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Counsel for Skybeam, LLC

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**BEFORE THE UTAH PUBLIC SERVICE COMMISSION**

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In the Matter of the Application of  
SKYBEAM, LLC dba Rise Broadband  
for a Certificate of Public Convenience  
and Necessity to Provide Facilities-Based  
Public Telecommunications Services  
within the State of Utah

Docket No. 22-2638-01

APPLICATION

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**APPLICATION**

Skybeam, LLC dba Rise Broadband (“Skybeam” or “Applicant”), by its undersigned counsel and pursuant to Chapter 8b of Title 54 of the Utah Code; the Commission’s Rules of Practice and Procedure, Utah Admin. Code §§ 746-349-1 et seq.; and the federal Telecommunications Act of 1996, 47 U.S.C. §§ 151 et seq., hereby applies to the Utah Public Service Commission for a certificate of public convenience and necessity (“CPCN”) authorizing Applicant to operate as a provider of facilities-based public telecommunications services in the State of Utah.

Skybeam, LLC is the largest privately held fixed wireless internet service provider in the United States, and provides fixed wireless voice and broadband services to customers in 16 states. Applicant provides fixed wireless voice and broadband services in the following states: Colorado, Idaho, Illinois, Indiana, Iowa, Kansas, Minnesota, Missouri, Nebraska, Nevada,

Oklahoma, South Dakota, Texas, Utah, Wisconsin and Wyoming. An affiliate of Applicant, Essex Telcom, Inc. is licensed as a CLEC in Illinois (Docket 03-0640). Applicant has a Certificate of Public Convenience and Necessity (CPCN) authorizing the Company to provide VoIP services in Iowa (TCU-2015-0002). Applicant has a Certificate of Territorial Authority (CTA) for communications service providers in Indiana (Cause No. 45293). An affiliate of Applicant, AirCanopy Internet Services, Inc. has authorization for a service provider certificate of operating authority (SPCOA) in Texas (Docket No. 51422). Applicant has a certificate as an Eligible Telecommunications Carrier in the following states: Illinois (Essex Telcom, Inc., docket 14-0746), Iowa (ETA 2014-0005), Kansas (15-262-ETC), Nebraska (C-4734.NUSF-101) and Texas (Docket Nos. 44005 & 44548).

In support of its Application, Skybeam provides the following information pursuant to Utah Admin. Code R746-349:

## **I. GENERAL INFORMATION**

### **A. Corporate Information**

Applicant's legal name is Skybeam, LLC. Applicant may be reached at its principal place of business:

Skybeam, LLC  
61 Inverness Drive East, Suite 250  
Englewood, CO 80112

Toll-free Telephone Number: (844) 411-RISE

Skybeam was formed as a Colorado limited liability company on June 28, 2010. Skybeam's formation documents and its Utah Certificate of Existence are attached as **Exhibit A**.

### **B. Contact Information**

Correspondence or communications pertaining to this Application should be directed to:

Thomas H. Rowland  
Rowland & Moore LLP  
1603 Orrington Ave., Suite 600  
Evanston, Illinois 60201  
(312) 803-1000  
[tom@telecomreg.com](mailto:tom@telecomreg.com)

With a copy to:

Jason Ginther  
Skybeam, LLC dba Rise Broadband  
61 Inverness Drive East, Suite 250  
Englewood, CO 80112  
(303) 705-6522  
[jginther@risebroadband.com](mailto:jginther@risebroadband.com)

Questions concerning the ongoing operations of Applicant following certification should be directed to:

Jason Ginther  
Skybeam, LLC dba Rise Broadband  
61 Inverness Drive East, Suite 250  
Englewood, CO 80112  
(303) 705-6522  
[jginther@risebroadband.com](mailto:jginther@risebroadband.com)

Applicant's registered agent in the State of Utah is:

Paracorp Inc.  
1108 E. South Union Avenue  
Midvale, UT 84047

### **C. Customer Service Information**

Skybeam's toll-free number for customer inquiries is: (844) 411-RISE.

#### **1. R746-349-3(A)(1). Technical, Financial, and Managerial Abilities**

Applicant will manage and operate the Company's assets and business in Utah. Applicant maintains the financial, technical, and managerial qualifications to operate in Utah. Applicant's CONFIDENTIAL financial documents are attached elsewhere in this Application.

**Exhibit B**, attached hereto, lists the Company's technical and management biographies. The names and addresses of the corporate officers are as follows:

Directors & Officers

James O' Brien, CEO and President

Jeff Kohler, Chief Development Officer and Secretary

Mark Meisner, Chief Financial Officer

**2. R746-349-3(A)(2). Proof of Bond**

Applicant requests a waiver of the bond requirement outlined in Utah Administrative Code R746-349-3(A)(2). Applicant does not require customer deposits or customer prepayments of any kind for services regulated by this Commission. Applicant will comply with the Utah Public Telecommunications Service Support Fund and the Hearing and Speech Impaired Fund's requirements.

**3. R746-349-3(A)(3). Facilities to Be Used**

Applicant will maintain a combination of switching, wireless transmission tower sites, fiber networks and associated telecommunications facilities in order to provide services in Utah.

**(a) Description of network**

Skybeam, a wholly owned subsidiary of JAB Wireless, Inc. maintains one of the largest fixed wireless broadband networks in the U.S, providing high-speed broadband and digital telephone services to residential, commercial and enterprise customers utilizing a combination of unlicensed and licensed frequencies. JAB has deployed a next generation fixed wireless and fiber optic network and primarily targets rural markets outside of metropolitan areas that are typically unserved or underserved.

**4. R746-349-3(A)(4). Services to Be Offered**

Applicant plans to offer point-to-point and point-to-multi-point fixed wireless and fiber optic broadband and voice services. To the extent Skybeam provides basic local exchange service in the future, it does not plan to provide such service in the area of any small or rural local exchange carriers having fewer than 5,000 access lines and that is owned or controlled by an incumbent telephone corporation with fewer than 30,000 access lines in the state.

**(a) R746-349-3(A)(4)(a). Classes of customers**

Skybeam will offer services to residential, commercial and enterprise customers in Utah.

**(b) R746-349-3(A)(4)(b). Location of service**

Skybeam seeks authority to provide regulated service to and from all points in Utah where demand for its services arises except that it will not provide local exchange services within any local exchange that has fewer than 5,000 lines and that is owned or controlled by an incumbent telephone corporation with fewer than 30,000 access lines in the state.

**(c) R746-349-3(A)(4)(c). Types of services to be offered**

Applicant plans to offer point-to-point, point-to-multi-point fixed wireless and fiber optic broadband and voice services.

**5. R746-349-3(A)(5). Access to Standard Services**

As stated above, Skybeam does not initially seek to provide standard local exchange service to end users, including access toll calling, operator services, directory listings and emergency services. If it does offer such services in the future, it would provide access to ordinary intraLATA and interLATA message toll calling, operator services, directory assistance, directory listings, and emergency services through interconnection and contractual arrangements with the underlying local exchange carrier.

