pricing. Trains, develops, and supports the sales force on all product lines.

Areas of Excellence

- Marketing Strategies & Campaigns
 - Channel Partner Development
 - Creative Team Leadership
 - Closing Skills
 - Motivation and Prospecting for Sales
 - Networking and Technology Meeting
 - Development of Training Materials
 - Sales Collateral & Support
 - New Product Launch
-

Executive Highlights

RAPID SYSTEMS, Tampa, FL 8/2007 to Present

Manage corporate marketing, sales and business development functions. Direct brand management, PR, vendor relations, corporate positioning, product launches, networking, sales collateral and tradeshow marketing.

Closes new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.

Locates or proposes potential business deals by contacting potential partners; discovering and exploring opportunities.

Evaluates potential business deals by analyzing market strategies, deal requirements, potential, and financials evaluating options; resolving internal priorities and managing long term customer relationships.

Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.

Enhances organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.

Technology & Business Development Training and Expertise

Motorola, Ceragon, Ruckus, MRV, Cisco Sales Training, Dale Carnegie, Steven Covey, Project Management, Salesforce

Education

FLORIDA STATE UNIVERSITY – Tallahassee, Florida

- Bachelor of Science, Major: Sociology | Minor: Psychology 1991



Christopher Patterson

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Helpdesk Support Manager

Offering accomplished experience, credentials, technical expertise and management in the areas of PC and Desktop Support across WAN & LAN Networks and Telecommunications Protocols. Offers a proficiency in PC hardware and network client applications. Demonstrates proficient and expert knowledge of routers, servers, desktop and laptop hardware systems; network and desktop operating systems and utilities. Skilled in communicating highly technical information to both technical and non-technical personnel.

Select areas of qualification include:

Tier 1 and II Help Desk & Hardware Support • Peer-to-Peer User Groups • Escalation Resolution
Purchase Recommendations • Internal/ External Customer Service • Virus Removal • System Upgrades

Executive Highlights

RAPID SYSTEMS, Tampa, FL 6/2002 to Present

Highly proficient team leader overseeing all technical operations and known for being proactive when interacting with employees, customers, and vendors. Transitioned from Cisco technician to designing and maintaining all aspects of the Network including security, Email servers, Web servers, DNS servers, all Routers, Switches, KVM IP and UPS systems with a dedication to remote monitoring applications and support. *Areas of excellence include:*

- Engineering
- Systems and Network Administration
- Routing Protocols
- Archiving and Disaster Recovery
- Escalated Help Desk Issue Resolution
- Developing Teams
- IPS Security
- New Product Evaluation & Deployment
- Help Desk Administration

Key results:

Help Desk Administration - Overseeing all help desk activities, responds to escalated help desk issues in a most expeditious manner resolving issues as quickly as possible insuring the highest level of customer service. Overseeing the maintenance of our Support and tracking software insuring a 100% satisfaction rate with our clients. Managing employee schedules and maintaining all monitoring systems insuring the consistency and effectiveness of the helpdesk. Highly effective training methods and standards constantly preserving the best attitude towards customer service.

Network Architecture – Assisted in implementing and managing the maintenance all Routing and Switching protocol systems with a variety of equipment from different vendors for DSL, ATM, Frame Relay, Wireless Broadband, MPLS, as well as private VLANs. Managing multiple IPS devices such as Cisco IDS, Tipping Point IPS, SonicWall Firewall as well as software based security systems.

Disaster Recovery - Managing backup systems and personnel to ensure recovery from natural disasters, power and hardware failures, hackers, and virus/worm activity.

Sales Engineering - Assisting with business development on an engineering level, working with engineering staff to ensure technological goals are met.

Education

Tampa Technical College, Network Engineering - Tampa, Florida 2000

ABOUT XIOCOM

Incorporated in 2007, Xiocom's mission is to be a global provider of integrated wireless broadband solutions to network operators in under-served markets. Xiocom offers a range of flexible, market-driven services that substantially reduces the cost to design, deploy and manage broadband wireless networks.

Biographies of Key Personnel

Walter M. "Bud" Zirkle

Mr. Zirkle has more than 25 years of telecom experience in both wireline and wireless telephony. Presently he serves as President and COO of Main Street Broadband, an Atlanta-based startup created to provide WiMax-based broadband services to 3rd tier and rural markets.

