

# FLORIDA PUBLIC SERVICE COMMISSION

## OFFICE OF INDUSTRY DEVELOPMENT AND MARKET ANALYSIS

### APPLICATION FOR ORIGINAL AUTHORITY OR TRANSFER OF AUTHORITY TO PROVIDE TELECOMMUNICATIONS SERVICE IN THE STATE OF FLORIDA

### INSTRUCTIONS

This form should be used as the application for an original certificate and transfer of an existing certificate (from a Florida certificated company to a non-certificated company). In the case of a transfer, the information shall be provided by the transferee. If you have other questions about completing the form, call **(850) 413-6600**.

Print or type all responses to each item requested in the application. If an item is not applicable, please explain. All questions must be answered. If unable to answer the question in the allotted space, please continue on a separate sheet.

Once completed, submit the **original and one copy** of this form along with a **non-refundable** fee of **\$500.00** to:

Florida Public Service Commission  
Office of Commission Clerk  
2540 Shumard Oak Blvd.  
Tallahassee, Florida 32399-0850  
(850) 413-6770

COM \_\_\_\_\_  
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IDM 1 copy  
CLK \_\_\_\_\_

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COMMISSION  
CLERK

# APPLICATION

This is an application for (check one):

**Original certificate** (new company)

**Approval of transfer of existing certificate:** Example, a non-certificated company purchases an existing company and desires to retain the original certificate rather than apply for a new certificate.

Please provide the following:

1. Full name of company, including fictitious name(s), that must match identically with name(s) on file with the Florida Department of State, Division of Corporations registration:

United Data Technologies, Inc. dba UDT

2. The Florida Secretary of State corporate registration number:

P95000023595

3. F.E.I. Number: 65-0566138

4. Structure of organization:

The company will be operating as a:

(Check all that apply):

- |  |   |
|--|---|
| <input checked="" type="checkbox"/> Corporation    | <input type="checkbox"/> General Partnership          |
| <input type="checkbox"/> Foreign Corporation       | <input type="checkbox"/> Foreign Partnership          |
| <input type="checkbox"/> Limited Liability Company | <input type="checkbox"/> Limited Partnership          |
| <input type="checkbox"/> Sole Proprietorship       | <input type="checkbox"/> Other, please specify below: |

**If a partnership**, provide a copy of the partnership agreement.

**If a foreign limited partnership**, proof of compliance with the foreign limited partnership statute (Chapter 620.169, FS). The Florida registration number is: \_\_\_\_\_

\_\_\_\_\_

5. Who will serve as point of contact to the Commission in regard to the following?

(a) This application:

Name: T. Aaron Morris  
Title: General Counsel  
Street Address: 2900 Monarch Lakes Blvd. Suite 300  
Post Office Box: \_\_\_\_\_  
City: Miramar  
State: Florida  
Zip: 33027  
Telephone No.: 800-882-9919  
Fax No.: 954-432-5203  
E-Mail Address: amorris@udtonline.com

(b) Ongoing operations of the company:

(This company liaison will be the point of contact for FPSC correspondence. This point of contact can be updated if a change is necessary but this must be completed at the time the application is filed).

Name: Simon Weller  
Title: Line of Business CTO - Service Provider Solutions  
Street Address: 2900 Monarch Lakes Blvd. Suite 300  
Post Office Box: \_\_\_\_\_  
City: Miramar  
State: Florida  
Zip: 33027  
Telephone No.: 800-882-9919  
Fax No.: 954-432-5203  
E-Mail Address: sweller@udtonline.com  
Company Homepage: www.udtonline.com

(c) Optional secondary point of contact or liaison:

(This point of contact will not receive FPSC correspondence but will be on file with the FPSC).