**6. R746-349-3(A)(6). Implementation Schedule**

Skybeam anticipates offering services as soon as reasonably practicable after receiving approval of its Application for a CPCN.

**7. R746-349-3(A)(7). Professional Experience and Education of Managerial Personnel**

The directors and officers of Applicant are:

James O' Brien, CEO and President

Jeff Kohler, Chief Development Officer and Secretary

Mark Meisner, Chief Financial Officer

The Company's technical and management biographies are attached as **Exhibit B**.

**8. R746-349-3(A)(8). Employee Organization Chart**

In lieu of an employee organizational chart, Skybeam offers the biographies of its key personnel set forth in **Exhibit B** to satisfy R746-349-3(A)(8).

**9. R746-349-3(A)(9). Chart of Accounts**

See the attached **CONFIDENTIAL Exhibit C**.

**10. R746-349-3(A)(10). Financial Statements**

Skybeam is financially qualified to provide facilities-based public telecommunications services in Utah. Financial information is provided as **CONFIDENTIAL Exhibit D**. Skybeam respectfully requests that this exhibit be treated as Confidential Information subject to R746-1-602 and 603.

**(a) R746-349-3(A)(10)(a). Balance sheet, income statement and cash flow statement**

See **CONFIDENTIAL Exhibit D**.

**(b) R746-349-3(A)(10)(b). Letter from management**

**Confidential Exhibit D** includes a verification attesting to the accuracy of the financial statements and that the statements were prepared according to GAAP.

**(c) R746-349-3(A)(10)(c). Start-up company balance sheet**

Skybeam is not a start-up company.

**(d) R746-349-3(A)(10)(d). Financial statements of parent corporation**

JAB Wireless, Inc.

**11. R746-349-3(A)(11). Financial Statements to Demonstrate Sufficient Financial Ability on the Part of the Applicant's Statements**

**(a) R746-349-3(A)(11)(a). Positive net worth**

See **Confidential Exhibit D**.

**(b) R746-349-3(A)(11)(b). Sufficient projected and verifiable cash flow to meet cash needs as shown in a five-year projection of expected operations.**

As discussed above, Skybeam, LLC is the largest privately held fixed wireless internet service provider in the United States, and provides fixed wireless voice and broadband services to customers in 16 states. Financial documents are attached as **Confidential Exhibit D**.

**(c) R746-349-3(A)(11)(c). Proof of bond**

Applicant requests a waiver of the bond requirement outlined in Utah Administrative Code R746-349-3(A)(2). Applicant does not require customer deposits or customer prepayments of any kind for services regulated by this Commission. Applicant will comply with the Utah Public Telecommunications Service Support Fund and the Hearing and Speech Impaired Fund's requirements.

**12. R746-349-3(A)(12). Five Year Projection of Expected Operations**

**(a) R746-349-3(A)(12)(a). Pro-forma income and cash flow statements.**

See **Confidential Exhibit D** for financial status.

**(b) R746-349-3(A)(12)(b). Types of technology to be deployed.**

Applicant will deploy the technology specified above in Section 3 of this Application.

**(c) R746-349-3(A)(12)(c). Maps of facilities locations.**

Kaysville, UT - 695 N 900 W #9 – 84037

Lindon UT-142 N 1800 W Ste 100 – 84042

Logan, UT - 953 W. 700 North - 84321

**13. R746-349-3(A)(13). Implementation Schedule**

Skybeam intends to begin offering its services as soon as reasonably practicable after it receives certification.

**14. R746-349-3(14). Technical and Managerial Abilities**

Skybeam, LLC is the largest privately held fixed wireless internet service provider in the United States, and provides fixed wireless voice and broadband services to customers in 16 states. Biographies of management personnel are attached as **Exhibit B**.

**(a) R746-3493(14)(a). Proof of certification in other jurisdictions**

Applicant provides fixed wireless voice and broadband services in the following states: Colorado, Idaho, Illinois, Indiana, Iowa, Kansas, Minnesota, Missouri, Nebraska, Nevada, Oklahoma, South Dakota, Texas, Utah, Wisconsin and Wyoming.

An affiliate of Applicant, Essex Telcom, Inc. is licensed as a CLEC in Illinois (Docket 03-0640).

Applicant has a Certificate of Public Convenience and Necessity (CPCN) authorizing the Company to provide VoIP services in Iowa (TCU-2015-0002).

Applicant has a Certificate of Territorial Authority (CTA) for communications service providers in Indiana (Cause No. 45293).

An affiliate of Applicant, AirCanopy Internet Services, Inc. has authorization for a service provider certificate of operating authority (SPCOA) in Texas (Docket No. 51422).



Applicant has a certificate as an Eligible Telecommunications Carrier in the following states: Illinois (Essex Telcom, Inc., docket 14-0746), Iowa (ETA 2014-0005), Kansas (15-262-ETC), Nebraska (C-4734.NUSF-101) and Texas (Docket Nos. 44005 & 44548).

**(b) R746-349-3(14)(b). 2 years of recent experience providing telecom service**

Applicant's parent company, JAB Wireless, Inc. has provided services since 2006. Skybeam, LLC is the largest privately held fixed wireless internet service provider in the United States, and provides fixed wireless voice and broadband services to customers in 16 states.

**15. R746-349-3(A)(15). Public Interest**

Granting this Application will promote the public interest by increasing competition in the provision of telecommunications services in Utah. The entry of Applicant into the Utah telecommunications market will enhance competition in the provision of telecommunications services within the State of Utah. By enhancing competition, Applicant will bring significant benefits to telecommunications users within the State of Utah by providing: (a) lower-priced and better-quality service; (b) innovative telecommunications services; (c) efficient use of existing communications resources; and (d) increased diversification and reliability in the supply of communications services.

**16. R746-349-3(A)(16). Authority to Conduct Business in Utah**

Please see **Exhibit A**.

**17. R746-349-3(A)(17). Unauthorized Switching, Solicitation of New Customers, and Prevention of Unauthorized Switching**

No complaints have been made nor has any investigation been undertaken against Applicant or any of its affiliates for unauthorized switching ("slamming") or any other illegal activities. Applicant will not provide dial tone.

**18. R746-349-3(A)(18). Applicant's Written Solicitation Policies**

Applicant does not provide switched local exchange voice services to end users currently. Therefore, Applicant does not have a written solicitation policy. To the extent that Skybeam provides local exchange services to end users in the future, Applicant will comply with all applicable laws and regulations to prevent the unauthorized switching of local service customers by the Applicant, its employees or agents.

WHEREFORE, Skybeam respectfully requests that the Utah Public Service Commission issue a Certificate of Public Convenience and Necessity authorizing it to provide facilities-based public telecommunications services throughout the State of Utah except in local exchanges that have fewer than 5,000 lines and that are controlled by an incumbent telephone corporation with fewer than 30,000 access lines in the state.

