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AZ CORP COMMISSION
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January 8, 2004

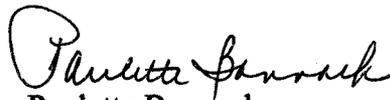
Docket Control
Arizona Corporation Commission
1200 W. Washington St.
Phoenix, AZ 85007-2927

RE: First Set of Data Requests – Docket No. T-04221A-03-0831

Attached as requested are one original and 13 copies of the First Data Requests for Computer Network Technology Corporation regarding their application for a CC&N to provide telecommunication services in the State of Arizona.

Do not hesitate to call if you have any questions.

Respectfully,


Paulette Bannack
Operations Director
Windfall Resources International, LLC
486 Sequoia Trail
Roselle, IL 60172
Telephone: (630) 346-6477
FAX: (630) 351-3009
E-mail: pbannack@windfallintl.com

Arizona Corporation Commission
DOCKETED

JAN 13 2004

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Attachments

ORIGINAL

STAFFS FIRST SET OF DATA REQUESTS FOR
COMPUTER NETWORK TECHNOLOGY CORPORATION
DOCKET NO. T-04221A-03-0832

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2004 JAN 13 A 11: 47

AZ CORP COMMISSION
DOCUMENT CONTROL

Person Responsible for Response: Robert Fischer

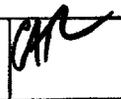
Question 1: Please indicate CNTC's percentage of ownership. When combined, the total percentages of ownership should equal 100. Refer to item (A-8) of the application form.

Response: Computer Network Technology's percentage of ownership of Computer Network Technology Corporation as a CLEC is 100%. CNT is a publicly traded corporation (CNT), NASDAQ:CMT.

Arizona Corporation Commission
DOCKETED

JAN 13 2004

Person Responsible for Response: Robert Fischer

DOCKETED BY 

Question 2: It was indicated that CNTC does not currently offer the services requested in any other states. Because of this, CNTC will need to indicate the total number of employees and their total years of combined experience.

Response: At the present time, CNT employs approximately 1,200 employees throughout their operations. With respect to telecommunications services, the relevant experience levels of the CNT team are listed in the bios of CNT management attached. In addition to the CNT management team, the Company has engaged the services of 20-20 Technologies, a specialist in the sales, marketing and provisioning of data telecommunications services. The bios of the 20-20 team are attached hereto, and represent a combined 135 years of experience in the telecommunications industry. In addition to the internal resources and the resource of 20-20, CNT has also engaged the services of Windfall Resources International, L.L.C., which boasts a combined experience of 75 years in the telecommunication industry. Bios of Windfall principals are attached as well.

Person Responsible for Response: Robert Fischer

Question 3: Indicate if the Applicant or any of its officers, directors, or partners have been or are currently involved in any formal or informal complaint proceedings pending before any state or federal regulatory commission, administrative agency, or law enforcement agency. Describe in detail any such involvement.

**STAFFS FIRST SET OF DATA REQUESTS FOR
COMPUTER NETWORK TECHNOLOGY CORPORATION
DOCKET NO. T-04221A-03-0832**

Response: The Applicant or any of its officers, directors or partners have never been nor are they currently involved in any formal or informal complaint proceedings pending before any state or federal regulatory commission, administrative agency, or law enforcement agency

Person Responsible for Response: Robert Fischer

Question 4: Indicate if the Applicant or any of its officers, directors, or partners have been or are currently involved in any civil or criminal investigation. Describe in detail any such involvement.

Response: The Applicant or any of its officers, directors or partners have never been nor currently involved in any formal or informal complaint proceedings pending before any state or federal regulatory commission, administrative agency, or law enforcement agency.

Person Responsible for Response: Robert Fischer

Question 5: Indicate if the Applicant or any of its officers, directors, or partners had judgment entered in any civil matter, judgments levied by any administrative or regulatory agency, or been convicted of any criminal acts within the last ten (10) years. Describe in detail any such judgments or convictions.

Response: The Applicant or any of its officers, directors or partners have never had any judgment entered in any civil matter, judgments levied by any administrative or regulatory agency, nor have they been convicted of any criminal acts within the last ten (10) years.