Name: Robert Peterson  
Title: Sr. Director - Access & Vendor Mgmt  
Street Address: 2900 Monarch Lakes Blvd. Suite 300  
Post Office Box: \_\_\_\_\_  
City: Miramar  
State: Florida  
Zip: 33027  
Telephone No.: 800-882-9919  
Fax No.: 954-432-5203  
E-Mail Address: rpeterson@udtonline.com

6. Physical address for the applicant that will do business in Florida:

Street address: 2900 Monarch Lakes Blvd. Suite 300  
City: Miramar  
State: Florida  
Zip: 33027  
Telephone No.: 800-882-9919  
Fax No.: 954-432-5203  
E-Mail Address: rpeterson@udtonline.com

7. List the state(s), and accompanying docket number(s), in which the applicant has:

- (a) **operated** as a telecommunications company. Not Applicable
- (b) **applications pending** to be certificated as a telecommunications company. Not Applicable
- (c) **been certificated** to operate as a telecommunications company. Not Applicable
- (d) **been denied authority** to operate as a telecommunications company and the circumstances involved. Not Applicable
- (e) **had regulatory penalties imposed** for violations of telecommunications statutes and the circumstances involved. Not Applicable
- (f) **been involved in civil court proceedings** with another telecommunications entity, and the circumstances involved. Not Applicable

8. The following questions pertain to the officers and directors. Have any been:

- (a) adjudged bankrupt, mentally incompetent (and not had his or her competency restored), or found guilty of any felony or of any crime, or whether such actions may result from pending proceedings?  Yes  No

If yes, provide explanation.

- (b) granted or denied a certificate in the State of Florida (this includes active and canceled certificates)?  Granted  Denied  Neither

If granted provide explanation and list the certificate holder and certificate number.

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If denied provide explanation.

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(c) an officer, director, and partner in any other Florida certificated telecommunications company?  Yes  No

If yes, give name of company and relationship. If no longer associated with company, give reason why not.

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9. Florida Statute 364.335(1)(a) requires a company seeking a certificate of authority to demonstrate its managerial, technical, and financial ability to provide telecommunications service.

**Note:** *It is the applicant's burden to demonstrate that it possesses adequate managerial ability, technical ability, and financial ability. Additional supporting information may be supplied at the discretion of the applicant. For the purposes of this application, financial statements MUST contain the balance sheet, income statement, and statement of retained earnings.*

- (a) **Managerial ability:** An applicant must provide resumes of employees/officers of the company that would indicate sufficient managerial experiences of each. Please explain if a resume represents an individual that is not employed with the company and provide proof that the individual authorizes the use of the resume.
- (b) **Technical ability:** An applicant must provide resumes of employees/officers of the company that would indicate sufficient technical experiences or indicate what company has been contracted to conduct technical maintenance. Please explain if a resume represents an individual that is not employed with the company and provide proof that the individual authorizes the use of the resume.
- (c) **Financial ability:** An applicant must provide financial statements demonstrating financial ability by submitting a balance sheet, income statement, and retained earnings statement. An applicant that has audited financial statements for the most recent three years must provide those financial statements. If a full three years' historical data is not available, the application must include both historical financial data and pro forma data to supplement. An applicant of a newly established company must provide three years' pro forma data. If the applicant does not have audited financial statements, it must be so stated and signed by either the applicant's chief executive officer or chief financial officer affirming that the financial statements are true and correct.

10. Where will you officially designate as your place of publicly publishing your schedule a/k/a tariffs or price lists)? (Tariffs or price lists MUST be publicly published to comply with Florida Statute 364.04).

Florida Public Service Commission

Website – Please provide Website address: www.udtonline.com

Other – Please provide address: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

**THIS PAGE MUST BE COMPLETED AND SIGNED**

**REGULATORY ASSESSMENT FEE:** I understand that all telecommunications companies must pay a regulatory assessment fee. A minimum annual assessment fee, as defined by the Commission, is required.

**RECEIPT AND UNDERSTANDING OF RULES:** I understand the Florida Public Service Commission's rules, orders, and laws relating to the provisioning of telecommunications company service in Florida.