Respectfully submitted this 15<sup>th</sup> day of September, 2022.

s/ Thomas H. Rowland  
*Thomas H. Rowland*  
*Rowland & Moore LLP*  
*1603 Orrington Ave., Suite 600*  
*Evanston, Illinois 60201*  
*(312) 803-1000*  
[tom@telecomreg.com](mailto:tom@telecomreg.com)

*Counsel for Skybeam, LLC*

# Exhibit A

This form must be type written or computer generated: \$37.00



State of Utah
Department of Commerce
Division of Corporations & Commercial Code
Statement of Conversion

CONVERSION

Non-Refundable Processing Fee: \$37.00

Pursuant to UCA § 48-3a-1045 causes this Statement of Conversion to be delivered to the Utah Division of Corporations for filing, and states as follows:

1. The Statement of Conversion shall state:

Entity Number: 7875447-0143

First: The name and entity type of the company immediately prior to the filing of the statement of conversion:

Name: Skybeam, Inc.

Entity Type (Corp, LLC, LP, Partnership, DBA, etc.): Corporation

Second: The date and state where the company was first created and, if it has changed, its jurisdiction immediately prior to its conversion:

06/28/2010 Colorado
Date of formation State / Jurisdiction

Third: The name and entity type of the company as set forth in its converted entity filing:

Name: Skybeam, LLC

Entity Type: Limited Liability Company Colorado
State / Jurisdiction

Registered Agent address or Utah mailing address for service of process if not qualified foreign LLC

Fourth: The plan of conversion was approved in accordance with Utah law or, if a foreign entity, the law of the jurisdiction of its formation;

Fifth: The future effective date of the conversion to the new entity if it is not to be effective upon the filing of the statement of conversion:

Sixth: Under penalties of perjury, I declare that the statement of conversion have been duly approved by the owners of the entity.

Name: John S. Koo

Signature: [Handwritten Signature]

Title: Manager

Date: 2-16-16

2. Additional filing requirements: The non-refundable processing fee of \$37.00 payable to the State of Utah, and application for new entity must accompany this form. No additional fee for the new application.

Under GRAMA (63-2-201), all registration information maintained by the Division is classified as public record. For confidentiality purposes, you may use the business entity physical address rather than the residential or private address of any individual affiliated with the entity.

State of Utah
Department of Commerce
Division of Corporations and Commercial Code
I hereby certify that the foregoing has been filed
and approved on this 22 day of Feb 2016
in this office of this Division and hereby issued
This Certificate thereof.

01/14

Examiner: [Signature] Date: 2-25-16



[Signature]
Kathy Berg
Division Director

RECEIVED

FEB 22 2016

Utah Div. Of Corp. & Comm. Code

**CONVERSION**



State of Utah  
 Department of Commerce  
 Division of Corporations & Commercial Code  
 Foreign Registration Statement (Foreign Limited Liability Company)

This form must be type written or computer generated.

Important: Read instructions before completing form Non-Refundable Processing Fee: \$70.00

1. Exact Name of Foreign Limited Liability Company:		Skybeam, LLC			
2. Jurisdiction of Formation:		Colorado			
3. Principal office address:		61 Inverness Drive East, Ste. 250	Englewood	CO	80112
		Address	City	State	Zip
4. The name of the Registered Agent (Individual or Business Entity or Commercial Registered Agent): Paracorp Incorporated <i>The address must be listed if you have a non-commercial registered agent. See instructions for further details.</i> Address of the Registered Agent: 1108 E. South Union Avenue Utah Street Address Required, PO Boxes can be listed after the Street Address City: Midvale <span style="float: right;">State UT Zip: 84047</span>					
5. The Limited Liability Company shall use as its name in Utah: Skybeam, LLC Must be the same as number (1) unless the name is not available or permitted in Utah.					
6. Purpose of the Limited Liability Company: (optional)					
7. Managers/Members of the Limited Liability Company: (optional)					
Position	Name	Address	City	State	Zip
MANAGER:	John S. Koo, 61 Inverness Drive East, Ste. 250, Englewood, CO 80112				
MANAGER:	Jeff Kohler, 61 Inverness Drive East, Ste. 250, Englewood, CO 80112				
MEMBER:					
MEMBER:					
Under penalties of perjury, I declare that this application for authority to transact business has been examined by me and is, to the best of my knowledge and belief, true, correct and complete. Authorized Signature: <i>John S. Koo</i> Name & Title: John S. Koo, Manager					
Under GRAMA {63-2-201}, all registration information maintained by the Division is classified as public record. For confidentiality purposes, you may use the business entity physical address rather than the residential or private address of any individual affiliated with the entity.					
Optional Inclusion of Ownership Information: This information is not required.					
Is this a female owned business?		<input type="radio"/> Yes	<input checked="" type="radio"/> No		
Is this a minority owned business?		<input type="radio"/> Yes	<input checked="" type="radio"/> No	If yes, please specify: <input type="text" value="Select/Type the race of the owner here"/>	

State of Utah  
 Department of Commerce  
 Division of Corporations and Commercial Code  
 I hereby certify that the foregoing has been filed  
 and approved on this 22 day of Feb 2016  
 in this office of this Division and hereby issued  
 This Certificate thereof.

01/14

Examiner to Date 2-25-16



*Kathy Berg*  
 Kathy Berg  
 Division Director

**RECEIVED**

FEB 22 2016

Utah Div. Of Corp. & Comm. Code

OFFICE OF THE SECRETARY OF STATE  
OF THE STATE OF COLORADO

**CERTIFICATE OF FACT OF GOOD STANDING**

I, Wayne W. Williams, as the Secretary of State of the State of Colorado, hereby certify that, according to the records of this office,

Skybeam, LLC

is a

Limited Liability Company

formed or registered on 06/28/2010 under the law of Colorado, has complied with all applicable requirements of this office, and is in good standing with this office. This entity has been assigned entity identification number 20101363971 .

This certificate reflects facts established or disclosed by documents delivered to this office on paper through 02/18/2016 that have been posted, and by documents delivered to this office electronically through 02/19/2016 @ 11:35:22 .

I have affixed hereto the Great Seal of the State of Colorado and duly generated, executed, and issued this official certificate at Denver, Colorado on 02/19/2016 @ 11:35:22 in accordance with applicable law. This certificate is assigned Confirmation Number 9510100



Secretary of State of the State of Colorado

\*\*\*\*\*End of Certificate\*\*\*\*\*  
*Notice: A certificate issued electronically from the Colorado Secretary of State's Web site is fully and immediately valid and effective. However, as an option, the issuance and validity of a certificate obtained electronically may be established by visiting the Validate a Certificate page of the Secretary of State's Web site, <http://www.sos.state.co.us/biz/CertificateSearchCriteria.do> entering the certificate's confirmation number displayed on the certificate, and following the instructions displayed. Confirming the issuance of a certificate is merely optional and is not necessary to the valid and effective issuance of a certificate. For more information, visit our Web site, <http://www.sos.state.co.us/> click "Businesses, trademarks, trade names" and select "Frequently Asked Questions."*

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FEB 22 2016

Utah Div. Of Corp. & Comm. Code

# Exhibit B

## **Exhibit B – Technical Expertise Statement and Biographies**

Skybeam is led by an experienced team of professionals with extensive business expertise within the telecommunications industry. Biographies of the Company's management are included, below. Skybeam is a facilities-based wireless telecommunications carrier with its own switching, cell sites, and associated telecommunications facilities. Skybeam has a demonstrated record of providing high-speed, high-quality fixed wireless broadband and VoIP services to residential customers, private business and public institutions.