Computer Network Technology Corporation Resumes

THOMAS G. HUDSON

45 Gideons Point Road
Tonka Bay, MN 55331

Residence: 612-401-0195
Office: 612-797-6100

Summary of Qualifications

Creative, results driven, technically proficient CEO; general manager, experienced in Technology Development, Systems Integration Services and Consulting, Global Marketing and Sales, for Services, Information Content, Systems and Technology industries; have created corporate business strategies and systems implementation teams that enable technology to address customer business problems and opportunities. I believe in aggressive leadership, building results oriented teams, and getting the results.

Computer Network Technology

1996 to Present

President and Chief Executive Officer since 7/1/96: Minneapolis based company stalled at \$78 million in revenues; 500 people; high technology computer and wide-area networking firm serving the large Fortune 500 companies worldwide. We are a data access and delivery company; we connect any device to any server at any distance and speed, and any user to any application and data. We provide solutions in three areas: channel networking, mainframe, server and Internet gateways; and storage area networking.

This is a turnaround situation that involves reestablishing a profitable growth model with new products, expanding the market niche and adding new technology partners. Currently at approximately \$100 million in revenues. Early on we are addressing several specific priorities:

- developing and communicating a simple, clear direction and vision for the future;
- staffing a new executive management team;
- revitalizing the pipeline of new products;
- developing a new product strategy including the Internet and storage area networking;
- improving the quality of products shipped;
- introducing an expanded go-to-market strategy, including OEM and reseller channels.

The McGraw Hill Companies

1993 to 1996

Senior Vice President - Corporate Development Responsible to CEO for developing corporate strategy, assessing investments in new businesses, acquisitions, new products and sales channels.

Senior Vice President and General Manager - general manager of F.W. Dodge, 1993. Responsible for wholly owned, fully integrated division of parent. Dodge is the leading provider of information/content to the construction industry in the US. Its \$160 million revenues come from three primary businesses: reports on all new building projects in the US; plans and specifications information; and economic analysis and trends.

Dodge was in a classic turnaround situation: market dominant, growth through price increases, not customer driven, and limited in automation deployment. Revenues had stagnated for five years and profits had eroded eighty percent.

- cut costs by \$5 million in the first six months through downsizing and redeployment;
- repopulated the entire executive team in sales, CFO, systems, editorial, product management, production and distribution by recruiting top talent and experience;
- established process improvement teams for re-engineering out waste and improving internal and external customer satisfaction;
- developed two new software products and created a major national marketing launch program to generate new revenues from existing and new customers;
- improved overall competitiveness of information product line by making significant tactical design adjustments to improve competitiveness;
- established the unit's first goal setting, performance management and appraisal system for over 1500 employees at all levels;
- re-built the incentive system to incite growth and reward top performers.

These actions resulted in twelve months of business growth and the first real revenue and profit improvement in six years. Profits doubled the second year based upon subscription increases and cost/productivity improvements.

IBM Corporation

1968 to 1993

Developed worldwide strategy and implementation team for international financial services industry customers:

- managed industry hardware development: Charlotte, NC; Boeblingen, Germany; Tokyo, Japan;
- introduced new base of financial application software and architecture;
- began professional services/systems integration teams worldwide, focused on vertically integrated industry segments;
- established eight equity alliances and two new startup corporations; one has since gone public and the other has been acquired, all with substantial capital gains for IBM; a third spin off was later acquired as part of the core business.

General Manager with investment responsibility for worldwide missions:

- achieved all major measurements and objectives on time, in budget for last three years. Established quick response teams to cover two potential liability exposures;
- direct responsibility for profitable worldwide revenues in excess of \$1.8 billion; developed strategy and deployment for matrix management of \$12 billion in revenue;
- direct responsibility for 1300 professionals in worldwide development, services and consulting, marketing and sales;
- personally directed capital investments in new joint ventures, startups, and new equity alliances in excess of \$150 million;
- managed terms and conditions for diverse marketing channels for products and services;
- chairman of internal "community" for finance industry of worldwide executive team, to determine requirements and priorities;

- measured and recognized for profit contribution, customer satisfaction, employee morale, quality, competitive ranking, market share and growth over a sustained time period;
- effective at cost cutting both before and during a business crisis: personally cut 650 staff from my division's headquarters; closed large development and manufacturing site through effective economizing and standardization. Organized rightsizing for 14,000 person division.
- quality review board executive and owner of Solution Integration Process for IBM Corporation.