In 2003 he formed Labrador Communications, a Charlottesville-based provider of wireless content. Mr. Zirkle served as Labrador's President and CEO. Previously he was Senior Vice President and co-founder of Charlottesville-based Broadslate Networks. Broadslate provided broadband services to small and mid-sized businesses from 350 COs in Tier 2 and 3 markets in the Mid-Atlantic and Southeastern US. Prior to Broadslate, Mr. Zirkle was COO of Ntelos (formerly the Virginia PCS Alliance) where he assembled and built out 5M PCS pops in Western Virginia and West Virginia. In 1990, Mr. Zirkle co-founded Essex Communication Partners providing consulting services to the investment community and operating numerous rural cellular franchises. Before Essex, he held various positions at Contel Corporation, including directing operations for Contel of Virginia, Contel's largest telephone operating company. In 1984, Mr. Zirkle was named Network Planning Manager for newly formed Contel Cellular and played a key role in the introduction of cellular service in parts of Virginia, California, Texas and Alabama.

Mr. Zirkle was graduated from Virginia Military Institute in 1980 with a bachelor's degree in electrical engineering.

Professional Profile

25 years of experience in wireless and wireline telecommunications
Held senior management positions in large and small enterprises, both public and private
Significant experience with startups and new ventures
Raised in excess of \$350M through a variety of debt and equity offerings

Education

Bachelor of Science, Electrical Engineering, Virginia Military Institute, May 1980

Professional Experience

President and COO, Main Street Broadband, Atlanta, GA, October 2005 to Present
Deploying WiMax based wireless broadband systems in 3rd Tier and rural markets

President and CEO, Labrador Communications, Inc., Charlottesville, VA, September 2002 to February 2004
Co-founded Labrador to design and develop a wireless content distribution platform. Responsible for all aspects of its operations.

Senior Vice President, Broadslate Networks, Inc., Charlottesville, VA, November 1999 to March 2002
Co-Founded Broadslate in 1999 to provide DSL based broadband internet access to businesses in 14 states. Responsible for development and operation of the network, customer service operations, LEC provisioning and all IT functions.

Chief Operating Officer, Virginia PCS Alliance, Inc., Waynesboro, VA, January 1996 to October 1999
Was the first employee of the Company and responsible for all non-financial aspects of the operation. The Virginia PCS Alliance, along with the subsequently formed West Virginia PCS alliance served 2.5 million pops in Tier 2 and Tier 3 cities in two states.

Principal and Co-Founder, Essex Communications Partners, Inc., Richmond, VA, November 1990 to December 1995

Essex provided consulting services to the financial community and development services for independent wireless licensees.

Contel Corporation – June 1980 - November 1990

Director of Operations, Contel of Virginia, Mechanicsville, VA, January 1989 to November 1990

Director of Customer Service, Contel Corporation, Atlanta, GA, June 1987 to January 1989

Manager of Planning, Contel Cellular, Inc., Atlanta, GA, June 1984 to June 1987

Network Design Staff, Contel Service Corporation, Merrifield, VA, June 1980 to June 1984

Bradley Mayer

Mr. Mayer has 12 years of leadership experience specifically related to the design, implementation and operation of large-scale wireless broadband networks. His particular areas of expertise include Metro WiFi/WiMax network deployments, research and deployment of new wireless technologies, and integration of technologies between disparate hardware and software platforms. As Director of Operations Integration for Xiocom, Mr. Mayer is responsible for leading a team of engineering resources that evaluate and recommend technologies to be used in Xiocom networks after which his team works to define, customize as necessary, and implement the hardware and software solutions that allow those technologies to operate as a seamless integrated solution. Prior to joining Xiocom, Mr. Mayer held leadership roles with EarthLink Municipal Networks and the City of Chaska providing leadership in the deployment of some of the first and largest Metro WiFi networks in the US. Some highlights of Mr. Mayer's experience include:

Xiocom:

- Evaluation, platform development, and initial implementation of OSS/BSS solution via Jet Billing by Obsidian to support the billing/authentication needs of the Xiocom Dominican Republic Network
- Integration efforts between OSS/BSS/AAA/Radius solutions and various wireless and wire-line access technologies
- Implementation of SIP based VoIP platform utilizing OpenSIP, B2BUA, and Asterisk
- Technical expertise related to deployment of all wireless and wire-line deployments in international deployments including licensed and unlicensed 802.11 a/b/g/n and 802.16x wireless

EarthLink Municipal Networks:

- Project management for Metro wireless deployments in Milpitas, CA, Corpus Christi, TX, and Philadelphia, PA providing revenue generating Internet service for over 225 square miles and 1.8 million potential customers
- Developed and managed team focused primarily on RF design review and network optimization functions for all EarthLink markets including CA, PA, TX, LA, and consisting of over 7500 street level wireless devices
- Ensured that all deployed networks met RF coverage and network performance metrics by independently auditing all network layers from Mesh layer, to Capacity Injection layer, to backbone layer
- Led teams in the creation and review of various process definitions for Metro wireless implementations including aspects such as RF design, network optimization, monitoring and operation of large scale wireless networks

City of Chaska – Chaska.net:

- Provided key leadership in the concept development and approval from administration and council for the implementation of City owned and operated Chaska.net, which ultimately provided wireless network coverage over 1000 square miles and in seven cities
- Designed and implemented all traditional ISP services related to Chaska.net such as web hosting, email, DNS, IDS, network monitoring by using a combination of 3rd party and customized hardware and software technologies
- Provided technical direction and consultation for other municipalities, counties, and operators considering wireless technologies through site and system tours, phone interviews, and personal meetings which directly influenced a number of these to undertake initiatives of their own (EarthLink and the City of Minneapolis being two of the notables)

Bradley holds a degree in Computer Science from the University of Wisconsin.

Mel Levine

Radio Frequency Network Engineering and Project Management

In 2009, Mr. Levine formed Connex Associates which specializes in the planning, design, project management and implementation of wireless networks. For more than decade, Mr. Levine has been a recognized industry expert in planning, building and operator wireless broadband networks. A frequent speaker at industry conferences including WiMax World, the Wireless Communications Association Technical Symposium and others.

Through Connex Associates, he brings together a team of experts who clients can get access for expertise on projects of all scope and size. Connex capabilities include RFI/RFP origination, vendor evaluation and selection, feasibility analysis, RF planning and mapping, backhaul and last mile wireless network design, and implementation of wide area and local area networks.

Prior to forming Connex, Mr. Levine left Bellsouth/ATT to joined BlueMax Ventures Inc. as CEO in November of 2007. At BlueMax, he led the development of their wireless business strategy, business cases and the deployment planning for rural WiMax services using the 3.65GHz band in rural mid-west communities.

He joined BellSouth in 1995 as Director of Marketing in their interactive multimedia services organization. In 1999, Mr. Levine was appointed Director of Wireless Broadband Product Management where he led the deployment of BellSouth's WiMax broadband services. His successes included over 2 dozen rural and urban deployments using both 2.3GHz and 2.5GHz spectrum within the BellSouth nine southeast state region. In addition, in response to the vast destruction caused by hurricane Katrina, he oversaw the deployment of a 200 square mile WiMax network in New Orleans and Mississippi, restoring communication service to thousands of BellSouth customers, providing critical broadband capabilities for months until wireline services were restored.

Other positions at BellSouth included: Director of Wireless Product Development, BellSouth Science & Technology where he managed the R&D, strategy and business case activities for BellSouth's initial wireless broadband (WBB) initiatives.

Mr. Levine pioneered BellSouth's early pre-WiMax proof of concept trials in Louisiana and Florida which led to the first ever deployment of wireless broadband by a RBOC.

In addition, since he represented BellSouth at the FCC and other government agencies on spectrum and wireless broadband issues.

Director, BellSouth Entertainment where he launched BellSouth's entry into MMDS wireless cable TV services and led the business development activities which added over 30,000 apartment unit customers into this new strategic business unit.

Mr. Levine started his career at IBM where he held management positions in software development, sales, business planning and strategy. As part of his IBM experience, he joined the management team of the Prodigy Services Company, half owned by IBM, to help in the development and commercialization of this ground breaking 'pre-internet' interactive service. At Prodigy he pioneered the first interactive 'home banking service' with major money center and large regional banks.

Mr. Levine is member of a variety of wireless organizations including a 'founders member' the Wireless Communications Association International (WCAI), the Atlanta Telecommunications Professionals, and Georgia Wireless Technology Forum.

Mr. Levine is a graduate of Long Island University.