**Jim O'Brien – Chief Executive Officer**

Mr. O'Brien was appointed Chief Executive Officer of Rise Broadband in June 2018, after previously serving as President / Chief Operating Officer and Senior Vice President of Customer Operations. Mr. O'Brien provides overall leadership for Rise Broadband to develop and execute business strategies, tactics and objectives to maximize operating results.

Mr. O'Brien has 20+ years' experience driving operational performance and possesses a deep industry knowledge in telecommunications. Mr. O'Brien is highly adept at uncovering key process improvement opportunities and driving change management initiatives that greatly affect the overall profitability of organizations.

Previously Mr. O'Brien served as EVP and Chief Operations Officer with Birch Communications; EVP Infrastructure, Engineering and Operations with Earthlink; EVP Operations with Deltacom; and SVP of Operations and ICG.

**Jeff Kohler – Chief Development Officer**

Mr. Kohler co-founded JAB Broadband (Rise Broadband's parent company) in 2005 and is the company's Chief Development Officer; responsible for merger, acquisition and corporate development activities. Under his leadership, more than 100 companies have been acquired since the company was formed.

With over 25 years of wireless industry experience, Mr. Kohler previously served as Director of Corporate Finance and M&A with GVC Capital LLC, where he focused on mergers, acquisitions and capital formation within the wireless industry. Mr. Kohler was also CEO and Founder of Reason, Inc., a wireless management services company which was acquired by InPhonic (formerly NASDAQ:INPC) in 2002. Furthermore, he held senior positions with AT&T Wireless and McCaw Cellular Communications.

He currently serves on the Board of Directors and the FCC Committee for the Wireless Internet Service Providers Association (WISPA) and is active in advocacy efforts with both the Federal Communications Commission (FCC) as well as the U.S. Congress. Mr. Kohler received his MBA from Regis University (Denver) and BS/BA from the University of Denver.

**Mark Meisner – Chief Financial Officer**

Mr. Meisner joined Rise Broadband in February 2019 as Chief Financial Officer. Mr. Meisner holds primary responsibility for driving profitability and growth through financial strategy. Additionally, Mr. Meisner oversees all accounting, finance, treasury, tax, budgeting, contract management, legal and human resources activities of the Company.

Prior to joining Rise Broadband, Mr. Meisner was Senior Vice President and Chief Financial Officer with Progrexion, Inc., a leading provider of credit report repair services. Throughout the prior thirteen years, Mr. Meisner held various leadership roles with Tyco International, PLC., a fire protection and security services company, with his most recent position being Chief Financial Officer, Vice President – Finance for North America Integrated Solutions and Services. He has also served as Corporate Controller for Orchid Cellmark and Senior Manager with KPMG. Mr. Meisner holds a CPA and earned his Bachelor's degree in Accounting at Loyola University in Maryland.

**Ron Gray, Chief Operating Officer**

Mr. Gray currently serves as Chief Operating Officer and previously served as Senior Vice President of Customer Operations and Information Technology. In his current role, he oversees operations, which includes Regional General Managers, Field Engineering, Centralized Operations and Information Technology.

Mr. Gray has over 30 years of professional experience in operations, technology, consulting and engineering. His specialty is managing organizations and complex programs that need restructuring to achieve dramatically improved operating results.

Mr. Gray has served in senior leadership positions in operations, finance, network, information technology, strategic planning and research for corporations such as EarthLink, Windstream, Boeing, Sprint, GTE, Rhythms, BTi, and Deltacom.

Mr. Gray earned his MBA from the University of Kansas and his Bachelor of Science in Engineering from the University of Missouri.

**Bret Westwood, Chief Technology Officer**

Mr. Westwood currently serves as Chief Technology Officer. In his current role, he provides strategic leadership over Technology, Network Deployment and Program Management. Previously, he held the title of SVP of Network Deployment and Operations.

Mr. Westwood has led engineering, construction and operations efforts for internet service networks since 1997 and wireless networks since 2004. Prior to coming back to Rise, Mr. Westwood managed the Network Deployment and Operations activities for Google Fiber in Utah (Salt Lake City and Provo). Mr. Westwood has also served as Vice President of Network Deployment for Vivint Wireless. In this role he pioneered high throughput fixed wireless deployment strategies utilizing small/micro cell architectures with unlicensed spectrum. Before Google and Vivint, Mr. Westwood had served a range of posts for Rise from 2006-2014. These posts included Network Manager, Operations Manager and VP of Technical Operations. He has worked at Rise for a total of 10 Years and was one of Rise's earliest employees.

Mr. Westwood holds two degrees from the University of Utah. These include an MBA and a Masters in Arts in English.

**John Clelland, Chief Commercial Officer**

Mr. Clelland joined Rise Broadband in February 2019 as Chief Commercial Officer and provides strategic leadership over all Marketing and Sales initiatives. His responsibilities include direction and oversight for brand management, promotion and advertising, web and social digital/media, product management and data analytics.

Mr. Clelland has over 25 years of marketing expertise. He most recently served as Head of Marketing and Studio for Katalyst Fitness, a startup located in Seattle, WA, where he led all marketing, communication and studio operations. Prior to that, he was Chief Marketing and Customer Engagement Officer for Doubledown Interactive, the world's largest online social gaming casino and was responsible for leading all marketing, customer support and business intelligence teams.

Throughout the prior twelve years, Mr. Clelland held senior leadership roles with T-Mobile including Senior Vice President Core Marketing, Vice President Channel Development, Vice President Segment

Marketing, and Vice President Brand Marketing. He has also served in leadership roles with YUM Brands, Tricon Restaurants, Colgate-Palmolive and PepsiCo-KFC. He completed his Bachelor of Commerce at Queen's University in Kingston, Ontario.

# Jeff Kohler

## CAREER SUMMARY

Skilled executive and entrepreneur specialized in all aspects of creating and implementing broad business strategies with an emphasis in wireless communications and the broadband ecosystem. Accomplished C-level executive in early stage, growth and middle market companies with a foundational management background in F500. A frequent contributor to industry trade publications and quoted extensively in the news media nationwide. Expert in setting visionary corporate goals and objectives, raising public and private debt and equity, M&A, media and investor relations, public speaking and road show presentations, corporate governance and public policy.

## PROFESSIONAL EXPERIENCE AND ACCOMPLISHMENTS

**Skybeam, LLC, d/b/a Rise Broadband**, Englewood, CO 2009 - Present  
**Founder, Chief Development Officer**

Responsible for all corporate development activities including M&A, capital formation, spectrum development, and FCC, government, media and investor relations for the largest fixed wireless broadband service provider in the U.S.