Senior Executive for wide array of systems development for new products, application and systems software and services offerings, including:

- managed startup operations to large multi-site development efforts; budget exceeded \$300 million annually;
- developed application software for mission critical applications in banking including: deposits, loans, trusts, trading, EFT/EDI, branch banking, telemarketing and servicing, consumer home banking, capital markets, risk and profitability management;
- developed unique products for the finance and distribution industry customer set; check/image hardware and software, branch delivery system products, and self service (ATM) machines;
- established architecture for industry applications: development of tools and models for improving productivity and quality in application design and rapid prototypes;
- developed new business line for Japan and other Asian countries for: printers, displays, POS and banking terminals, communications protocols, and application design and rapid prototypes;
- justified development of Kanjii language for all IBM system software;
- developed first OEM line of business offerings for storage products business;
- developed alliances and a subcontractor network to reduce risks and internal hiring, as well as gain required specialized skills to accomplish the objectives in a timely fashion.

Other Marketing and Sales experiences include overall responsibility for:

- worldwide services industry marketing including finance, brokerage, insurance, and distribution;
- directed applications software sales, services and consulting to large banking clients;
- US industry marketing executive for services industries;
- business area manager - marketing for all IBM products in Asia Pacific in Tokyo;
- national marketing manager for small and distributed systems;
- international large account sales manager for largest financial customer;
- sales executive for brokerage accounts in New York.

Creator of innovative partnerships in response to market needs and competitive pressures:

- established eight equity alliances and joint ventures for IBM solutions in specific application niches;
- established multiple customer joint development contracts to ensure focused development efforts and lower risk. Established multiple alternate sales and service channels via joint ventures in Japan and Far East countries.

Broad based functional and international management experience with proven results:

- recognized as a visionary leader for developing new ideas and strategies; implementation through team building and people management;
- assignments in worldwide marketing, application development, services, consulting, planning, and general business management
- started outsourcing business for IBM in finance industry to meet customer needs and address severe competition to our core businesses. Spun this department off to another unit focused only on outsourcing: ISSC;
- generally viewed as the authority on marketing and development investments for the services sector;
- speaker at numerous industry leadership functions including: ABA, Group of Thirty, World Economic Council, MIT and Harvard, as well as many newspaper articles and a television news and commentary feature. These generally focused on "the impact of technology and leveraging technology in the finance industry."

Vice President, Services Sector Division

1988 to 1993

Responsible for worldwide systems development, services/consulting and marketing in financial services industries. \$1 billion profit and loss responsibility; \$300 million budget; 1300 people.

Vice President Plans and Control, General Products Division

1987 to 1988

Responsible for business plan management for worldwide revenue and profit, quality assurance for new product introduction, and marketing brand management.

General Manager, Product Development Tokyo, Japan

1985 to 1987

New product development for banking, POS, printers and communications hardware.

Group Director, Product Marketing Tokyo, Japan

1984 to 1985

Responsible for marketing, brand management and new product introduction for Asia Pacific Group.

Various Strategic Planning and Product Management Positions

1982 to 1984

A Series of IBM Systems Engineering, Sales and Marketing Management Positions in the New York Territory

1968 to 1982

Education

Harvard Business School, Advanced Management School, 1990

MBA, Finance, New York University, 1974

BS Electrical Engineering, University of Notre Dame, 1968

Memberships

CNT, Board of Directors, 1996 to Present

Scer Technologies, Board of Directors, Cary, NC, founded in 1990 to 1993

Financial Technologies, Board of Directors, New York, NY, founded in 1990 to 1993

Hogan Corporation, Board of Directors, Audit, Dallas, TX, 1988 to 1993

Information Industry Association, United Way Executive Campaigner

Who's Who in American Business

Harvard Alumni Club; Notre Dame Sorin Society

Top Secret clearance - current

Family

Married 29 years, four children; enjoy skiing, boating and gardening

GREGORY T. BARNUM

4760 Bayside Road
Orono, Minnesota 55359
(952) 472-7992 (home)
(763) 268-6110

EXPERIENCE

Computer Network Technology Corporation
Plymouth, Minnesota

Vice President of Finance,
Chief Financial Officer and
Secretary

July 1997 - Present

Responsibilities:

- Directly responsible for Accounting, Treasury, Credit and Collections, Contracts, Facilities, Financial Reporting, Investor Relations, Information Technology, Mergers and Acquisitions, Operations Planning, Order Entry, Supply Chain Management, Taxation, and the duties of the Secretary to the Board.