Brandon Ross

Mr. Ross has 18 years of experience designing, building and operating service provider networks such as MindSpring, NetRail, Internap and Comcast. Additionally he is an active member of the North American Network Operators Group (NANOG), the Internet Engineering Task Force (IETF), participates in the American Registry for Internet Numbers (ARIN) policy development process, serves on Telx's technical advisory board, and is a 15 year veteran volunteer engineer for the InteropNet, the largest, rapid deployment network ever created. Past roles for Mr. Ross have included a networking leadership role at the University of Florida, from which he holds a Bachelor of Science in Telecommunications, as well as having served on the advisory board of Terremark's NAP of the Americas project in Miami. Additionally, Mr. Ross's extensive industry experience has prepared him not only to be a leader, but has included hands-on experience with a broad range of technologies and protocols including BGP and OSPF routing, wireless technologies, DOCSIS, ATM, MPLS, multicast and IPv6. At Xiocom, Mr. Ross is responsible for all aspects of the network architecture and design. Some highlights of Mr. Ross's experience include:

Interop:

- Each year constructed a new, cutting edge network using the latest in technology from a large variety of network vendors to support the Interop trade show
- Integrated diverse vendors such as Cisco, Juniper, Foundry, 3com, Extreme, Entarasys and many others into a seamless, rapid deployment network

Internap:

- Tested and approved new hardware vendors for the network including Juniper and Foundry
- Enhanced and expanded network architecture

Comcast:

- Designed and implemented 3 VOIP trial networks
- Designed and redesigned architecture to support migration to new authentication infrastructure
- Designed and implemented network to support in-house instant messaging
- Reviewed and began redesign of BGP architecture
-

NetRail:

- Network wide replacement of Lucent GRF routers with Juniper and Cisco equipment
- Modernized BGP routing infrastructure from a deprecated full mesh configuration to confederations
- Added flexibility to BGP architecture by implementing communities
- Network wide replacement of Lucent ATM switch controller cards to improve reliability
- Expanded network from 55 to over 70 POPs
- Significantly improved network performance and tied for second in Boardwatch testing.

MindSpring:

- Expansion of the network from 3 POPs supporting 8000 customers to nationwide coverage of over 300,000 subscribers on-net and approximately 1,000,000 subscribers total
- Successful development and roll out of both a residential and business DSL product
- Development and deployment of the first open access cable modem deployment in a partnership with Knology

Rich Clendenin

Rich Clendenin has over 20 years experience in wireless and wireline telecommunications. While with Goodman Networks, Mr. Clendenin managed the turnkey deployment of multiple WiMAX and Pre-WiMAX deployment projects.

Mr. Clendenin developed tMr. Clendenin build out plan and started the initial 33 site deployment for Digital Bridge Communications large scale deployment of the 4G WiMAX network that spanned 5 different Midwest and rocky mountain states. This project was full turnkey and included selection of equipment, engineering, site acquisition, zoning, and permitting, construction, installation, and commissioning of the WiMAX equipment that was installed on existing communications towers or on existing building structures.

Mr. Clendenin also managed a 22 site regional Pre-WiMAX network for Bellsouth Entertainment Inc, LLC. This project spanned approximately 18 months and was the first network of this kind in the. This project was full turnkey and included site acquisition, zoning, and permitting, construction, installation, and commissioning of the pre-WiMAX equipment and was collocated on existing communications towers or on existing building structures.

Mr. Clendenin has also managed multiple large scale regional and national decommissioning and 3G upgrade projects for AT&T Mobility, each project containing well over 600 sites and having timelines of less than 12 months.

Prior to working in the wireless industry Mr. Clendenin spent 16 years working for Bellsouth in various technical and management roles. Mr. Clendenin has had vast experience in DS0, DS1, DS3, and OCx equipment engineering, installation, and maintenance. Has managed some of Bellsouth's most critical Central Offices for data and voice traffic and has served on many strategic committees and project teams.

Bill Jesser

Bill has enjoyed a successful engineering career with a large variety of wireless companies. As director of product management with Aricso, Bill pioneered one of the first self-optimizing wireless networks. He directed the RF engineering efforts at Sprint affiliate AirGate PCS from pre-commercial launch through system maturity. Jesser has also worked on the infrastructure side of the business with Motorola to launch several PCS and cellular CDMA networks. Bill has experience with greenfield network deployments during his tenure at NextWave Telecom. He also has experience developing the first CDMA network planning and optimization tools at LCC, formulating CDMA deployment strategies, and training clients. While at J. S. Lee Associates, Bill developed much of the material for the book CDMA Systems Engineering Handbook.

Bill has a Master of Science degree in wireless communications from Virginia Tech in Blacksburg, Virginia, and a Bachelor of Science degree in electrical engineering from the University of Virginia in Charlottesville, Virginia.

