

Ed Glorioso

SUMMARY OF QUALIFICATIONS

Mr. Glorioso has over 16 years experience in the telecommunications and computer networking industry. He spent over 6 years in the United States Air Force gaining experience in communications, electronic commerce, program management and engineering support for the Air Force's Space, Launch, and Intelligence communities. Mr. Glorioso has extensive experience in designing, integrating, and managing to completion network architectures using advanced cabling systems and high-speed switching systems. He has deployed ERP systems, designed network operating systems, and performed network management. Mr. Glorioso's widespread project management experience has made him the "go-to" guy for many operational decisions that have ultimately resulted in customer experience improvements, cost savings, and product development and enhancements that allowed for deeper market penetration.

PROFESSIONAL EXPERIENCE

Executive Consultant

01/2001 to present

Mr. Glorioso is tasked with providing customer and interdepartmental continuity for the Hosting Operations division of an Incumbent Local Exchange (ILEC). Duties include representing Hosting Operations on major projects that affect the Hosting organization and working complex customer requirements through to success. Mr. Glorioso makes many operational decisions that ultimately result in customer experience improvements, cost savings, and product development and enhancements that allow for deeper market penetration.

Managing Partner

06/2000 to 11/2000

As a managing partner of this "start-up" company, Mr. Glorioso participated in the management and business plan development of this "spin-off" from a premier software company with a concentration on specific support functions benefiting the software company's integration services. Mr. Glorioso participated in the incorporation of this "start-up" to a Limited Liability Company (LLC) in June 2000. He was instrumental in developing a pipeline of contracts well into 2002. Major duties included contract oversight, technical consultation on client engagements, and day-to-day management.

Senior Systems Engineer

05/1999 to 06/2000

Mr. Glorioso was selected to build an Information Technology division intended to specifically address software deployment. He wrote a departmental business plan outlaying the direction and competencies of this critical support function. Primary function of this department was to provide a precursor evaluation to actual deployments by providing a thorough network assessment ensuring a properly installed and configured network foundation. Other responsibilities of this department included Unix system engineering, installation, and administration; development of installation scripts specific to the software company's commissioning product; installation and configuration of the product suite for client deployments; and assistance with development and test efforts.

Senior Network Engineer

08/1998 to 05/1999

In support of an ERP rollout of Peoplesoft and SABRE, Mr. Glorioso assisted in re-engineering a WAN away from dedicated circuits to a VPN, based on the Point-to-Point Tunneling Protocol (PPTP). Using Ascend Pipeline 85s at the remote locations, a tunnel was established through local Internet Service Providers (ISP) to the corporate Ascend Max2024, which provided seamless integration onto the corporate intranet. The initial seven global locations that were brought into this technology saved the client (Hawaiian Airlines) thousands of dollars per month, while dramatically improving overall performance.

Senior Network Engineer**04/1998 to 08/1998**

Mr. Glorioso's first assignment at this company began by leading a 4-month network management project at Time, Inc., in New York. With over 50 floors, 7,000 nodes, and multiple international media companies as clients, network management was a critical function that was suffering from fiscal neglect. Mr. Glorioso's efforts resulted in a much greater focused IT staff, which drove the project to completion and enlightened upper management on the critical need of dedicating resources to this essential support function.

Project Manager/Security Engineer**07/1998 to 09/1998**

Mr. Glorioso provided project management and technical oversight of a controlled Internet penetration and systems security assessment of critical corporate assets. Also assessed were Single Sign On (SSO) and online banking technologies being developed by the corporate development staff. The project was brought in on time and identified several areas requiring improvement while disputing other vulnerabilities previously identified by a leading consulting firm.

Network Administrator**12/1998 to 12/1998**

Mr. Glorioso provided assistance in the maintenance and upgrade of equipment supporting enhancements to broadband data over cable services for a leading European cable TV provider. Duties included engineering WAN load balance and proper distribution of cache and news services.

Network Administrator**05/1999 to 07/1999**

Mr. Glorioso provided technical assistance and integration support for the implementation of a Secure Virtual Private Network (SVPN). Site installs included proprietary application software on legacy client workstations, as well as network integration of each member bank onto the SVPN.

Network Administrator**04/1999 to 06/1999**

Mr. Glorioso assisted a team of engineers in identifying the source of Internet congestion within an 80,000 node WAN. Using Cisco Netflow services and a Netscout RMON probe, statistics were gathered over a week's time and the problem isolated.

Project Manager/Senior Network Engineer**11/1993 to 09/1994**

Mr. Glorioso served as project manager for a \$4.7 million facilities upgrade to include 650kva of conditioned uninterrupted power, 850kva generator power, and 50-ton chiller tower with Heating, Ventilation, and Air Conditioning (HVAC). Mr. Glorioso was tasked with collecting the requirements to "build out" a data center for a mission critical, self-sustaining computer environment. Critical areas of concern were sufficient power and HVAC. Once requirements were collected, Mr. Glorioso was designated the senior engineer and primary oversight manager for supervising the independent contractor through the design and implementation of the 40,000 square foot infrastructure.

Project Manager/Systems Engineer**11/1993 to 06/1995**

Engineered, integrated, and project managed a secure network infrastructure for the Air Force Information Warfare Center, Advanced Programs. This project was conceived in 1994 with the primary purpose of creating a futuristic network in support of the then evolving electronic commerce technology. This included pre-cabling 40,000 square feet of office/lab space with Cat5/3 in accordance with EIA/TIA 568 standards. Additionally, this project included the systems integration of the following: Sparc Center 5000s for file and database storage; Ultra Sparc 2s for NIS+ and email; and SunNet Manager and Spectrum for network management of a FDDI backbone with Ethernet to the desktop.

Anticipating the then evolving Ethernet switching technology, Mr. Glorioso deployed Cabletron's MMAC Plus as a proactive measure. The result of this pragmatic decision was that the initial 12 port bridging provided sufficient performance while switching technology matured, and

successfully afforded a seamless migration to the current switched solution providing the federal government a maximum return on investment.

Communications Specialist

11/1986 to 01/1993

Mr. Glorioso performed special projects for the commander of Air Intelligence headquarters. His redesign of secure circuits improved overall performance while providing an annual savings to the government of over \$100,000. Mr. Glorioso engineered the integration of the next generation Secure Telephone Unit (STU-III) onto the headquarters' Private Branch Exchange Systems.

EDUCATION/CERTIFICATIONS

Mr. Glorioso has certifications on Northern Telecom DMS-100, Mitel Switching Systems, ITT 3100 PBX, and Secure Telephone Unit--Third Generation (STU-III). He has attended many networking essentials and digital commerce workshops and seminars.

Tripwire Certified Professional