- Created concept and established platform company and management team to consolidate the fixed wireless broadband industry.
- Sourced, negotiated and closed 114 acquisitions of fixed wireless service providers representing over \$130M of revenue.
- Acquire and manage company licensed wireless spectrum portfolio.
- Lead the corporation's FCC and government relations, manage federal funding, lobbying, and serve as company spokesperson to industry, media and investors.
- Serve on the Board of Directors and FCC Committee for the Wireless Internet Service Providers Association, a Voting Member of the Wireless Communications Association (Washington D.C.), Board of Directors of industry Political Action Committee (Washington D.C.).
- Numerous awards including the Wireless Internet Service Providers Association Operator of the Year (2013), Red Herring Top 100 Global and North American Company (2013/4), Inc. 5000 Fastest Growing Companies, and recipient of the President's Award of Excellence by the Wireless Internet Service Providers Association (2014 & 2017), Fierce Wireless Service Provider of the Year (2017).

**GVC Capital, LLC**, Greenwood Village, CO 2002 - 2009  
**Director, M&A and Corporate Finance**

Responsible for mergers & acquisitions and capital formation for public and private companies.

- Established thirteen new revenue generating investment banking engagements for the firm across telecom, technology and healthcare sectors.
- Created the industry's Wireless M&A Newsletter published to over 300 public and private wireless company officers, private equity investment firms, and venture capitalists.

**REASON, INC.**, Aurora, CO (Acquired: 2002) 1999 – 2002  
**Founder, CEO, Director**

Established leading wireless device management company in the U.S. that outsourced the management of wireless products and services for large corporations. Responsible for entire development of business including raising equity and debt capital, business planning, strategic

partnerships, customer acquisition, product development and corporate communications. Reason, Inc. was acquired by one of the nation's leading wireless solutions companies.

- Created wireless strategic partnerships with carriers, technology companies and OEMs.
- Raised over \$8 million in debt and equity capital through venture capital, high net worth individuals and commercial banks.
- Established company as experts in the wireless industry and appeared in hundreds of national media and trade publications, television, radio, books and trade conferences.
- Recognized by Ernst & Young as 2001 Top 50 New Technologies, CIO Magazine's Web 50 Business Award, Colorado Business Magazine's Technology Company of the month, Public Relations Society of America Gold Pick Award for Wall Street & Technology Magazine contributed article.

**AT&T WIRELESS SERVICES**, Denver, CO  
**Director, Indirect Distribution**

1994 - 1999

Responsible for development and management of indirect distribution exceeding \$70 million in sales per year.

- Led western U.S. in new business development and high value customer segment sales.
- Achieved Circle of Excellence, AT&T's highest honor, and President's Club multiple times during tenure.
- Promoted eleven direct reports and developed over fifty percent of team into Circle of Excellence achievers.

## EARLY PROFESSIONAL CAREER

**PACE MEMBERSHIP WAREHOUSE**, Denver, CO  
**Regional Marketing Manager**

1983 – 1994

Responsible for all marketing in the Western U.S. for this Kmart subsidiary including sales, advertising, promotions, direct mail, affinity programs and membership sales to businesses and consumers. Managed brand transition to Sam's Club resulting from acquisition by Wal-Mart.

**HARRIS/3M**, Denver, CO  
**Sales Representative**

1988-1989

Responsible for account management and sales of telecommunications equipment to businesses.

**FASHION BAR**, Denver, CO  
**Store Manager**

1983-1987

Responsible for total store management of high volume, upscale retail stores. Awarded Store of the Year for sales growth.

## EDUCATION / OTHER

<b>M.B.A., Regis University</b> (International Business)	Denver, CO 1994
<b>B.S.B.A., University of Denver</b> (Marketing)	Denver, CO 1983
<b>Voting Member, Wireless Communications Association</b>	2010 - Present
<b>Co-Founder and Member of Board of Directors, WISP PAC, Inc., Washington D.C.</b>	2016-Present
<b>Member of Board of Directors and FCC Committee Wireless Internet Service Providers Association</b>	2014-Present
<b>Certification in Mediations and Negotiations, Center for Dispute Resolution</b>	Boulder, CO

# Ronald Lee Gray

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## Professional Experience

**JAB Wireless, Inc/Skybeam LLC dba Rise Broadband**      **Sept 2018 to Present**

### **Chief Operating Officer**

Manage a 550-member organization responsible for managing the network and operations that delivery broadband services to residential and business customers across over 16 states. Operations include inside sales, contact centers, engineering, network planning, field operations and Information Technology.

#### Accomplishments:

- Executed a reorganization that provided clear accountabilities, eliminated organizational barriers and improved operational efficiencies.
- Launched a customer loyalty and retention program that reduced the customer churn by over 50 bps in one year.
- Reorganized the company into a General Manger Structure accountable for the local networks and field forces.
- Implemented infrastructure and technology platforms (e-commerce, automation platforms)

**Windstream / EarthLink / Deltacom**      **October 2003 to September 2018**

### **Vice President of Information Technology & Programs**

Managed the application development and support organization responsible for developing and maintaining the core Operational Support Systems (OSS's) for a customer base of over \$500M and greater than 1,000 users. Led the Information Technology integration team and developed the organizational and application integration roadmap. Leading the Program office responsible for implementation of large-scale strategic programs including both technical platforms and business processes utilizing agile methodologies.

### **Vice President Program Management & Planning Office**

Overall responsible for developing the corporate system plan and managing plan execution. Managed the program team responsible for operational readiness of all product launches as well as other cross functional programs that involved the introduction of technology. Additional responsibilities included operational and financial performance management of the Information Technology team.

### **Vice President Network Planning & Vendor Management**

Led the Network Planning and Vendor Management team of over 200 persons responsible for optimizing network costs (over \$500M), network planning, network provisioning, vendor management and performance management of all network operations.

### **VP Operational Excellence, VP Revenue Assurance & Billing**

Performance management of the Customer and Network operations which had a staff in excess of 1,500 persons, and a combined operating budget of about \$200M. Responsible for the group's financial and operational performance. Defined and drove programs to improve operating results and to ensure objectives were met. Provided interim management of functions as required during transitions or areas that needed direct change management.

## Ronald Lee Gray

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### Accomplishments:

- Defined the merger integration plan to delivery over \$50M in synergy over 3 years.
- Redefined, restructured and led a transformation program that was delivered in 5 months where the previous program had taken 18 months with no sustained business introduction.
- Defined and executed cost of revenue programs that delivered \$18M to \$24M annualize benefits and achieved monthly budget objectives.
- Managed the \$10M annual system plan with over 140 associated project deliveries. Plan delivered 95% within plan year and to budget.
- Defined new system planning and prioritization process that aligns the information technology investments with the Business Unit priorities and investment goals.
- Executive leader that led analytics and program team to reduce monthly churn 33% from 1.7% to 1.1%.
- Ran the revenue assurance program that launched a new technology platform which paid back the initial investment of \$1.3M in 12 months. Established a new ancillary revenue stream of \$2M and recovered an additional \$1M in unbilled revenue.
- Launched a corporate process organization based on Six Sigma methodologies to drive improvements and a process centric culture across the corporation.
- Defined and launched a market profitability program to measure and drive profitability improvements across active markets. Successfully drove market/product changes to improve growth rates and the sale of a business unit.