Jack Gillian

Mr. Gillian has over 20 years managing in the networking services industry. He helped start and organize new business services for General Electric in the early 90's resulting in a multi million dollar revenue service, focused on network installation and design. Directly Managed Network Engineers to install Wide area Networks for client such as The University of Georgia, Powertel, WebMD, Home Depot and many others. In 2000 Mr. Gillian, as Director of Facilities, oversaw the build out of one of the South's largest Datacenters for Edeltacom. An 84 million dollar project to construct and maintain 300,000 sq. ft. of mission critical data center space. He played a major role in landing Edeltacom's largest customer, Google.

As a direct result of the success of the Edeltacom's Data Center with Google, Mr. Gillian was given the lead role in managing a 120 Million dollar build out in Atlanta. Successfully completed under budget and on time this data center remains QTS's premier data center with over 1 million sq. ft. of space. In all Mr. Gillian has lead 9+ projects over the last several years focused on mission critical facility build outs and the continued maintenance of those facilities.

Career Highlights:

- Over 15 years experience managing network related facilities
- Managed green field build out of numerous Network Mission Critical Facilities
- Direct Project Management of 100+million dollar facility construction builds
- Director of Facilities for 14 large Data Centers, and their maintenance teams.
- Directed teams responsible for site assessment/due diligence for facility purchase qualification.
- Expertise in facility environment controls and monitoring
- Detailed understanding of facility support gear including Power backup, HVAC, Security systems.
- 10 years plus experience managing field operations teams
- Specific Projects include:
 - QTS Data Center Construction Projects.
 - Over 2 million sq. ft of raise floor mission critical facilities.
 - Atlanta facility build out:
 - 645,000 sq. ft facility utilizing over 100 megawatts of backup power generation.
 - Build out/monitor/maintain over 10,000 tons of chilled water-cooled HVAC equipment.
 - Over 1 million points of presence monitored throughout the facility
 - Built and rolled out specific maintenance program to include daily, weekly, monthly and annual PM plans.
 - Developed and rolled out 9 more facilities based on original Atlanta build out.

Affiliations:

Current:

24x7 Facility Maintenance Group, Atlanta Chapter
IBM Business Partner, Facilities Member
University of Georgia Facility Maintenance User Group
Trane Business Partner Member
Square D, CMMS User Group

Michael Ownby

Mr. Ownby brings 28 years of RF and electronics experience, coupled with 11 years of networking background. Since joining Xiocom in December 2007, he has been evaluating and designing point to point RF links in both licensed and unlicensed Frequency bands, as well as conducting evaluations of vendor hardware, such as Araya, Trango Broadband, Solectek, Alvarion, Terrawave, Pac Wireless, Ubiquiti, Mikrotik, and Exalt. His career began from an Air Force RF and electronics background, which migrated to space based RF switching networks and antennas. At EMS Technologies, he developed a wide range of skills that relate to RF and Microwave. He has worked in nearly all frequency bands ranging up to and including 60 GHz. His experiences include systems testing, scalar and vector network analysis, spectrum analysis, conducted and radiated emissions compliance, and electronics testing. He was selected to join a network technologies group within EMS, which was tasked to evaluate early wireless networking technologies. While working for companies Eclipsys, and iBahn, his focus has been with wireless networking with 802.11abg, first in medical, then in hospitality applications, which expanded his general networking knowledge to include layer 2 and layer 3.

- Xiocom – Conducts location and terrain evaluation for path loss analysis of candidate sites for possible deployment. Also conducts performance testing of RF networking hardware.
- iBahn – Served as a Field Service Engineer for the Southeast. Conducted new service installations, conference support, and maintenance of Cisco routers and switches, Tut Systems DSLAMS, and SMC VDSL systems for over 40 hotel sites.
- Eclipsys – Designed and deployed patient care coverage networks in large hospitals including Yale University Hospital and Sentara Hospital systems in Norfolk Va.
- EMS Technologies – Instrumental in development of key 20 GHz RF switching network utilized in the MILSTAR satellite program.