**APPLICANT ACKNOWLEDGEMENT:** By my signature below, I, the undersigned owner or officer, attest to the accuracy of the information contained in this application and attached documents and that the applicant has the technical ability, managerial ability, and financial ability to provide telecommunications company service in the State of Florida. I have read the foregoing and declare that, to the best of my knowledge and belief, the information is true and correct. I have the authority to sign on behalf of my company and agree to comply, now and in the future, with all applicable Commission rules, orders and laws.

Further, I am aware that, pursuant to Chapter 837.06, Florida Statutes, "***Whoever knowingly makes a false statement in writing with the intent to mislead a public servant in the performance of his or her official duty shall be guilty of a misdemeanor of the second degree, punishable as provided in s. 775.082 and s. 775.083.***"

I understand that any false statements can result in being denied a certificate of authority in Florida.

COMPANY OWNER OR OFFICER

Print Name:	Enrique Fleches
Title:	Chief Executive Officer
Telephone No.:	800-882-9919
E-Mail Address:	hfleches@udtonline.com

Signature:  Date: 2/28/24

Not Applicable to UDT

## CERTIFICATE TRANSFER

As current holder of Florida Public Service Commission Certificate Number \_\_\_\_\_,  
I have reviewed this application and join in the petitioner's request for a transfer of the  
certificate.

### COMPANY OWNER OR OFFICER

Print Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Street/Post Office Box: \_\_\_\_\_  
City: \_\_\_\_\_  
State: \_\_\_\_\_  
Zip: \_\_\_\_\_  
Telephone No.: \_\_\_\_\_  
Fax No.: \_\_\_\_\_  
E-Mail Address: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

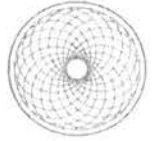


<p>Simon Weller CTO, Service Provider Solutions</p> <p>As the CTO of the Service Provider Division for UDT, Mr. Weller oversees all technology and carrier service initiatives.</p>		
Education	CPL(A), MEIR, 'C' Category Instructor, International Aviation Academy of New Zealand	
Employment	CTO, Service Provider Solutions, UDT, Miramar, FL GM Americas, Tru3t Group, England, UK VP of Technology, ENA Inc, Nashville, TN Senior Director, Technology, ENA Inc, Nashville, TN Director of Technology, ENA Inc, Nashville, TN Director of Systems and R&D, ENA Inc, Nashville, TN Director of Voice Strategy, ENA Inc, Nashville, TN Various other technical roles, ENA Inc, Nashville, TN Managed Director/CTO, NZServices LTD, Christchurch, NZ	2024-current 2023 2021-2023 2018-2021 2016-2018 2014-2016 2009-2014 2004-2009 1998-2004
Experience	<p>Mr. Weller is a seasoned telecom executive with decades of experience in building and deploying carrier-class managed services, including Internet, Wide Area Networks, Voice, Cloud and other overlay services. He previously worked for a CLEC and was the executive in charge of engineering for regulated services include Wide Area Networks and Carrier Voice solutions.</p>	

**Oliver Landow**  
Senior Account Director

As the Sr. Account Director for UDT, Mr. Landow spearheads strategic account management, driving substantial growth and retention of key accounts nationwide with a focus on maximizing opportunities and delivering unparalleled client satisfaction.

Education	<i>Education M.B.A., Business Administration, University of Baltimore</i>	
	<i>B.A., Political Science/History, Virginia Polytechnic Institute &amp; State University</i>	
Employment	Senior Account Director, UDT, Inc., Miramar, FL	2023 to present
	Senior Director, ENA by Zayo, Inc, Nashville, TN	2022-2023
	National Customer Services Director, ENA, Inc., Nashville, TN	2008-2022
	Federal Civilian CMA Sales Director, EMC, Mclean, VA	2006-2008
	Federal Civilian Account Executive, EMC, Mclean, VA	2003-2205
	Account Executive, Vastera, Inc., Dulles, VA	1999-2003
	Account Executive, Metalware, Inc., Baltimore, MD	1994-1999
Experience	Mr. Landow joined UDT in 2023 and has extensive experience marketing complex enterprise technology to K12, government agencies and Fortune 2000 companies. Mr. Landow has a track record of ensuring his customers receive the highest level of customer satisfaction due to his constant vigilance and personal attention required in today's ever changing high tech enviroments. Mr. Landow is responsible for the the overall growth, retention and strategic planning of key opportunities across the United States.	



