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represented by Synergistech Communications Inc., 866-591-2968, pubpros@synergistech.com

Summary

Extensive writing, communications, management, and business-planning experience in both start-up and established corporate environments.

Successful performance in fast-paced international engineering and communications environments.

Professional Experience

Communications and Business Development Consultant

10/90–present

Provided technical analysis, documentation, proposal writing, marketing communications, strategic planning, business development, and project-management services to a variety of advanced technology clients. A partial list includes:

Aeris.net. Developed Aeris.net's corporate business plan, which was instrumental in securing multi-million dollar venture funding. Created Aeris.net's network architecture description, which detailed the system architecture, and explained the functions and interrelations of all network components. The network architecture description provided an important tool for both Aeris.net's engineering and marketing organizations to plan technical directions and develop comprehensive marketing plans.

Nextel Communications, Inc. Created Nextel's wireless data network architecture and service analysis—Nextel's first comprehensive description of their new wireless data network, featuring a complete system architecture, an analysis of Nextel's new wireless data services, and a detailed explanation of the functions and interrelations of all network components. This document provided a critical tool for Nextel's engineering and marketing organizations, and was successfully used as both a technical foundation for engineers and executives, as well as a strategic marketing tool for corporate data customers.

AirTouch. Helped start the AirTouch Wireless Data Division. Created the AirTouch wireless data network architecture document, which described the data network architecture, and explained both the technical and business considerations involved in its development and evolution. This document was used extensively by AirTouch executives during investor presentations, and was considered indispensable by the CEO and the CFO. Other AirTouch projects included: proposals to provide wireless data services to Westinghouse Electric Corporation, Southern California Gas Company, DHL Couriers, Emery Worldwide, and UPS; analyses of wireless data technologies.

Pacific Telesis International (PTI). Provided technical, communications, and management expertise to PTI's efforts to win multi-billion-dollar international cellular telecommunications contracts. Directed engineering and business personnel to develop both fixed and radio network designs, business analyses, and detailed technical proposals for the creation and implementation of advanced cellular telecommunications networks. Projects included proposals for Greece, South Korea, Australia, Italy, France, and Hungary.

PCS PrimeCo. Provided technical analysis and negotiation support to PCS PrimeCo's network infrastructure contract development. Worked with members of PCS PrimeCo's technical team and with corresponding members of the AT&T and Motorola negotiating teams to resolve areas of conflict, optimize PCS PrimeCo's business position, and ensure accurate documentation of all agreements.

Conxion Corporation. Developed and wrote technical and marketing material for Internet-based data transmission products and services. Re-designed Conxion's web site, including new content, internal links, and general site layout.

Turner & Associates. Researched, developed, and wrote the 2000 and 2001 annual reports and shareholder letters for CenturyTel and DMC Stratex Networks.

Senior Engineer, Strategic Technology Development Division, Pacific Bell

8/85–10/90

Managed the research and analysis of specific telecommunications technologies, and the publication of technical findings, including executive white papers and internal technical analyses. Analysis topics included Wireless Telecommunications Technologies, Data Communications and High-Speed Switching Technologies.

Directed the development, and managed the operation of the *Technology Outlook* — an internal Pacific Bell publication focusing on new telecommunications technologies and applications.

Consultant/Engineering Project Manager, Pacific Gas & Electric Company

5/85–8/85

Managed the preparation, analysis, and production of the *1986 PG&E Rate Case*. Coordinated engineers, attorneys, and regulatory staff to prepare the engineering proposals – the technical presentations of engineering projects that define what the project intends to do, how it plans to do it, why it is important, what the costs will be, and what the pros and cons are for all parties involved.

Consultant/Engineering Project Manager, Lawrence Livermore National Laboratory

1/84–5/85

Researched, wrote, and edited physics and engineering analyses for specific projects, including:

The Laser Program Annual Report – A technical review of Lawrence Livermore National Laboratory's new research and development in the field of high-gain laser fusion.

The Electrical Engineering Technical Review – An analysis of the architecture and inner functions of the Nova Laser Distributed Computer Control System.

The High Yield Lithium Injection Fusion Energy (HYLIFE) Reactor – An analysis of the engineering considerations and mathematical modeling for the development of an electrical power source using an inertial confinement fusion reactor as the primary energy source.

Education

B. A., University of California, Berkeley.

Mathematics Program, Faculté des Lettres, Aix-en-Provence, France, (speak, read, and write French)