Tricord Systems, Inc.
Plymouth, Minnesota

Senior Vice President of Finance and
Administration, Chief Financial Officer
and Secretary

September 1992 - July 1998

Hired as Sr. Vice President of Finance and Administration and CFO in September 1992 after the Company had postponed its initial public offering due to serious internal control and system problems. My initial responsibility was to implement the appropriate controls and systems in order to complete the public offering. The Company's initial public offering was completed in March 1993. My primary responsibilities then shifted towards more of an operations role, including implementation of aggressive inventory and

cost reduction programs, ISO 9001 certification, materials management and the formation of operating units in the U.K., France, Germany, Canada, the Netherlands and Mexico. In February 1997, the company made a strategic decision to exit the enterprise server market and enter the storage management market, as a software developer. I participated in successfully right-sizing the Company and then resigned to pursue a more challenging opportunity.

Responsibilities:

- Directly responsible for Accounting, Treasury, Credit and Collections, Facilities, Financial Reporting, Human Resources, Investor Relations, Management Information Systems, Materials Management, Operations Planning, Order Entry, Taxation, and the duties of the Secretary to the Board.

**Cray Computer Corporation
Colorado Springs, Colorado**

**Executive Vice President, Finance
Chief Financial Officer, Treasurer and Secretary**

November 1989 - September 1992

Cray Computer Corporation (CCC) was spun-off by Cray Research, Inc. (CRI) on November 15, 1989 as a publicly held company. Previous to this CCC functioned as a division and subsidiary since 1983. In May 1988 the division was relocated to Colorado Springs from Chippewa Falls, Wisconsin. As Corporate Controller of CRI I transferred with the division with the responsibility to assist the founder, Seymour Cray, and the newly appointed President in establishing the operation. My assignment was for 2 years at the end of which I would relocate back to Minneapolis as Vice President, Finance. When CCC became a separate company in November 1989, my decision was to stay with CCC.

Responsibilities:

Directly responsible for Accounting, Financial Reporting, Operations Planning, Management Information Systems, Data Center, Human Resources, Facility Maintenance, Contracts, Investor Relations, Customer Visits, Taxation, Treasury and the duties of the Secretary to the Board.

Cray Research Inc.
Minneapolis, Minnesota

| | |
|---|----------------------------|
| Vice President, Finance - Colorado Operations | March 1989 - November 1989 |
| Corporate Controller | May 1983 - March 1989 |
| Accounting Manager | August 1980 - May 1983 |

Responsibilities:

- Responsible for establishing Accounting, Financial Reporting, Operations Planning, International Operations, Tax (1980-1982) and Treasury (1980-1982) functions.

Peat Marwick Mitchell and Co.
St. Paul, Minnesota

| | |
|--------------------|-------------------------|
| Supervising Senior | June 1977 - August 1980 |
|--------------------|-------------------------|

Responsibilities:

- In-charge responsibilities on medium to large size jobs.
- Computer Audit Specialist - involved training in computer audit techniques. One of two in the St. Paul office.

EDUCATION

Bachelor of Arts in Accounting - 1977
College of St. Thomas
St. Paul, Minnesota

Certified Public Accountant - Minnesota 1979
Certified Public Accountant - Colorado 1990

Organizations:

American Institute of Certified Public Accountants
Minnesota Society of Certified Public Accountants
Financial Executives Institute
Collaborative CFO roundtable

Jeffrey A. Bertelsen, C.P.A.
12405 51st Avenue North
Plymouth, MN 55442

(Home) 559-7368
(Work) 337-9394 - Confidential

SUMMARY

A Certified Public Accountant with 10 years of progressive experience with KPMG Peat Marwick assisting companies in the manufacturing and high technology industries, including annual audits, due diligence and acquisition activities, corporate tax matters, external financial reporting and various SEC filings.