### **BTi** **Senior Vice President Operations**

**April 2002 to October 2003**

Managed a 300-member team responsible for delivering integrated telecommunication solutions to business customers and for providing customer service to over 30,000 customers. Operations included order entry, circuit provisioning & design, network translations, service activation, local number assignment & portability, LD activation, project management and systems administration. Customer service team responsible for general care, repair, billing inquiry and customer loyalty and retention.

### Accomplishments:

- Provided leadership and focus to the organization and acted as a change agent and sponsor.
- Executed a reorganization that provided clear accountabilities, eliminated organizational barriers and improved operational efficiencies.
- Launched a customer loyalty and retention program that reduced the customer churn by over 30% within 5 months. Created a dedicated customer retention champion, identified core processes that needed improved, focused a service organization on retention, launched an external customer survey to provide customer voice and established an executive escalation and response team.
- Implemented operations management discipline involving the establishment of performance measures, operation reviews and reporting systems to improve service delivery results.
- Upgraded the call center infrastructure to improve operation results, quality and productivity.
- Executive sponsor that created and launched a six-sigma quality improvement program.

**Ronald Lee Gray**

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**Professional  
Experience****Rhythms NetConnections/Worldcom  
Vice President Service Delivery****July 2000 to April 2002**

Managed internal and outsourced operations responsible for the delivery of high-speed internet (DSL) services to consumer and business customers. Operations included centers responsible for provisioning lines from facility providers, definition and implementation of system and business requirements, operational and customer reporting, call center and space management, departmental budgets and overall management.

## Accomplishments:

- Provided leadership to define expectations, establish accountabilities and implement initiatives needed to stabilize and scale the operations while reducing the cost of service delivery.
- Decreased the service installation cycle time by 59% in 4 months.
- Increased production capacity by 2 times while reducing overall resource requirements from 850 to 300 persons.
- Implemented an operational strategy that included outsourcing operations and building an outsource management team.
- Implemented a production reporting system (DSS) and organization that provided centralized reporting for customers, operations and management.
- Managed the transition of all operations to Worldcom. Within 3 months, modified the legacy processes to fit the Worldcom operational model and deployed to 14 centers across the United States. Operations included client management, provisioning, dispatch and field installation.

**GTE/Verizon****January 1996 to July 2000****Director Performance Management  
Director Systems and Process Development**

Member of the leadership team responsible for defining the organization, business processes and systems needed to launch GTE's Long Distance and Competitive Local Exchange Carrier (CLEC) business units. This provided the capability to offer customers integrated telecommunication services (local, long distance, data, paging and cellular). After business launch, was responsible for identifying and implementing changes needed to improve operational results.

## Accomplishments:

- Successfully launched the Long-Distance unit with processes that scaled to support the rapid expansion in customer base to over 1 million within two years.
- Defined the integrated processes needed to support sales, order fulfillment and care for the CLEC.
- Managed system deployment of the integrated billing, provisioning and repair systems.
- Leadership role in the planning and implementation of a new business unit to handle advanced data services (DLEC) to support the merger of GTE and Bell Atlantic to form Verizon.



# Ronald Lee Gray

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## Professional Experience

**Sprint Corporation**  
**Manager Network Reengineering**  
**Manager Network Systems, Products and Provisioning**  
**Manager Access Verification**

**July 1990 to January 1996**

Accomplishments/Responsibilities:

- Managed organization responsible for auditing and approving payments to network providers. Annual payable exceeded \$300 million.
- Negotiated settlements with vendors exceeding \$1 million.
- Developed and managed large-scale service fulfillment reengineering program.
- Corporate owner for Sprint's provisioning and network inventory system. Functions included help desk for 5,000 users, system plan, business requirements, end user documentation and training.
- Implemented business performance measures, unit costing, statistical process control and developed an operations datamart.
- Representative in national forums to develop new standards.

**Energy Masters Corporation**

**August 1987 to July 1990**

Provided professional engineering consulting services. Responsible for design services, project costing, turnkey project management and on-going monitoring for performance-based contracts.

**Boeing Military Airplane Company**

**May 1986 to August 1987**

Member of the research and engineering team responsible for technology transfer projects between government agencies and Boeing. Obtained Security clearance.

## Education

**University of Kansas** - Master of Business Administration, GPA 4.0

**Wichita State** – Graduate studies in economics and decision theory, GPA 4.0

**University of Missouri** – BS Mechanical Engineering, GPA 3.68

**Leading Innovative Change** – Executive Studies at UC Berkeley

**Southern Methodist University** – Executive Studies Advanced Management Program

**Professional Engineer** – State of Kansas

## Bret Westwood



### Network and Operations Executive

Technical Executive with more than 20 years of leadership experience deploying, upgrading and operating fiber optic and wireless networks for fast growing communication companies. Have an ability to completely comprehend a business from technical to financial and an instinctive ability to find innovative solutions. This has led to a proven track record of advancement and success. Ability to set objectives, share vision and demand performance to achieve company goals. Team-oriented, cross-functional, hands-on and motivational management style with a record of building, training and retaining highly motivated employees across local and dispersed operations.

### Professional Experience

May 2018 - Present

#### **Chief Technical Officer**

Skybeam, LLC, d/ba Rise Broadband SLC, UT

- P&L and capital budget responsibility for Network Deployment, Engineering and Operations (Field Ops, Net Ops, NOC).
- Responsible for 160k subscribers served by 13,000 access points distributed across 16 states.
- Successfully completed organizational realignment moving teams from highly centralized model to more distributed to drive local accountability, increase velocity of build and network degradation reaction time.
- Manage 11 direct reports over 350 FTE.
- Worked hands on with team to identify, projectize and resolve significant network health issues.
- Worked hands on with team to identify and implement key network metrics improving visibility, accountability and reaction time.
- Developed, staffed and implemented program management office to manage network deployment process. Integrated site acquisition team into PMO to improve speed and efficiency. Current build scope 1500 AP installed over next 5 months.
- Improved employee engagement and morale through recognition, named initiatives and regular communication of big picture and progress.
- Created analysis that fundamentally changed strategy identifying key upgrade areas and edge out opportunities with most immediate and impactful value to the business.
- Organized engineering team, implemented trials of new equipment, network architectures and deployment strategies; standardized engineering practices across deployment and network operations functions.
- As part of the executive team, collaborate in the development of strategy across business including sales, marketing, customer ops and finance.
- Attend board meetings, report on network health, deployment progress and aid in strategic direction.

Feb 2016 - Mar 2018

#### **Network Deployment and Operations Manager**

Google Fiber Utah (SLC, Provo) SLC, UT

- Managed Capital and Operations Budget of \$100M. Including monthly accruals, financial forecasting and semi-annual budget allocation.
- Managed Team of over 300 (Staff and Vendors) to plan, construct and operate a Fiber Optic Networks in Salt Lake City and Provo.
- Managed large EPC (Engineering, Procurement and Construction) vendor General Dynamics through Network Design and network build.

