



## **EEZINET BROADBAND KEY EXECUTIVE TEAM**

EEZINET HAS SELECTED A NUMBER OF EXPERIENCED PROFESSIONALS FROM THE TELECOMMUNICATION AND FINANCIAL INDUSTRIES TO FORM THE CORE NUCLEUS OF ITS MANAGEMENT TEAM. THIS TEAM BRINGS OVER 125 YEARS OF TELEPHONE AND BROADBAND EXPERIENCE, AND THE COMPANY WILL HAVE IMMEDIATE ACCESS TO SELECT PROFESSIONALS ON BOTH A REGIONAL AND NATIONAL BASIS AS IT COMMENCES THE CONSTRUCTION AND OPERATION OF ITS FORTY-FOUR CITY PLAN:

## **CHAIRMAN, BERNARD GAITER**

- Mr. Gaiter is one of the founders of Eezinet Corporation and has over 40 years of management and business development experience. He was the former owner of Executive Search, Inc., an executive recruiting firm representing Fortune 100 companies such as Ernst & Young, Price Waterhouse Coopers, AG Edwards, and Bell Atlantic. In Corporate America, Mr. Gaiter was a Northern Virginia Sales Manager for Xerox Corporation, and the National Account Sales Manager for Computer Technology to both GE and Boeing for Digital Equipment Corporation.
- He has also served as a Schedule C in the Nixon Administration, and was detailed as a surrogate attorney (by Executive Order) to the Presidential Clemency Board at The White House in the Ford Administration.
- Mr. Gaiter also served as a Lobbyist to public and private industry, and as a consultant to hundreds of small and minority businesses throughout the United States.

## ADVISORY BOARD CHAIRMAN, JOHN E. OXENDINE

- Mr. Oxendine has been an entrepreneur, operator, investor and lender in the communications industry for over 30 years. He is currently Chairman, President and CEO of Blackstar, LLC and Blackstar LP, both management companies which provide consulting and management services to the communications industry. Previously, Mr. Oxendine served as Chairman, President and CEO of Blackstar Communications, Inc. ("BCI"), a company he formed in 1987 that acquired, owned and successfully operated commercial television stations in the U.S. BCI and its investors, which included Fox Television Stations and Home Shopping Network, successfully sold several of those stations to USA Broadcasting, Inc. in 1998. From 1981-1995, Mr. Oxendine served as President and Chairman of the Board of Directors of Broadcap Capital, Inc. ("Broadcap") and its then parent company, Broadcast Capital Fund, Inc. ("BCFI"). Broadcap and BCFI were companies that were mandated by their investors, large publicly-held broadcast companies, to invest in minority-controlled communications businesses. As Chairman and President of Broadcap and BCFI, Mr. Oxendine oversaw the companies' strategic development, management, capital raising efforts, portfolio-company monitoring, and all investment decisions. Mr. Oxendine was also a member of the board of directors of Paxson Communications Corporation, a large publicly-held media company, and Lockhart Companies Incorporated, primarily a real estate company. Mr. Oxendine served in the U.S. Marine Corps on active duty from July 1967 to December 1968, and in the active reserve from December 1968 to July 1973.

**CAREER SYNOPSIS:**

**ADVISORY BOARD DIRECTOR, RICKEY HAITH**

- **Sales / Business Development** - Highly accomplished, focused, result-oriented direct sales and business development professional with P&L management experience.
- Encompass a culmination of Direct Sales (Commercial & Federal Government) and Business Development/Capture Management experience.
- I am an aggressive salesperson and enjoy driving sales revenue.