Adam Walker

Mr. Walker has 13 years of experience designing, building and operating wireless networks with companies such as EMC, EarthLink, PUR Digital and the US Army. Deployment experience with Ceragon, Stratex, Trango, Axxcelera, DragonWave, BridgeWave, Alvarion, Motorola, Proxim and many others has built a deep understanding of designing for and operating robust, sustainable wireless networks. Through his extensive background in wireless network operations, Mr. Walker has developed a deep understanding of the relevant technologies and protocols including OFDM, 802.11a/b/g/n and 802.16d/e, as well as propagation analysis and link planning. Mr. Walker co-wrote the WiMAX Forum's infrastructure installation best practices and is a Certified Tower Climbing Safety and Rescue instructor.

EMC:

- Technical project management for an ongoing national WiMAX deployment.
- Process development, vendor co-ordination and technology training.

EarthLink:

- Licensed and Unlicensed PtP and PtMP wireless network design nation wide wireless networks.
- Evaluated and benchmarked equipment from every major unlicensed PtMP and mMesh wireless equipment vendor.

PUR Digital:

- Designed and implemented a Licensed wireless OC3 SONET ring around the Atlanta Metro area.
- Designed and managed the deployment of a triple play wireless and fiber network for all of the Georgia State student housing.

GNU Technologies:

- Designed and implemented a fixed wireless network spanning 3 counties in rural South Carolina for an electrical utility co-op.
- Consultative guidance to various municipalities and cities in wireless RFP response evaluation and selection processes.

Tony D'Amico

Mr. D'Amico is a 28-year engineering veteran who has worked in both Fortune 500 and various start-up (Pre-IPO) organizations throughout his career. Since joining Xiocom he has been involved in all aspects of RF network planning and design, vendor relation and product evaluations, sales and operations support for end-user hospitality networks and regional wireless backbones.

Prior to joining Xiocom, Mr. D'Amico's diverse industry experience has encompassed a wide range of technologies including microchip design, network hardware, wireless, telecommunications, and Internet products and services at companies like AT&T, Texas Instruments, Epoch Internet and CompUSA Business Svcs. He is a multi-recipient of company President Awards in recognition of his leadership and wide variety of technical roles ranging from Sales and Design Engineering to Mentoring to new Product Development. Mr. D'Amico is a Magna Cum Laude graduate of Rutgers University with a BSEE Degree. Additional experience and highlights include:

Xiocom Wireless:

- Led evaluation efforts for AirMagnet Survey, RadioMobile and PathLoss RF analysis tools.
- Led documentation standards activities for site surveying, design templates and pre-sales processes.
- Provided legacy migration support for the PCB network through new XWR-based designs for 10 properties.
- Provided RF analysis and design for Licensed Microwave, 14-site 'Greenfield' Dominican Backbone Network.
- Developed regional RoamAD and Trango-based Wifi designs for 9 towns in the Dominican Republic.
- Led development, survey efforts and design for the 8-site, fixed-CPE Kigali Network.
- Vendor evaluations include CPE / Backbone Hardware from Purewave, Compex, Ubiquiti, Trango, Ceragon.

CompUSA Business Services:

- Technology Consultant for 802.11 based wireless equipment and services to the SOHO client base.
- Evaluated retail-grade 802.11n wireless vendor equipment from Linksys, Netgear, DLink, and Trendnet.
- Generated Hardware and Professional Services Revenues in excess of \$4 millions.

Epoch Internet:

- Provided consultative technical support for Broadband IP Services to end-user and carrier-based CLECs.
- Guided 3 regional CLECs through ARIN IP allocation and hardware selection processes for service launches.
- Evaluated new vendor hardware (Sonic Wall, Cisco, Netopia) and introduced new BGP and VPN Services.
- Directly impacted \$15 million in recurring revenues from a start-up mode.

AT&T - Business Markets Division:

- Provided logical and physical WAN Designs and RFP evaluations for more than 25 multi-national companies.
- Led migration and design efforts of emerging technologies (FR, ATM, Internet) to more than 20 clients.
- Served as liaison to Bell Labs Eng'g Team for region rollout of new WAN Services (FR, ATM, SONET, DIA).
- Introduced Cisco and Bay networks managed-router services and designs to more than 15 customers.
- Provided Field Applications support to Original Equipment Manu (OEM) for micro-electronics products.
- Directly impacted new and protected revenue of more than \$20 million from over 50 Fortune 500 clients.

Texas Instruments:

- Designed company's first EEPROM Memory Module that was subsequently used across all manufacturing units.
- Successfully led design and development of first programmable Logic Array (ASIC) devices.
- Led national training and rollout efforts for new microprocessor product line to Sales and Marketing Divisions.
- Published Application Notes on microchip reliability studies in TI's Semi-Conductor Engineering Journal.