EDUCATION

University of Minnesota
Minneapolis, MN

Bachelor of Science - Accounting
Cumulative G.P.A. - 3.5/4.0
1980 to 1984

EXPERIENCE

KPMG PEAT MARWICK
Minneapolis, MN

Senior Audit Manager
1991 to present
Audit Manager
1989 to 1991
Staff Auditor
1985 to 1989

Engagement Senior Manager for a variety of companies in the manufacturing and high technology industries. Responsibilities include overall management of the audit process, billing and collection, client relations, technical research and financial reporting assistance with a variety of SEC filings, including registration statements, Forms 10-Q, 10-K and annual report. Clients were also assisted with special projects, including due diligence for acquisition targets, internal audit activities and corporate tax issues.

Jeffrey Bertelsen, C.P.A.

Representative Clients and Services Provided

- **GNB Batteries Technology Inc. -**

A \$700 million manufacturer of automobile and industrial batteries which is a wholly owned subsidiary of Pacific Dunlop, a \$5 billion public company based in Melbourne Australia. Activities include management of the annual audit, assistance with financial reporting under both U.S. and Australian Generally Accepted Accounting Principles, internal audits, due diligence for acquisitions and special operational audit activities resulting in significant savings from consolidation of the finance function.

- **Advance Machine Company -**

A \$90 million manufacturer and distributor of commercial and industrial floor maintenance equipment. Activities include management of the annual audit, assistance with purchase accounting, and due diligence provided for the Danish corporation which subsequently acquired Advance Machine Company.

- **Computer Network Technology Corporation -**

A \$60 million manufacturer of computer networking equipment. Special services provided include assistance with two public offerings, technical accounting assistance with respect to acquisitions (purchase price allocation, purchased in-process research and development, exchange of stock options, and pro forma financial information requirements) and accounting assistance including consolidations and foreign operations.

- **Grand Casinos, Inc. -**

A large casino entertainment company with operations located throughout the United States. Special services provided include assistance with four public offerings of debt and equity securities, accounting for debt with detachable warrants, equity method accounting, consolidations with minority interest and earnings per share technical issues.

Other Clients Include:

- IMI Cornelius, Inc.
- SoDak Gaming, Inc.
- Ciprico, Inc.
- Bridon Cordage, Inc.
- Dahlberg, Inc.
- Pirelli Power Transmission, Inc.
- Caribou Coffee, Inc.
- Toro, Inc. - Wheelhorse Division

WILLIAM C. COLLETTE

7610 Crestview Dr.
Eau Claire, Wisconsin 54701

(715) 878-4006

SUMMARY

A versatile professional with in-depth knowledge of operating systems, networking and software development. Proven expertise in systems development from microcomputer to supercomputer operations with knowledge of both hardware and software integration and operation. Familiar with UNIX, local area networks, wide area networks, servers and client systems. Strengths include creativity, high energy, innovation and proven ability to analyze and solve problems.

SUPERCOMPUTER SYSTEMS INC., Eau Claire WI.

Senior Software Engineer

1980 - 1983

Wrote the detailed test plan for the test and integration of the SS-1 Supercomputer. Executed the test and integration of the SS-1 which covered hardware and software installation, testing of the hardware and the UNIX operating system. The tasks also included installation and integration of HIPPI I/O devices including disk, and network devices on local and wide area networks. This project involved interfacing with several hardware and software groups, both internal and external.

Responsible for the design, testing, and implementation of network capabilities first on a Sun platform and then on the SS-1 Supercomputer. Wrote C programs to test the memory interface from the Network Systems router to the Sun. Worked closely with the vendor to approve, test and install a HIPPI driver on the Sun platform to fully test the HIPPI memory interface capability. The network capabilities included FTP TCP/IP and NFS UDP/IP over Ethernet and HIPPI.

Responsible for all network vendor interfacing and negotiations of contracts between SSI and the vendors. These included Zitel, Ultra Technologies, Netstar Inc., Computer Network Technologies and Network Systems Corporation.

CONTROL DATA CORPORATION, Arden Hills, MN.

