**Greg Ford** Austin, TX

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**Senior VP of Operations – Corporate Strategy**

**C-Level Decision Support / Client Relations / Contract Negotiations / DoD Contracting / Telecommunications Forecasting / Growth Strategies / Infrastructure / Operations Management / Leadership / Multi-Site Operations Multiple Projects / Operations / Policy Development & Implementation / Performance Improvement / RFPs Turnarounds / Technology / Program Management / Strategic Growth Planning / Vendor & Client Relations**

High-performance operations leader with a proven track record of blending extensive wireless telecommunications, network management, and deployment experience with innovation to improve processes and respond to changing business demands. Delivers organizational value by collaborating with key stakeholders to set strategy and manage resources so that projects are completed within deadlines and budget. Can make a strong impact by:

* **Guiding cross-functional, multisite project teams to deliver innovative technical solutions.**
* **Streamlining system workflows that improve processes and save significant costs.**
* **Improving customer satisfaction through building and maintaining key stakeholder relationships.**
* **Developing & executing strategies to maximize revenue, profits, and ROI.**

**Education: Juris Doctor Degree, Corporate and Tax Law, from University of the Pacific, McGeorge School of Law; BA – Political Science** **and International Relations** from University of Utah. Active DoD Secret Security Clearance.

**Career History and Highlights**

**Senior Director**

J5 Infrastructure Partners  
2018 to Present

Responsible for all planning and development services for five offices in the Mountain and Southwest regions, including P&L responsibility for the professional services division. Support all business development activities, as well as new opportunities throughout the region. Charged with expanding the company into Texas and Central US markets. Direct budget allocations, strategic business planning and initiatives, and client relationship management. Manage 30 direct reports.

**Subject Matter Expert Consultant**FirstNet  
2014 to 2018

Consulted with executive stakeholders to gather and analyze requirements, allocate resources, draft proposed Early Mover Public Safety Broadband Network Planning, Architecture, and Design. Developed national network specifications, guidelines, and roadmap; created the Key Learning Condition Plans for Early Builder Spectrum Manager Lease Agreement (SMLA) compliance. Managed project plans and deliverables to completion and within project schedule, including budgeting, management consulting, project execution and Los Angeles Regional Interoperable Communications System (LA-RICS) Public Safety Broadband Network (PSBN) deployment. Guided cross-functional project teams in network integration efforts for LA-RICS into AT&T/FirstNet national network. Completed contract.

* **Authored RFP that netted $46B in contract award.** Tasked with designing a Comprehensive Public Safety Broadband Network proposal document. Performed market research, LTE technology assessment, and Public Safety training to prepare the RFP. Resulted in a substantial 25-year contract award by AT&T.
* **Led project team in building a 65-site LTE Network.** Project team had to expedite a multi-site LTE network buildout before the initial grant period expired. Selected to assume control of 50-person project team, including multiple contractors and vendors. Once the network was optimized and launched, completed critical Public Safety Network across LA County. Accomplished within seven months, securing remainder of $34M funding, nearly 30%, of total $119M original NTIA grant.

*Greg Ford Experience Continued Page 2*

**Executive VP / General Manager**

Technology Associates, Inc.  
2010 to 2013

**Senior VP, Commercial and Telecommunications Services,** 2008 to 2010  
**VP, Development Services and Northwest Region Operations,** 2006 to 2008  
**VP, Mountain Region,** 2005 to 2006

Managed telecom operations for eight US regional offices, including P&L for commercial wired and wireless telecom services division. Oversaw strategic business planning and initiatives, forecasting, financial analysis, new business development, sales, and client relations. Executed corporate strategy, expanding telecom services and engineering capabilities into the public sector; included First Responder networks for Federal and State operations, and C4ISR programs for the Department of Defense. Managed a team of 130 and held budget of $24M. Demonstrated leadership career progression within organization. Assets sold, equity buy-out.

* **Doubled commercial division revenues to over $40M in two years.** Promoted to lead Board of Director’s strategic growth plan for upcoming company sale. Launched multiple initiatives, including focusing on business development opportunities, negotiating vendor contracts, and establishing new marketing campaigns. Among others, AT&T and Sprint revenues grew $10M and Verizon revenue grew $25M.
* **Tripled Microwave Engineering revenues from $3M to $10M+ in two years.** Expanded the Microwave Engineering and Implementation business to include all services related to network transport and backhaul. Secured a position as the first vendor to support Verizon in multiple west coast regions in its LTE Phase 1 launch, providing turnkey site development services, construction services, and site fiber feasibility analysis and upgrades. Doubled client revenue from Verizon in two years to $20M.
* **Grew technical services unit business to $7M in first year with Verizon, AT&T, and T-Mobile.** Identified opportunity to expand DC power and back-up power services for wireless carrier clients. Hired industry veteran to open new office in Phoenix and manage staff of 25. Boosted business in the southwest region.
* **Outpaced the competition, becoming exclusive service provider in the west region.** Delivered high quality products and services within budget and on time, strengthening business relationships with Verizon. Within three years, initiated expansion into Denver, Phoenix, and Northern California and became the only service provider for Verizon throughout the entire western US.
* **Launched new regional market, securing business worth $3.5M within first 18 months.** Challenged to establish Salt Lake City office and expand commercial telecom and wireless business. Created strategy, developed targets, and secured base of business by effectively building client relationships. Expanded client networks by an additional 350 new cell sites and two new switching facilities.

**Senior Project Manager / Market Lead**

Alcoa Wireless Network Services  
December 2003 to July 2005

Oversaw daily operations for Utah, Idaho, and Hawaii markets. Managed site modification services and new site development for Verizon Wireless contracts in three markets. Led all activities for deployment projects and new site construction, including over 51 project sites on five Hawaiian Islands. Responsible for 22 direct reports; held budget of $3M. Recruited by Technology Associates.

* **Generated $10M+ revenues, despite challenging regulatory and real-estate market.** Appointed by Verizon client to oversee network expansion plans in Hawaii. Recruited and hired staff and managed real estate acquisitions, land-use planning, and construction/deployment activities across five islands. Built 51 new cell sites within a two-year period, amid difficult business conditions.

***Earlier experience*: Project Manager, Land Acquisition/Development,** Mericom Corporation; **M&A Litigation Attorney,** Law Offices of Michael J. Flanagan; managed telecommunications and retail clients.

**Other Information**

**Avid CrossFit competitor** – Top 100 Finisher in CrossFit Open South Regional; Top 100 Finisher, through Five Competitions in CrossFit Open South Regional, in age group. **Founding Member and Editor –** California Initiative Review, published by the University of the Pacific; comprehensive research of California ballot measures.