

TRACK RECORD

Over 15 years in senior marketing management and demonstrated achievements with innovative world class multinationals and start-ups conceiving, developing, launching, and commercializing highly profitable award-winning solutions with following results during affiliation:

AT&T (n/k/a Lucent)

- Top 3 market share leader in carrier class backhaul fiber optic systems
- #1 to break 1.7 Gigabit barrier for single mode fiber optic systems
- #1 to deploy self-healing fiber ring networks

Newbridge Networks

- #1 market leader in ATM core infrastructure switching
- #2 market leader in frame relay products
- First to conceive and deploy ATM in cellular networks (BellSouth)
- First implementation of ATM & SS7 for tandem switch replacement (class 4 replacement)
- #1 - #2 overall market share leader in ATM
- Competed directly against Cisco Systems in these markets

Tellabs

- #1 market leader in digital cross-connect systems for carriers
- #1 market leader in SONET cross-connect systems
- #1 market leader in CLEC and ILEC segments
- #1 market leader in echo cancellation
- Number of product awards
- Competed directly against Lucent, Nortel, Alcatel, and Fujitsu

3Com

- #1 market leader in remote access systems (Total Control RAS) for ISPs
- #1 market leader in enterprise ATM access segment
- #2 overall data networking company behind Cisco Systems
- Competed directly against Cisco Systems and Ascend Telecom in these markets

NexTone

- Genesis of company's core product platform and success
- Conceived a new class of VoIP platform called session border controller (SBC) for carrier market
- #1 market leader to commercially deploy SBC
- Product strategy turned the company around at a very critical juncture
- Company continues to grow revenues and on track for IPO