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## PROFESSIONAL SUMMARY

*Vision-driven change agent with career-long record of strategic sales, business development, and account management success for leading organizations*

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Results-oriented and visionary sales leader with a track record of driving strategic sales, business development, and account management success for leading organizations. Highly skilled in aligning business strategy and objectives with established paradigms for maximum sales impact and resource efficiency. Proven expertise in strategic planning, market analysis, relationship building, forecasting, and team management. Adept at developing innovative methods for securing new business and expanding opportunities with existing clients. Strong knowledge of FCC regulations and associated programs. Exceptional communicator with a talent for building strong relationships with key stakeholders. Seeking a challenging leadership role to leverage my skills and drive business growth.

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## PROFESSIONAL EXPERIENCE

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ENA, INC. BY ZAYO (EDUCATION NETWORKS OF AMERICA), NASHVILLE, TN, 2008 to Current

**Zayo completed its acquisition of ENA in June of 2022**

*ENA has been serving the K-12 education community with managed district and statewide networks, data, voice and video solutions as well as instructional and productivity tools for over 25 years. ENA's entire business is dedicated to serving the connectivity and communication needs of schools and libraries across the nation. ENA serves over 8,160 end sites including 900 school districts and 253 libraries that serve over 3.6 million students, teachers and administrators, as well as more than 6.2 million library patrons.*

**SENIOR DIRECTOR CUSTOMER SERVICES**

- Align objectives with executive management to ascertain strategic new business prospects and establish plans and strategies for turning these prospects into valuable relationships, which increases ENA's market share.
- Develop and implement innovative methods for successfully building prospective client relationships with the goal of securing new business.
- Investigate and detect the most lucrative opportunities for selling additional business to existing customers and initiating a fresh business plan to meet or exceed sales deals year over year.
- Grow a winning staff to support and manage new business in order to meet and exceed quotas after attaining Statewide Contracts.
- Liaise with School Districts releasing RFPs and ensured ENA was prepared for immediate response when released.
- Apply full understanding and knowledge of all components of FCC, SLD E-Rate program, and associated Eligible Services.
- Collaborate with SETDA, COSN and CGCS to develop mindshare across the country's largest districts.
- Direct and oversee direct reports in all facets of sales processes in order to meet and exceed targets.

**ACHIEVEMENTS:**

- 2023, Closed a 7 year, IA, DDoS, FW/UTM to Hillsborough County Public Schools for *7.4M TCV*
  - Closed IA/FW/DDoS upgrade for Clay County Schools \$740k TCV
  - Closed new Juniper MIST AP/integration to Charlotte County Schools \$1.6M
  - Closed new Juniper MIST AP/Switch/integration Columbia County Schools \$1.5M
  - Closed new circuits to Suwannee County Public Schools for \$175k TCV
- 2022, Increased CatchOn sales drove a buyout of CaO by LightSpeed of *8X purchase price over \$30M*
  - Closed 5 year, Managed Services with Hillsborough County PS of *\$2.5M/year, TVC of \$12.5M.*
  - Closed additional Hardware Sales at Hillsborough County of \$375k.