Jonathan Scott

Jonathan Scott has been working in the ISP industry for 18 years, primarily in the realm of information security and unix systems. He has experience designing and maintaining the technical architecture and policies of secure networks to ensure that systems are highly available and compliant to all relevant standards. In the security field his experience ranges from IDS/IPS, DoS/DDoS Mitigation, Vulnerability Assessments, Firewall Design and Administration, System and Device Hardening, VPNs, Auditing Standards, Policy and Disaster Recovery. Within the realm of Unix Systems, he has experience with a wide array deploying customer facing services, ranging from Mail and Web Farms, to Authentication Systems and DNS, all geographically diverse and highly resilient.

* Worked to bring one of the world's largest technology companies into PCI and Sarbanes/Oxley compliance. Over several world spanning datacenters, built highly available, resilient systems to provide in-line IPS and Firewalling and DDoS protection -- uptime at 100% since deployment. Many of these networks sustained over 1.5Gb of throughput per second, and had transactions of over 25 million dollars a day. These systems included, but were not limited to, Juniper firewalls, Tipping Point IPS, and Riverhead DDoS equipment. Designed and implemented the policies that governed many aspects of security processes and procedures, all of which were to be PCI and Sarbanes/Oxley compliant. Jonathan developed applications to audit all policies and ACLs on a wide array of devices to ensure security policy compliance.

* Built and implemented a testing lab designed to measure both the resiliency of systems and their security. Included in this is the policy and schedule of testing, which ensured that all code to be placed on a device was up to internal standards. Worked directly with vendors to resolve impacting issues and vulnerabilities.

* Developed and supported the architecture of load balanced, geographically diverse web services. Wrote dedicated code to examine the application layer of a request and route and/or modify the request as appropriate.

* Built and maintained highly available, geographically diverse web and mail environments for a national customer base, utilizing a variety of technologies ranging from open source mail products (QMail) to commercial load balancers (F5).

* Provided standards for OS hardening on a wide array of platforms. Involved in this was centralized security reporting, application auditing, security advisories, patching schedules and criteria.

* Served as third tier engineering support for a wide array of unix, security and networking systems - ranging from Linux, FreeBSD, Solaris, Netscreen, Cisco Pix, Riverhead, Arbor, F5 to Foundry.

* Has experience implementing network monitoring using Zabbix, Nagios, Cacti and Cricket, in a variety of environments. This has provided valuable alarming, both proactive and reactive, to system events, as well as trending information.

* Built and maintained several ticketing systems to handle both customer escalations of critical systems, as well as internal ticketing and project management.

Jonathan's projects experience was at Microsoft, Earthlink, Mindspring and Digital Office. He actively holds the CISSP Certification.

Tom Holbrook

Qualifications Summary

- 12 years of experience designing, implementing, documenting and troubleshooting networks.
- Experience in Network Engineering, RF engineering, programming, and system administration.
- Subject matter expertise in switching, routing, and transport technologies including 802.11, WiMAX, Frame Relay, POS, Switching, IP, OSPF, BGP, MPLS, QoS, and Multicast.
- History of roles in both team leadership and customer relations.
- Experience in configuration and troubleshooting of equipment from many vendors, including Cisco, Alcatel, Juniper (firewalls and routers), Foundry, and Riverstone.
- Experience in all aspects of very large scale WiFi deployments.

As a member of EarthLinks Municipal Wireless group:

- Led redesign of the transport architecture of EarthLink Municipal Networks wireless division (EMN). This included:
 - Moving from traditional routed infrastructure to VPLS based core to increase product offering flexibility and simplify provisioning of new services.
 - Designing and supporting customer distributed VPLS and MPLS based DIA services.
 - Authoring configuration standards and templates for EMN services and routing including OSPF, BGP, MPLS, RSVP-TE, and policy based routing.

As a member of the senior engineering staff of EarthLink:

- Authored IGP and BGP policies for EarthLink backbone build-out to consolidate network, peering, and server resources after the merger of EarthLink, MindSpring and One-Main ISPs.
- Authored configuration standards and templates for Cisco 7600 and Juniper M20 platforms selected for new backbone including specification of multi-area OSPF with NSSAs and BGP-4 using route reflection and confederation.
- Designed new data center architecture for Core Networking division to support service and storage consolidation, allowing EarthLink to reduce real estate footprint and simplify network administration while retaining redundancy and flexibility.