- **Twenty (20) years of Federal Government Sales experience.** Excellent working knowledge of the FARs, procurement process & contractual vehicles (GWACs, IDIQs, 8a, ANC & NA Tribal, SDVOB); to include joint ventures with ANC, 8a, and SDVOB companies.
- Full Federal lifecycle procurement experience (funding allocation, SES & program office, requirements / capture planning, solicitation stage, WIN, & implementation).
- Most recent experience involve the following agencies and/or major contract programs:

USAF MCTS/BTS, NETCENTS	DHS Eagle, FirstSource, CBP, ICE, USCG
Navy C4ISR, CANES, NGEN, NMCI, LMR	DoD BRAC
DISA DATS, FCSA	GSA Connections I & II, GTO
US Army IMOD, CTS, LMR	VA T4
DOJ/FBI IT-Triple-S	IRS TIPSS-4

- **Science & Technology Disciplines** – Wireless In-Building & Outdoor DAS Solutions, ISP & Internet Data Centers design / build-out,
- OSS/BSS business processes engineering, Contact / Call Centers, TDM/VoIP-Telephony, IP Video Surveillance-Security / Safety- CCTV, SATCOM (SHF, UHF, EHF),
- Transaction Processing-Electronic Payment Systems (credit / debit / POS), Help Desks, NOCs, Professional Engineering Services, Defense Switching / Defense Messaging,
- Secure / Non-Secure Video Teleconferencing (ISDN-ATM – DS3), and DoD Military Base Modernization Programs.
- Engineering background prior to career change into Direct Sales positions.

- **Leadership / Teamwork** - Exceptional account & capture planning, organizational, project management, and technical abilities coupled with excellent leadership, presentation, interpersonal skills, and dedicated work ethics.

- **Formulates and executes** (Hands-on) short and long-range strategic planning, new product / services description – solution set development,
- business channel & partner relationship building, and direct Federal sales strategies that leverage “Best Value” solutions to rapidly-changing Federal market.

- **References** – References, Performance Awards, and Security Clearance information available upon request.

## ADVISORY BOARD MEMBER, JEFF MIKKELSEN

- I hold a B.A. degree from Ramapo College of NJ held in Economics with a minor in psychology attained after being released from the military. During my employ at AT&T I had attended an executive graduate program at M.I.T. in Information Systems/Information Technologies. During the past 20+ years working for large federal integrators (AT&T, WilTel, MCI,), challenged my ability in a majority of IT/IS disciplines, within the DOD, Intel, and other agencies. A snapshot during the past 20 years I have achieved increased responsibility: AT&T National Account Manager - Gulf Oil; WilTel's Federal Sales Manager; MCI's Director – IGS (Govt Mkts); COMM-WORKS's Director Govt Solutions; and currently I eagerly penetrate both Govt and commercial opportunities at a Director level towards greater penetration. Immediate disciplines:
- Business Development: Formulates and executes full BD/Sales life cycles: planning, short and long-range operational objectives and managed services, business development (BD) programs, and strategic responsiveness. Initiating a strategic business development methodology within Govt. orchestrating the implementation of our core competencies. Strategically structured Business Plans predicated on attainable objectives and goals.
- Capture Manager: A methodology identifying and executing a well-defined action plan emphasizing a captivating monetary proposition while keeping the company at minimal risk. Optimally, the pursuit of sole-source through enhanced white paper or tribal vehicles should be encouraged in framing a win-win scenario having no upward limitation on award value. Strategic pricing is a culmination of having a synergetic and cooperative team environment of sales, business development, operations, and finance; and the facets implemented:
- Business Analyst: The strategic development of business intelligence discriminator's, ROI, and minimize risk levels that will influence the surgical precision and analysis of outcome to include a calculated "go to market strategy." Culmination of direct federal sales development penetration, management, acquisition, wireless, telephony, data, managed services & engineering, program management, fiber optics, security, wireless, IS/IT, software development, Innovative Cloud services, and Cyber Security
- Design, orchestrate and implement strategic initiatives across multiple organizations developing "Portfolio Selling" profiles. Leadership role in bid price sensitivity, applying an overarching price strategy to design-to-cost offering development reflected in an integrated technical, management, and win strategy
- I attended New Mexico Technology and received a training certificate in Incidence Response-Terrorist Bombings & Weapons of Mass Destruction. While working within the Intel group my understanding and practical implementation of Business Development (BD), Strategic Capture Management (CM), and Military psychology had been exciting and challenging while supporting the Army Centers for Enhanced Performance (ACEP).
- The three synergetic areas that captivated a majority of my time is in BD, CM, and as a Business Analyst within the scope of the Federal Government and integrators.
- In 2010, I received a Master of Science in Sport Psychology from Capella University with honors, and started a professional counseling practice in sport and military psychology, two synergetic areas catering to the attributes of sport. Additionally, my practicum experience had been accomplished in supporting the US Army centers for enhanced performance and sport. With eager anticipation I started my terminal path in the Ph.D. General Psychology program with an emphasis in Sport Psychology. Completion of all terminal course work and the successful completion of Comprehensive Exams with a GPA of 3.73, launched me towards the anticipated completion of my dissertation by mid-2014. Currently my role within the FUMA military academy is Sport Psychology performance Advisor, catering to the Elite athlete in football, basketball, and baseball; and also teaching first level college psychology.

