W. STUART JONES

VP / GM - OPERATIONS / BUSINESS DEVELOPMENT– IS / IT

W. Stuart Jones is and award-winning technical leader and visionary with over 25 years' experience driving revenue and profit growth through value enabling technologies, products and services for employers and tier-1 clients primarily in telecommunications, cybersecurity, SaaS, and network technology arenas. He has leveraged emerging technologies and best-in-class software with state-of-the-art development methodologies, providing security, functionality, scalability, performance, and reliability.

Stuart has capitalized on opportunities by aligning technology solutions with business and client goals; directing technology, product design, and management initiatives; providing strong operational leadership; cultivating profitable strategic partnerships and alliances; building and leading cohesive multi-disciplined teams creating compelling business cases with actionable operating plans; and maximizing competitive advantage in challenging markets.

Growth Strategies
Cyber Security
Big Data
Product Development
Strategic Planning
Operations
Sales International
IP
Process Improvement
Communications
Networks
Cloud
Software Development
SaaS
Product Management
Internet
SDN
Cryptographic
Technologies
Project Management
Startups

Utilizing technology as a transformative tool, Stuart has created value for industry-leading employers and clients as well as multiple startups. Combining technical acumen, entrepreneurial drive and a keen business sense, he has directed strategic technology and product management initiatives in complex enterprise systems environments.

Stuart has achievements in all facets of operations, business development, sales, marketing and product management disciplines, and is accomplished in controlling expenses, reengineering processes, and building/turning around business units. He has also gained significant experience guiding strategy development and product launches, directing multiple complex products, business verticals and initiatives, developing innovative products and services, enhancing customer online experience, and penetrating new markets.

Translating and converting business requirements into technical solutions, rapidly synthesizing information and making timely, high-quality decisions, delivering strategic insight and tactical results with short-term wins and long-term benefits, and aligning personnel, systems and processes to positively impact the bottom line are key drivers that distinguish Stuart from other leaders.

Skilled in providing strong strategic and tactical leadership and solving complex business challenges, Stuart is an accomplished change agent who has delivered sustained performance over his career. He is a high-energy, creative executive with effective communication skills and motivational abilities that generate loyalty, professionalism, and commitment to excellence.

A results-oriented, winning-team builder and effective communicator, Stuart has demonstrated the ability to establish and maintain C-Level relationships in order to support strategic initiatives and produce meaningful and measurable growth leading to success throughout his professional career. He excels at leveraging business knowledge with a tireless work ethic to deliver results. He is effective in resolving issues through analytical, collaborative, and cost-conscious methods.

Stuart is truly a collaborative leader who consistently emphasizes teamwork, accountability, and trust; treats everyone with dignity and respect; and makes work enjoyable. He has an open and transparent management style that both supports and challenges team members, providing clear objectives, empowerment, and rewards for exceptional performance. With his many past contributions as a foundation, he looks forward to the challenge of adapting quickly to a new environment and continuing his record of leadership, performance, and personal accomplishment.

Career History and Accomplishments

Technical, Business, and Industry Consultant
2013 to Present

Directed/managed major projects, assuming key roles and responsibilities, including:

Managing Director, Operations, Diamond Key Security, NFP, 2016 to 2019. Initially as consultant to the Internet Society (ISOC), provided leadership and guidance for positioning nascent cryptography solution.

In Feb/Mar 2017, ISOC funded creation of Diamond Key Security. Led operations, including product management, business planning, fundraising, facilitating initiatives to strengthen security and stability of the Internet, and encouraging widespread use of cryptographic technologies. Advanced CrypTech (https://cryptech.is) initiative and sustainable business operations, creating and releasing solutions based on open, transparently developed CrypTech security technology for widespread use, enhancing Internet security and privacy.

> *Stuart's ability to manage complex environments and his understanding of the telecom business is a guarantee of success for any corporation. Stuart is a talented executive with advanced knowledge in leadership. Stuart managed the America's business at Apertio with excellent results, not only from the business side, but also from the team development perspective.*

- Secured funding for DKS spin-off as consultant to Internet Society (ISOC) by creating and presenting business plan detailing market assessment, four-year go-to-market strategy and plan to ISOC CEO and board directors.

- Worked with multiple international companies for partnership and users of the solution secured three paying partners (IIS, Stiftelsen for Internetinfrastruktur Sweden; SUNET; GÉANT) to test, validate, and employ the solution.

Subject Matter Expert, Product Management & Business Strategy, The Lafayette Group (LGI), 2016 to 2018. Provided expertise related to mobile communications systems (related to 3G, 4G/LTE, 5G, cybersecurity, and applications and security) for FirstNet, first responder nationwide Public Safety Broadband Network (PSBN). Assisted in marketing positioning and technical and market analysis related to potential state and nationwide radio access network rollouts.