- Developed program to move away from EPC model and engage smaller construction vendors reducing costs and deployment time.
- Developed in market Project Management Office (PMO) to directly manage Design and Construction contractors including systems, tools and processes to manage daily production from design through activation.
- Developed Nano Trench Fiber Deployment Program and successfully received Salt Lake City and Provo municipal approval. This program significantly reduced both cost per HHP and deployment time.
- Worked closely with cross-functional partners throughout deployment to ensure project visibility and issue resolution. (Finance, Management, Legal, Engineering, etc)
- Worked closely with Google engineering group to produce Engineering Business Units (EBU) and Construction Business Units (CBU) to be used with Engineering and Construction vendors.

Jan 2014 - Feb 2016

**V.P. Network Deployment**

Vivint

Provo, UT

- Executed network deployment strategy including planning, engineering, site acquisition, tower construction, micro site installation, configuration/testing and QA. Managed Team of 140 employees over 5 markets.
- Rapid Network Deployment. Planned, staffed and constructed 4 new markets in less than 1 year in El Paso, San Antonio, Albuquerque and Fort Worth.
- In less than 18 months developed organization and oversaw planning and construction of 2500 micro sites increasing subscriber base from 500 to 20,000.
- Hired, trained and managed infrastructure crews from tower climbers to residential installers. Worked hands-on in the field to identify and document best practices.
- Worked closely with engineering teams to develop site equipment including DC Power, Remote Monitoring, IP Switch Requirements, Grounding, etc.
- Key contributor in changing transport architecture. Change increased reliability, throughput and costs.
- Created, staffed and managed network planning team. Oversaw the creation of construction blueprints for tower installations. These included construction drawings, bill of materials and configuration sheets.
- Managed Site Acquisitions team responsible for zoning and permitting of network build. Worked closely with local municipalities to understand the needs and requirements for fast and successful build.

Aug 2008-Dec 2013

**V.P. Technical Operations**

Jab Broadband (now Rise Broadband)

Draper, UT

- Successfully managed multiple departments including Network Operations, Technical Operations, IT/IS, Phone Department (VOIP) and Network Upgrade Team. Responsible for over 150 technical employees across Jab footprint.
- Promoted to Vice President after proven ability to lead the company in terms of growth, network performance and financial performance.
- Managed Network Upgrade Program touching 1300 towers and 50,000 subscribers.
- Created and managed \$20M annual network capital budget. Allocate capital to projects based on company objectives.
- Responsible for largest fixed wireless network in nation servicing 175,000 customers and spanning 14 states generating \$105M in yearly revenue. (3500 Towers)
- Work closely with the CEO and Board of Directors to develop technology strategy. Provide financial analysis of strategy. Present strategy to Banks and other Stakeholders.
- Worked closely with CEO and CFO to fundraise more than \$150MM in capital.

Aug 2006-Aug 2008

**Operations Manager**

Digis Networks (Rise Broadband)

Pleasant Grove, UT

- Managed growth of network and subscriber base from 3000 to 30,000 subscribers in 36 months. Managed Network and Installation Crews.
- Managed the design of IP and wireless network architecture. Ensured that growth objectives were met in strategy and execution.
- Hired and managed team to successfully manage growth. (Managed 10 direct reports overseeing 115 employees)
- Manage operations supporting 30,000 Internet and 12,000 VOIP customers generating \$20 MM in annual revenue.
- Participated closely in the acquisition of 28 companies. Was directly responsible for the operations and network integration.
- Budget and P&L responsibility

Jul 2005 – Jul 2006

**Chief Technical Officer**

Wavepoint Networks (Sold to Jab Broadband)

Draper, UT

- Managed the design and engineering of wireless and wired communications network.
- Successfully sought and obtained funding
- Executed on business plan and met objectives
- Created product strategy for High Speed Wireless product and VOIP telephone offering.
- Developed all operations processes. Hired staff and oversaw training.

Jun 2004-Jun 2005

**Senior Vice President of Internet Products and Services**

U.S. Digital Wireless

Bentonville, Arkansas

- Responsible for design and implementation of Network. Managed engineering team to deploy Wireless Internet into Centerton Arkansas for a broadband pilot for Wal-Mart.
- Responsible for customer installation. This included management of team of installers.
- Managed Relationship with Walmart
- Created back office processes to support installations, billing and call center.

Nov 2003 – Jun 2004

**Vice President of Internet Services**

U.S. Digital Television

Draper, Utah

- Developed USDTV's Internet program. This included building comprehensive strategy, product offering and marketing.
- Developed back office processes and systems including billing, dispatch and call center.
- Implemented CSG (Cable System Group) for TV and Internet products. Managed the integration of this billing system into Authentication systems.
- Held V.P. Information Technologies title and managed all IT Staff and Systems for USDTV's 4 offices.

**Education**

***University of Utah***

Salt Lake City, Utah

**Masters of Business Administration, MBA**

**Bachelors of Arts, English**

**Activities**

- 2 time Ironman Arizona Finisher (2012 and 2017)
- Utah Business Magazine Top 40 under 40 recognition
- Alumnus Kappa Sigma
- Earned B.S.A. Eagle Scout

# JOHN CLELLAND

## PROFESSIONAL EXPERIENCE:

JAB Wireless, Inc. /Skybeam, LLC dba Rise Broadband, Englewood, CO

2019– PRESENT

### *Chief Commercial Officer*

Rise Broadband is the largest privately-held fixed wireless service provider in the US, offering affordable high-speed internet and digital phone services across 16 states in rural and suburban areas of the Midwest, Rocky Mountain and Southwest regions. Responsible for the company's strategy and implementation of marketing, sales, brand management, advertising/promotion, web/digital/social media, product development and data analytics programs.

DOUBLEDOWN INTERACTIVE, SEATTLE, WA

2012– 2018

### *Chief Marketing & Customer Engagement Officer*

Recruited following the acquisition of DoubleDown (the world's largest online social gaming casino) by IGT. Report directly to GM and serve as member of executive leadership team. Lead all marketing, customer support & business intelligence teams.

T-MOBILE USA, BELLEVUE, WA

2000 – 2012

Recruited to *VoiceStream Wireless*, a small regional wireless carrier to consolidate recent acquisitions and develop a national brand. Post acquisition by *Deutsche Telekom*, successfully launched *T-Mobile*, creating an industry leading growth brand that at \$19 Billion, accounted for over 20% of *DT's* total revenue.

### *Senior Vice-President Core Marketing (Dec 2010 – July 2012)*

- Full P&L responsibility with focus on growing revenue through new customer acquisition, current base retention and base cross sell and upsell.