## **EXECUTIVE VICE PRESIDENT, GARETH E. MURRAY, PH.D**

- The Honorable Gareth E. Murray, M.Div., Ph.D., is one of the founders of Eezinet Corporation and has over thirty-five years combined experience in the fields of mental health, organization development, religion and public service. During his twenty years in higher education, he served within the Division of Student Affairs at the University of Maryland, College Park; University of Southern California.
- In November of 2002, Dr. Murray won the general election for the 20th District of the Maryland General Assembly, and in 2007 Dr. Murray was appointed the Director of Legislative Affairs and Communications for the Maryland Higher Education Commission and continues to serve in that capacity.
- Due to his expertise in human and organizational behavior, Dr. Murray has served as a consultant to a wide range of private, public and governmental agencies

## **EXECUTIVE VICE PRESIDENT OF BUSINESS DEVELOPMENT, MALCOLM PRYOR**

- Mr. Pryor has over 35 years in the Financial Services Industry as a Senior Executive, Institutional Sales, Investment Banker, Trader/Market Maker of Futures and Options, Investor, and Board Member. He began his career with Goldman Sachs & Co. as a Fixed Income Salesman from June 1972 through November 1979. He became a partner in Liberty Government Securities Group, and Liberty Futures Group in December 1980. Beginning in November 1981, he was a Member of the Philadelphia Stock Exchange, and an Options trader and Market Maker on the Philadelphia Options Exchange. He was a founding shareholder of Pryor, Counts & Co., Inc. That firm did underwritings on major Infrastructure projects. From 1995 through 2005 he was a member of the board of Pep Boys, a New York Stock Exchange-listed firm, and was a member of the Audit Committee and the Compensation Committee. He was also a founding member of the Wachovia (now Wells Fargo) Regional Foundation from 1999 through 2004. Mr. Pryor also served as the President and Chief Executive Officer of an Enterprise Fund in Southern Africa during 2006-2012. He was also a member of the Executive Committee of The Philadelphia Chamber of Commerce. He was the principal organizer and a Founding shareholder of the United Bank of Philadelphia. Currently he serves as Executive Chairman of Capital Inflection Partners, an Advisory firm specializing in Project Finance and Strategic Planning.
- Prior to his assignment with the Enterprise Fund, Mr. Pryor was Vice Chairman of Wellspring Bio Capital, LLC which created vertical portfolios of companies that were organized by specific therapies in healthcare. The Unit Trusts were the basis for the creation of Electronically Traded Funds (ETFs) that were listed on the New York Stock Exchange.
- Mr. Pryor was a founding shareholder and is a Board Member of CalBank, Accra, Ghana which commenced operations in April of 1990. He continues to be a Board member. He is on the Risk Committee and the Compensation Committees of the Board.
- He was also a founding shareholder of Securities Discount Company and the Ghana Home Loan Company, also in Accra, Ghana. He was a founding shareholder of National Merchant Bank Zimbabwe, the African Export Import Bank, Cairo, Egypt, and the Merchant Bank of East Africa, Kampala, Uganda. He currently serves as an Advisor to the First Mortgage Company of Cote d'Ivoire (in formation). He is a shareholder in the Osun Aviation Company, an aircraft maintenance company. Mr. Pryor also has clients in the Energy and Telecommunications Industry. He actively participates in advising on Commodity trading. He was a founding member of the Corporate Council on Africa, Washington, DC.
- He was a Member of the New York Coffee and Cocoa Exchange, 1998 through 2001. He was a founding member of the Philadelphia Board of Trade. He was also a shareholder in a member firm of the Chicago Board of Trade.
- Mr. Pryor received a BA degree in Marketing and Economics from Howard University, and a Masters in Business Administration specializing in Finance from The University of Pennsylvania, Wharton School.