FirstNet SME. Increased and improved positioning of the FirstNet value proposition with states and tribal territories by creating FirstNet marketing material. Assisted in preparing US Commerce Department for possible US state and territory "opt-outs" of FirstNet. Dramatically increased acceptance of PSBN - each US state and (tribal) territory (56 in total) "opted in".

Vice President, Strategy and Product Management, Cirries Technologies, Inc., 2015 to 2016. Technical product and business lead for software, consulting and Software as a Service (SaaS) solutions for signaling mediation, high-speed data collection for network insight/Big Data, and automation in Software Defined Networks (SDN).

Directed product strategy and innovation for revolutionary solutions for network data capture, analysis, and insight enabling Communications Services Providers (CSPs) to seamlessly evolve and migrate networks to SDN technologies.

- Productized management/collection solutions for enterprise/CSP Security Information Event Management (SIEM) and Diameter signaling profiling and analysis for fraud, intrusion detection and prevention.

- Launched innovative IP address translation solution (called CG-NAT) for CSP management and monitoring to improve user experience via customized service offerings while supporting regulatory requirements for usage/session tracking.

> *Stuart Jones is a renowned leader and a savvy manager in telecom networking domain. I had opportunity working for him in Apertio start-up and NSN. In both cases I had the best growth opportunities and pleasant professional experiences of my career. Stuart has a natural skill to make the working atmosphere comfortable, creative and relaxed yet highly disciplined for highest quality results from his team. He has the ability to manage complex global deals for even the most uncharted territories of newest technologies in customer centric networking architectures and deployments. I will not hesitate to work for Stuart again if right opportunity comes along again.*
>
> *Principal Technical Architect (IoT) Mobility Solutions*

- **New Product Introduction.** Cirries had an aging set of IT / telecommunications software products and desired to introduce new products. Enabled Cirries to resell virtual NOC (small contract ~$1M USD). Closed deal for CG-NAT in Mexico for $1.5M USD. Introduced and marketed "Network Orchestrator" solution and Signaling Profiling.

Directed consulting projects on variety of different subjects for AlphaSights, GLG, Atheneum Partners, Ridgetop Research, and others. Various market/technical projects related to communications, SDN, Network Function Virtualization (NFV), Service Function Chaining (SFC), cryptography, cybersecurity, hardware security modules, and general IP/network security.

- Created novel process for SDN application traffic management in both traditional IP and virtualized communications network environment supporting 5G network evolution and leading to pending patent.
- Analyzed mobile communications market including sizing and competitive landscape for radio infrastructure provider.
- Assessed IP/patent portfolio and roadmap for software, silicon chip manufacturer and handset company.

Provided strategy, procurement processes, and RFP expertise for major international telecommunications companies.

Head of IP Core and Customer Insight and Experience Business Units
Nokia, 2008 to 2013

Nokia Siemens Networks, now Nokia, acquired Apertio in February of 2008. Apertio was largely an independent entity until 2010. As North America business unit head (commercial and technology lead) for SDM, CIE and IP network technology, was Responsible for product strategy, customer engagement, solution management and sales related to technology, product suite and customer specific solutions.

- Led business operations and technical sales for $40M per year 3G/LTE IP core and Cloud based SaaS customer experience businesses; consistently surpassed sales and revenue targets while remaining below operations budget.

- Drove introduction of policy and profile solutions through customer consultation to T-Mobile, Sprint, Verizon and Telus.

- Grew sales orders and revenue for six straight years with orders ranging from 130 – 160% of plan.

- Closed $22.42M deal with T-Mobile USA for network modernization/updates. Approximately 25% above order target for the time period.

- Over performed against target by 15% over period. (~$52M against $45M over the two years in orders). Accounts included: Verizon, AT&T, Videotron, Sprint, LightSquared, T-Mobile, Bell Canada Sales orders of network solutions including HLR and Home Subscriber Server (HSS).

> *I worked with Stuart from my first day at Apertio through to my last day at NSN. He was key to getting and maintaining the important partnership with Motorola Inc. Stuart has a professional but likeable demeanor with customers and partners. This is underpinned by trustworthiness, a steely determination, and strong technical capabilities. He inspires loyalty from his teams and colleagues and well deserves a strong recommendation.*

- As leader of product sales team for Americas, closed over $29M in orders against a target of $24M or 22%. Sold Identity Management system to Telefónica (Movistar) in Argentina. Sold subscriber data management to Bell, Telus, SaskTel, and VideoTron in Canada. Sold subscriber data management for cable systems (Home Subscriber Server) to Time Warner Cable and Bright House Networks

- As Head of Subscriber Data Management 2008 – 2010, delivered $13.4M in Revenue or 65% above revenue target. Accounts included: Verizon, AT&T, Videotron, Sprint, T-Mobile, Bell Canada, T-Mobile (HLR) and Verizon for IMS.