- Closed resilient WAN with Clay County Schools for TCV of \$5M.
- Closed managed WAN and Internet Charlotte County Schools for 5 + 5 Years TCV of \$7M.
- Drove new business in Indian River County to supply Internet, TCV of \$250k.
- Won new Internet circuit Flagler County Schools, TCV \$480k.
- Sold additional 20Gbps of IA to PGPCS for \$240k/year.
- 2021, Drove CatchOn Sales Organization increasing sales 300%
  - Closed additional managed WiFi and managed LAN for Hillsborough County for \$3M.
  - Initiated and deployed new relationship with partner Sentinel One
    - Closed >\$1M in TCV for Sentinel One
- 2020, Took over management of CatchOn analytics Sales Division
  - Built out organization of 8 direct sales and customer service managers
  - Closed some of largest deal(s) of the year:
    - Howard County Public Schools Hosted VoIP for \$1M/year for 5 years, \$6M TCV
    - Hillsborough County Public Schools Managed WiFi for \$2M TCV
- 2019, Closed largest deal(s) of the year.
  - Broward County Public Schools, won 100Gbps IA for 7 years and \$2.8M TCV.
  - Broward County Public Schools, secured Dark Fiber WAN for 10 years and \$33M TCV.
  - Clay County Public Schools, won Dark Fiber WAN for 20 years and \$23M TCV.
- 2018, Completed one of largest deals of the year at Baltimore City Public Schools and exceeded quota.
  - Baltimore City Public Schools, closed \$25M TCV Managed Dark Fiber, first in company history
  - Cleveland Metropolitan School District, closed \$6M TCV to manage internal broadband services.
  - Polk County Schools, \$1.3M TCV Internet Access.
  - Clay County Schools, worked with district to justify, design, and deploy \$800k/yr. WAN upgrade.
  - Prince Georges County Public Schools, renewed VoIP for 10 years, TCV \$20M.
  - Managed Sales Team in NE to meet and exceed quota, increasing TCV in North East by 30%.
  - Propelled interest in building relationship with CatchOn (school district application tracking technology), ultimately led to acquisition of CatchOn.
  - Led company in first year sales of CatchOn of over \$400k.
- 2017, Only Director to exceed 100% of goal for the year.
  - Prince George's County Public Schools, replaced incumbent IA provider who had been in place for over 15 years, \$1.5M total contract value.
  - Loudoun County Public Schools, ENA's 1st account in VA, Internet circuits for \$1M TCV.
  - Managed Sales Team in NE to increase TCV in NH, VT and ME by 25%.
- 2016, Closed one of largest deals of the year companywide with Cleveland Metropolitan School District.
  - CMSD deal components
    - WAN and VoIP were deployed in under 7 months.
    - Lit Dark Fiber WAN, \$5M over 5 years.
    - 6200 Seat Hosted VoIP, \$4M over 5 years.
  - Won 5-year IA and Hosted VoIP contract with Calvert County Public Schools for \$2M TCV.
  - Upgraded all sites at Clay County Schools from 100Mbps to 1Gbps, ENA now owns over 80% of CCS IT budget (Contract value has increased over 100% and TCV was greater than \$2M/year).
- 2015, Top Sales Executive Companywide at 143% of goal.
  - Secured 5 year extensions in Baltimore City Public Schools \$16M and PGPCS \$10M.
  - Attained two state-wide contracts in North Carolina which generated wins below:
    - Completed Hosted VoIP and Managed WiFi in Rutherford Public Schools for \$1.4M.
    - Closed Managed WiFi at NC School for the Deaf and Henderson Collegiate.
  - Advanced opportunity in AZ with partner agreement to sell Managed WiFi with Cox Business and closed Managed WiFi in Crane School District in Yuma, AZ.
- 2014, Established positive ROI models to upgrade Baltimore City Public Schools WAN for 171 sites from 100Mbps to 1Gbps for an additional revenue run rate of \$2,600,000.