## VICE PRESIDENT MARKETING & SALES, ERIC BROWN

- Business Development – EJES Incorporated
- July 2011 – Present (3 years 5 months) Dallas/Fort Worth Area
- Business Development Director with track record of developing client relationships and generating revenue and new business. Specialized in interacting with elected state and local officials, major clients, senior-level managers and executives in several industries in providing A&E services as well as program and construction management involving major federal, state, local and private projects.  
Specialties:
  - Project Management, operational management, business development, customer relationship management, project logistics
  - Contract negotiation, marketing and sales campaigns, strategic planning, professional presentations
  - Employee certification training, fund raising, public speaking
- Vice President of Corporate Relations – The Eezinet Corporation
- December 2011 – Present (3 years) Dallas/Fort Worth Area, Oklahoma, West Palm Beach Fla
- Provide overall leadership, management and strategic direction for Eezinet Corporation. The corporate relations vice president will play a critical role in the development of key financial, governmental, and corporate messages that will be used by Eezinet Corporation in its communications with the investment, governmental and commercial community.
- Managing Partner – Brownstone & Associates LLC
- September 2010 – Present (4 years 3 months) Dallas/Fort Worth Area
- Business Development manager – Innovative Engineering Associates
- July 2010 – August 2011 (1 year 2 months) Dallas/Fort Worth Area
- Business Development Director – 3i Construction
- April 2009 – July 2010 (1 year 4 months)
- Business Development Director - Triune
- February 2008 – July 2009 (1 year 6 months) Dallas/Fort Worth Area



## **DIRECTOR OF INFORMATION TECHNOLOGY, AKRAM ANSARI**

- Mr. Ansari, Director of Information Technology for Eezinet Corporation, has over 50 years experience in the Telecommunications and Technology industries.
- Mr. Ansari served as an Information Technology Officer in the banking industry for the past 13 years.
- He served 5 years as Manager of Information Systems for Cherokee Nation Industries, a Cherokee Nation of Oklahoma company. Prior to joining Cherokee Nation Industries, Mr. Ansari served 14 years as Senior Computer Aided Manufacturing Analyst for Hughes Tools Company (Baker Hughes).
- Mr. Ansari served as a Telecommunications Cryptographic Specialist at NASA Johnson Space Center in Houston, Texas during Apollo 7 through Apollo 17 space flights.
- Additionally, he served in the United States Air Force as a Telecommunications Specialist.

## **FINANCIAL ADVISOR, JOHN S. MORLU, CPA**

- JS Morlu, LLC CPA ([www.jsmorlu.com](http://www.jsmorlu.com)), a licensed CPA firm in Virginia and Washington D.C., provides financial, auditing and management consulting services to companies, governments and not-for-profit organizations. The firm is headed by Managing Partner, John S. Morlu, II. Mr. Morlu has more than 15 years experience in financial management, corporate accounting, and management consulting, with telecommunications industry experience, Big Four experience and Fortune 500 experience.
- Mr. Morlu served as Senior Financial Analyst with Teligent, Inc forecasting financial performance in 43 telecom markets in the United States and Brazil, and producing SEC consolidated financial statements.
- Mr. Morlu also served as Senior Consultant with BearingPoint, providing business advisory services to government and corporate clients.
- He further worked as Compliance Manager for Unisys, a Fortune 500 defense contractor.
- Internationally, he worked for the European Union as a Principal Auditor, assisting foreign governments to produce auditable financial statements in line with generally accepted accounting principles.