Section Manager

1985 - 1990

Managed major software projects including all personnel issues, hiring and performance appraisals. Conducted communication meetings, and presentations to upper management regarding financial and schedule performance. Effectively utilized matrix management, to get projects completed on time and within budget.

Directed all aspects of network file archiving between a Control Data Cyber server and a UNIX client system. Managed this 14 person project and kept the project on schedule and on budget. Responsible for the selection of peripherals which were attached to the file server, including Network Systems Data Exchange hardware, Masstor Tape Cartridge subsystem, Storage Technology Tapes and Control Data Disks.

Managed a \$28 million dollar project for hardware and delivery of several key features for the Naval Surface Weapons Center including common input/output queues, multiple level security and several other feature enhancements. The system was accepted on time and the project was on budget.

Managed a Management Information Center which supported two software development groups and other end users. This center achieved a 98%+ production availability along with a high level of efficiency and cost effectiveness.

Unit manager

1980 - 1986

Evaluated, designed and developed turn-key solutions for large customers. The solutions were derived by evaluating the customers request for proposal as well as competition from other vendors. My group developed the software features for several large systems. Provided the Interface between the marketing and development organizations for future products.

Consultant

1975 - 1980

Planned the migration of applications from the CDC NOS operating system to the NOS/VE operating system. Designed, coded and implemented an operating system on the PL10 hardware which included interrupt handling, I/O drivers and a communication interface.

Senior Programmer

1968 - 1975

Using the Control Data assembly language, designed and implemented a communication subsystem for the Master Operating System. Managed multiple project groups, mainly in the IO and driver areas of the operating system.

System Analyst

1965 - 1968

Installed and supported the Master Operating System world-wide for Control Data Corporation. Analyzed and solved many extremely difficult problems that could not be solved by local analysts in the country.

Hardware Integration Engineer

1963 - 1965

Debugged the instructions and I/O on the CDC 3300 and installed the systems on site.

EDUCATION

Metra State University, St. Paul, Minnesota

B.A. Business Management, 1979

Control Data Corporation
attended extensive computer courses

International Business Machines
attended Chief Programmer Top Level Design courses

350 Lyndrum Lane
Medina, MN 55340

Work: 763-268-7509
Home: 763-478-8504
Ed_walsh@cnt.com

Edward J. Walsh

Experience

2001 - Present CNT Minneapolis, MN

Vice President - Strategy, Marketing and Alliances

- Responsible for CNT's Strategy, Marketing, Product Management and Marketing, Alliances and Channel Sales teams.

Vice President - Storage Solutions Group

- Responsible for CNT's Storage Solutions Group for North America. This included Sales, Pre-Sales and Professional Services Delivery teams.

1988-2001 Articulent Hopkinton, MA

An \$88 million systems integrator and consulting company focusing on data management solutions. Business partners include IBM, Digital Equipment, Compaq, EMC, Microsoft and AT&T.

VP of Field Operations

- Responsible for all of Articulent's Sales, Pre-Sales and Professional Services teams.

District Manager

- Responsible for Articulent's Mid-Atlantic and Metro New York districts. Managed the region's Sales, Pre-Sales and Professional Services teams.

Data Management Consultant

- In order to accomplish Berkshire's goal to penetrate strategic accounts in New York's Financial District, I focused on penetrating and managing these new accounts.

District Manager / Sales Representative

- Moved to New York City to open, establish and grow Berkshire's business in the Metro New York region.

Sales Representative / Co-Founder

- Berkshire was incorporated in 1988. Berkshire was a storage OEM at this time. As the second person at Berkshire my roles were many and diverse. My roles included product concept development, product launches, sales, product testing and product installation.

Jan 1988–Dec 1988 EMC Corporation Hopkinton, MA
Marketing

- Worked in the marketing group responsible for compatible products for Digital Equipment Corporation's Systems.

Education 1992 University of Massachusetts Amherst, MA

- B.S. in Marketing with Minor in Computer Science.