- Closed Managed IA and SIP Trunks to Broward County Schools (6th largest School District in US) for a total of \$4M TCV.
  - Responded to and won IA and SIP Trunks RFP at Baltimore City \$1.2M TCV.
  - Finalized Hosted VoIP for 4,500 handsets to Clay County Schools for additional \$700,000/year.
- 2013, Closed one of Nations Largest Hosted VoIP deals with PGPCS for 15,000 handsets at 243 sites for a TCV of \$12M.
  - Won PGPCS rebid for Managed WAN in 2013 for \$6M TCV.
- 2012, Closed Managed WAN, PRI and POTS lines to Clay County Schools, FL \$5.04M TCV.
- 2011, Closed Managed WAN Service to Baltimore City – 205 sites - \$10.1M TCV.
  - Formed BCPS ROI justification to upgrade 100 sites from 10Mbps to 100Mbps for additional \$1.45M/year.
  - Closed Statewide Buying Vehicles with VT and NH Departments of Education.
  - Teamed with underlying providers, FairPoint and Sovernet, to ensure coverage of all schools.
  - Employed one ASM to manage resulting district opportunities.
- 2010, Closed and managed WAN to Prince George's County Public Schools throughout 197 sites, \$10.2M TCV.
- 2009, Closed state-wide contract with State of Idaho Department of Administration for Managed Internet Access and Video Conferencing to 112 School Districts, contract Value of \$25M TCV.
  - Deployed six months early and completed under budget.
  - Developed staff of four, including one State Director, two ASMs and one Field Engineer.
  - Administered staff, forecasting, marketing and field staff to ensure successful deployment.
  - Interfaced with Qwest (now Century Link) to provide backbone and last mile.
  - Designed and implemented internal and external dashboards for all key metrics.

EMC, McLEAN, VA, 2006 through 2008

*Content Management and Archiving division of EMC drove \$1B of EMC's \$15B in revenue. The Federal Civilian Sales District consistently increased the overall contribution to CMA's North American productivity.*

#### **FEDERAL CIVILIAN CMA SALES DIRECTOR**

- Managed six Federal Account Managers with a quota of \$16M net license revenue and \$6.0M in professional services.
- Closed new business throughout the Civilian agencies within my district along with managing existing customers and relationships.
- Fostered a clearly defined and comprehensible business plan and strategy for utilization across the region.
- Reported detailed and valuable forecasting, efficiently and accurately.
- Served as primary support to sales personnel, continuously offering education and mentoring.
- Pioneered effective working relationships with System Engineering, Consulting and Partners.

#### **ACHIEVEMENTS:**

- 107% of quota 2007, included \$27M of Net License Revenue, PS and Maintenance.
- Platinum Crest 2007. Top 1% of performers of over 3,000 sales personnel.
- EMC Club Excellence 2007.
- 143% year over year growth for my district in 2006.
- Partnered with prominent System Integrators in joint marketing targeting government prospects.
- Drove net new ELA's with USPTO and OPM.
- Employed and trained three new staff members within my first six months with a total staff of eight.
- Facilitated the closing of the 7th largest SW deal for 2006 of \$3.8M net license revenue (\$5.5M total).

EMC (EMC ACQUIRED LEGATO IN 2003), ROCKVILLE, MD, 2003 through 2005

#### **CIVILIAN FEDERAL ACCOUNT EXECUTIVE**

- Employed control and authorization over strategic Federal Civilian Accounts, including DOE, NASA, DHS, House of Reps, Senate and Library of Congress.
- Engineered the development, design, and implementation of solution selling of data protection, continuity of operations, and email/content management software.

- Effectively responded to Federal RFI's, RFQ's, and RFP's as well as coordinated resources to certify timely and accurate responses.
- Cultivated and promoted relationships with new strategic partners, such as NGIT, which led to enhanced revenue and market share.
- Actively contributed to business development activities, such as growing relationships and revenue with integrators and channel partners, including NGIT, Lockheed Martin, Government Micro Resources, SANZ, and GTSI.