VP, Product Management and General Manager

Apertio, 2003 to 2008

Key executive and early joiner of mobile software start-up company, provided product and business strategy expertise before successfully leading North and South America businesses to positive acquisition by Nokia Siemens Networks now Nokia. Key product visionary in generating 1.5 billion+ global subscribers using Apertio database technology in mobile networks. The Apertio software generated in excess of $100M USD before acquisition in February 2008.

Apertio solutions were "big data" database, repositories for subscriber information and profiling in telecommunications networks, 2G and 3G called Home Location Registers and in 4G, LTE, 5G Home Subscriber Servers and sometimes called Unified Data Respository (UDS). Partnered with key companies: Motorola, Cisco, Telcordia (former Bellcore), IBM, Kapsch, Siemens, Sun Microsystems (now Oracle), ZTE, leading to > $35M USD in partner/OEM sales.

- Led Americas sales six months ahead of plan, generated in excess $16M in revenue in region, beat targets by over 135%, secured business with T-Mobile, Sprint and Telefonica; and positioned Apertio for positive acquisition.

- Negotiated/closed partner/OEM deals with Motorola and Telcordia, securing $35M+ in revenue and venture investment.

- Led worldwide product management until 2005. Commercialized product suite, managed intellectual property and drove roadmap for industry-leading solutions utilized by suppliers, including IBM, Motorola, Siemens, Telcordia and ZTE.

- Founded US subsidiary; recruited key management for engineering, sales and support; managed US customers/partners.

- *Apertio 2005 – 2008*. Led sales, delivery/deployment, and support. Deployed networks in major tier-1 networks Jasper Wireless (now part of AT&T), Sprint, T-Mobile, Telefónica (Movistar property in

Argentina), and others. Maintained high/good customer satisfaction metrics and delivered repeat orders. Over $16.4M in revenue to Americas region against three-year target of $9.3M or 43% above plan. Added AT&T, Bell Canada, Telus, SaskTel, Videotron, and Verizon to the customer list. Performance in 2010 was 165% above revenue plan - annual revenue was $10.6 against $6.4M quota. For the years 2005 - 2010 I had six straight years above order Intake quota of > 135% per year.

- *Apertio -2003 - Target Partners and Financing*. Apertio needed round 'A' financing and I was directly involved with two of the three venture capital funds. Worked with Motorola and Deutsche Ventures Raised $6.0M total (Motorola $2.5M, $3.0M from Deutsche Ventures, $0.5 M by boutique firm in UK) Enabled the true launch of the business and a significant increase in development, project, and product management teams.

Board Advisor and Technical Consultant
Rosetta-Wireless, 2003 to 2011

- Provided technical input and consulting, invention/patent creation, and IP strategy and defense for this startup. Served as technical and intellectual property expert providing insight on prior art and market for advanced wireless personal-server. Invented, architected, and patented key technology for Wireless Portable-Server Systems. Provided market and technology expertise related to mobile/cellular and WiFi (802.11) standards driving corporate strategy and initiatives. Drove technical and corporate strategy via cellular, GSM/UMTS, and wireless standards (802.11), and provided product and market expertise.

President and Cofounder
Visogent Technologies, 2000 to 2002

Led technology evaluation for Motorola to evaluate possible technologies to incorporate in its new, advanced networking offering or for potential investment or acquisition. Identified need for software-based subscriber database. Left Motorola to form Visogent Technologies. Directed business, technical, and partnership activities. Led effort to create business plan and technical basis for consolidated, IP and software-based database/register solution for cellular networks. Successfully raised funding from Sofinnova Ventures and TeleSoft (India). Formed similar business start-up, Apertio Ltd. (UK) in 2003. Selected for 2002 Investor's Choice and Garage Technology Ventures' Showcase.

Earlier

Principal Staff Engineer & Release Manager, Motorola, Inc., 1998 to 2000. System architect and senior design engineer working on IP core network offering called Aspira for Universal Mobile Telecommunications System (UMTS) and other broadband access networks such as cable (HFC/hybrid fiber-coaxial) and DSL networks.

Senior Engineer & Project Lead, Motorola, Inc., 1994 to 1998. Systems architect for advanced, future wireless wide area network focused on subscriber access devices including the Motorola videophone and HomeClear projects.

Education / Professional / Personal

- **Education: MS, Electrical Engineering**, concentration in Communication and Signal Processing, and **BS, Computer and Electrical Engineering**, both from Purdue University.
- **Certification:** *Miller Heiman Strategic Selling*, Miller Heiman Group, UK.
- **Patents**: Author/holder of 15 patents.