### *Vice-President Channel Development (Apr 2007 – Dec 2010)*

- Cross functional assignment to lead all Retail Real Estate and Development for T-Mobile owned retail and 3rd party dealers, managing a \$100MM+ capital budget and a team of 200+

### *Vice-President Segment Marketing (Jan 2004 – Mar 2007)*

### *Vice President Brand Marketing (Nov 2000- Dec 2003)*

- Rolled out VoiceStream brand and "Get More" positioning to top 10 US metros, achieving industry leading growth rates. Integrated campaign utilizing Jamie Lee Curtis delivered breakthrough levels of awareness and differentiated VoiceStream vs. entrenched competition.

YUM! BRANDS, LOUISVILLE, KY

1996– 2000

### *Vice President Calendar and Brand Marketing, KFC Restaurants (1999-2000)*

Promoted to lead team of 20 marketing professionals and broad cross-functional team responsible for developing and executing all national promotions and new product propositions for the KFC system. Calendar program support included TV advertising, Consumer POP, Supply chain management, training material and Operations implementation for company and franchise restaurants.

## EDUCATION:

Queen's University, Kingston, Ontario

Bachelor of Commerce – with concentrations in Marketing and Finance

# JASON GINTHER

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## QUALIFICATION SUMMARY

As a high-integrity relationship-builder, I have experience managing both people and projects together in Financial, Technological and Operational roles using creativity and collaboration. Integrating people, process, network and infrastructure to improve efficiency is my specialty. Forward-looking with a global perspective, I am always seeking continued growth opportunities with progressive management responsibilities.

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## EMPLOYMENT EXPERIENCE

- JAB Wireless, Inc./Skybeam, LLC dba Rise Broadband* *2016 - Present*  
**Finance Program Manager – Connect America Fund/Commissions Management**
- Identify reporting and fiduciary requirements of a Connect America Fund recipient
  - Ensure financial audit readiness for eventual OMB/FCC audit
  - Manage process identification and implementation of all new and transformed processes in all aspects of the business including Customer Operations, Engineering, Information Technology, Legal, Finance and Accounting
  - Manage FCC Compliance reporting while updating reports and reporting processes due to changes in Federal guidelines
  - Coordinate Legal approvals of all FCC and USAC filings as well as associated State filings
  - Manage Enterprise wide commissions program for this large, national wireless ISP
  - Improve payout processes and amounts to achieve corporate financial goals
  - Implement Scorecard Systems Commissions module for automated commissions payouts
- Capto Consulting* *2016*  
**Financial Consultant**
- Identified potential financial opportunities for Time Warner Cable IT
- Apex Systems (Contracted to Kaiser Permanente)* *2014 - 2015*  
**Financial Consultant**
- Manage the financial decommissioning activities of the IT infrastructure and network in the Ohio region
  - Identify decommissioning requirements and associated costs (activity based costing) for specific applications, network and infrastructure and then schedule them for repurpose, reallocation or retirement
  - Identify and track individual work efforts to ensure that they are invoiced correctly to the receiving organization
  - Update Executive Management of the financial status of the Transitional Services Agreement
- W. J. Bradley Mortgage* *2013*  
**Project Portfolio Manager**
- Successfully led project group to ensure Dodd-Frank compliance readiness and secure against adverse financial effects
  - Managed Facilities OPT (project portfolio) from inception to completion – 20+ projects completed
  - Identified requirements for the implementation of the enterprise portfolio software PlanView
  - Led the discovery project to determine buy or build guidelines for enterprise level loan origination software
  - Achieved results through leadership, strategy, planning, situational awareness and strategic communications
- Securitas Security Services USA* *2012 - 2013*  
**Financial Analyst/Area Coordinator – Rocky Mountain (CO, NM, WY & MT)**
- Successfully managed a complete 22-suite office move on time and under budget including facility capital spend, renovation expense and multiple vendor tracks
  - Tracked and advised on the financials for 13 branches - Implemented operational cost controls for a four state region saving ~3% monthly
  - Directed Accounts Payable/Receivable activities and vendor sourcing, procurement and management for the region
  - Primary point of contact for all regional infrastructure and networking issues
- Apex Systems* *2010*  
**Project Manager – Portfolio Management (Contracted to Cricket Communications)**
- Collaborated with Project Portfolio Management team to identify total project portfolio valuation and coordinate project timing

*Teletech Holdings, LLC*

2007 – 2010

**Project Manager - Global Business Services, Finance & Accounting**

- Specialized in identifying, defining and quantifying financial and accounting processes to near-shore/off-shore and coordinating their move - \$500K saved annually
- Initiated accounting system improvements within the constraints of the Oracle SDLC
- Identified contractual requirements between Client and Delivery for transitioned processes to ensure Delivery Service Levels
- Ensured expenses of total GBS organization are appropriately allocated within the Teletech organization

**Senior Financial Analyst - Global Finance**

- Managed financial approvals and forecasts for four global Sprint sites with Revenues totaling more than \$39 MM USD annually
- Managed complex financials for TT Government Services with Revenues totaling more than \$25 MM USD annually

*CU Direct Connect*

2005 – 2007

**Operations Manager – Training and Process Improvement**

- Managed operationally critical projects from inception to completion
- Defined process improvement and lifecycle projects, and then delivered end-user training for operations group
- Developed and managed core system change management plan and associated requirements for Indirect Lending System overhaul

*Actiontec Electronics, Inc.*

2004 - 2005

**Inbound/Outbound Sales Operations Manager**

- Identified technological opportunities for cost saving measures – Managed Goldmine requirement definition and implementation
- Budgeted headcount and operational expenses – Created and managed a team of 10 direct reports
- Financial analysis of product releases and new business models

*Nextel Communications*

1997 - 2003

**Finance/Operations Analyst – National Sales Support****Senior Supervisor – National Retention and Revenue Impacting Projects****SPECIFIC AREAS OF EXPERTISE**

Financial Analysis	Key Performance Indicators	Project Management
Risk Management	Accounts Payable/Receivable	Operations Analysis
Resource Allocation	General Ledger	Data Analytics
Process Improvement	Organizational Strategies	Notary Public

**SOFTWARE EXPERIENCE**

Oracle 11 Finance, Payroll and Human Resources (Architect/Admin/User)	Hyperion Essbase	MS Outlook (Expert)
Oracle 12R Finance	Goldmine	MS PowerPoint (Strong)
PeopleSoft (Limited)	SalesForce (Limited)	MS Excel (Expert)
SAP/Crystal Reports	PlanView (Admin/User/Architect)	MS Word (Strong)
Hyperion	MS SharePoint (Admin)	MS Project (Strong)
	MS Access (Limited)	MS Visio (Strong)

**INDUSTRY EXPERIENCE**

Telecom/Wireless	Indirect Lending	Construction
Corporate Security	Business Process Outsourcing	Consulting
Mortgage Finance	Wireless ISP	

**EDUCATION****University of Denver - Denver**

- Masters of Business Administration – Finance
- Masters of Science – Management

**University of Colorado - Boulder**

- Bachelors of Arts – Russian Language/Literature and Central/Eastern European Studies

# Exhibit C

(filed confidentially)



# Exhibit D

(filed confidentially)