## ACHIEVEMENTS:

- Achieved 124% of Quota for 2005, Top Federal Sales Representative.
- Achieved 212% of 2004 quota for total of \$7,853,000, ***#2 in Software Sales companywide.***
- EMC Club Excellence 2004, 2005.
- Closed largest "FullTime AutoStart" software deal EVER for \$3,570,000 to the US House of Reps.
- 2H2003, Generated \$600,000 of software revenue and \$625,000 of maintenance revenue.
- Retained key displeased customers through proactive problem resolution and account management.
- Displaced main competitor Veritas in several opportunities despite significant competitive pressure (US Senate, GSA, Brookhaven National Lab).
- Key customer wins included SEC, Department of the Census, Brookhaven and Sandia National Labs, Secret Service, US Senate, House of Reps, Library of Congress, EOP, and NCSA.

## VASTERA, INC., DULLES, VA, 1999 to 2003

*Vastera was a worldwide leader in providing solutions for Global Trade Management (GTM). Utilizing Vastera's GTM solutions, clients realized significant reductions in costs to manage their global trade operations while improving compliance with government regulations and service levels to end customers. Vastera was acquired by JP Morgan Chase.*

**ACCOUNT EXECUTIVE**

- Assessed and matured the pipeline through marketing seminars, direct marketing, and networking.
- Successfully converted Vastera's first enterprise sale into a Financial vertical.
- Delivered exemplary customer service and ensured satisfaction by follow through and support, which led to numerous referrals.
- Created and launched strategic territory marketing campaigns in MN, WI, OH, IN, and FL.
- Originated and produced sales message and marketing collateral for Total Landed Cost and Restricted Party Screening products.
- Cultivated six new alliance partners, negotiated agreements, and managed relationships.
- Instituted a modern sales training program for inside sales representatives to be educated on all of Vastera's products.

## ACHIEVEMENTS:

- Generated over \$300,000 in revenue in Q1 2003.
- Developed relationship with JP Morgan Chase, JPMC eventually bought Vastera.
- 2001, President's Club, 1 of 4 out of 25 account executives.
- 2000, Vice-President's award.
- Key customer wins include 3M, Eli Lilly, Wachovia, Entegris, Lawson, Diebold, and JP MC.

## METALWARE, INC., BALTIMORE, MD, 1994 to 1999

*Metalware was the metal industries leading provider of ERP solutions.*

**DIRECTOR, SALES AND MARKETING**

- Directed and oversaw three direct sales representatives in all phases of the sales process.
- Prepared and presented Metalware's ERP software package to C-level management of Fortune 500 companies.
- Conceived, designed, and implemented R&D on strategic value add tools to the software solution.
- Positively introduced international sales programs into Canada, Mexico, and Europe.
- Realized Year 2000 articles published in multiple industry trade magazines.

## ACHIEVEMENTS:

- Average annual sales of \$2,900,000.

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- President's Club 1995, 1996, 1997, 1998 and 100% of quota for 1999 by the end of Q3.
  - Key customer wins included Castle Metals, Russell Metals, Superior Group, Inc.

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## **EDUCATION AND CREDENTIALS**

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MASTER OF BUSINESS ADMINISTRATION (M.B.A.), 1993

*University of Baltimore, Baltimore, MD*

Member of Honorary Management Society, Sigma Iota Epsilon

BACHELOR OF ARTS (B.A.) IN POLITICAL SCIENCE AND HISTORY, 1989

*Virginia Polytechnic Institute & State University, Blacksburg, VA*

Dean's List

Virginia Tech Men's NCAA Division I Club Lacrosse Team

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## **PROFESSIONAL AFFILIATIONS**

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Board Member Boys and Girls Clubs of Baltimore MD

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## **VOLUNTEERISM**

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Fundraiser/Mentor, Catonsville Children's Home, 1996-2017

Mentor, Baltimore Saints, Baltimore Area Special Needs Ice Hockey, 2011-2017

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## **ADDITIONAL INFORMATION**

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**Technical Proficiencies:** Windows, Microsoft Office Suite, Microsoft Project, ZoHo, Salesforce