Robert R. Beyer

4950 Shady Island Circle

Mound, MN 55364

Home: (612)470-6019

Office: (612)638-7104

Qualifications Profile:

Highly skilled computer executive with over fifteen years experience in engineering, sales, and customer support settings. Areas of expertise include:

- Operations Management
- Financial Management
- Program Development and Deployment
- Change Management
- Vendor Management
- Computer Service Delivery
- Personnel Management
- Strategic Planning
- Contract Negotiations
- Conflict Management
- Support Planning
- Cross Functional Management

Results oriented leader with experience in start-up, turn-around, and growth situations. Dedicated individual with strong problem solving, communication, and leadership skills. Extensive background in leading technical professionals in highly complex computer support and business critical environments. Respected and viewed as a strong leader by senior executive management.

Professional Experience:

NCR Corporation, Dayton, Ohio

1989 to Present

Vice President, High Availability Services

1997 to Present

- Provide strategic, tactical, and operational leadership in supporting computer service delivery operation.
- Design and execute US computer service delivery and support operations model providing best-in-class profit margins.
- Negotiate multi-year/multi-million dollar support service contracts with customers and strategic alliances.
- Provide leadership and direction in the design of the High Availability Services organization which consists of over 400 engineers, 30 district managers, and 5 region directors.
- Provide leadership and support to international partners in implementing US support and service methodologies.
- Partner with NCR leadership team formulating strategic direction for NCR's key support strategies.
- Member of key quality improvement teams.
- Provide post-sale support for two of NCR's key initiatives.
- Executive sponsor for key customers.

Robert E. Boyer

Page 2

Achievements/Accomplishments

- Received highest associate satisfaction ratings while improving customer satisfaction and overall profitability.
- Selected as "high potential" succession candidate.
- First NCR employee to attend AT&T's Leadership Development Program.
- Exceeded revenue and profit objectives every year.
- Best-in-class revenue per associate in the industry.
- Developed and initiated support methodologies that were adopted by worldwide operation and results in profitable value-add services.
- Led cross functional team in creating new service organization and aligning support systems in less than three months.
- Selected by peers as one of the "Best of the Best."

Director, Business Critical Support Services

1993 to 1997

- Responsible for seven regional managers and over 100 support representatives in providing post-sale support for Teradata systems in the Western Region.
- Designed, Developed, and Deployed business critical support methodologies that were implemented across the world.
- Participated on numerous cross functional teams in supporting NCR's key initiatives.

Executive Account Manager

1993 to 1993

- Responsible for key Teradata customers in the Kansas City area.

District Manager

1992 to 1993

- Responsible for leading 20 field engineers in supporting key Teradata customers.

System Support Representative

1989 to 1992

- Responsible for onsite hardware and software support at Teradata's largest customer.

Additional Professional Experience:

Clear With Computers, Account Director

Powerstation, Sales Engineer

South Dakota State University, Lecturer in Electrical Engineering Department

TL Systems, Sales Engineer

Hughes Aircraft, Field Engineer

Military:

United States Marine Corps

1978 to 1982

- Promoted meritoriously to Sergeant in 20 months, honorably discharged.

Education:

- South Dakota State University, BS Electrical Engineering 1986, 3.4 GPA.
- Keller Graduate School of Management, various courses.
- University of St. Thomas, Executive MBA, complete 1999.

References Available Upon Request

Windfall Resources International, L.L.C. Bio's

Robert K Lock, Jr.
Biographical Information

Mr. Lock is one of the founders of Windfall Resources International, L.L.C., a firm specializing in the auditing and reconciliation of Global 2000 enterprise communications billing. Bob brings over fifteen years of multidisciplinary experience in the telecommunications industry. His strong management, legal and regulatory background has helped both large and small competitive telecommunications clients achieve market advantages ahead of their competition. Until recently, Mr. Lock was engaged by several large communications clients, devoting the majority of his time to supporting complex class action telecommunications litigation, and competitive local market entry strategies. Bob served as a founder and President of the Competitive Strategies Group (CSG), an aggressive consultancy formed in the wake of the Telecommunications Act of 1996, which assisted new entrants into nascent competitive local telecommunications markets, both domestic and international. While at CSG, Bob managed multiple complex projects spanning a broad range of issues, including arbitration of local interconnection agreements, revenue assurance, forensic analysis of operations support systems, competitive market analysis, and transactional support, which resulted in tens of millions of dollars in both immediate and recurring revenues to major communications clients such as AT&T, MCI, USN and Motorola. Prior to CSG, Mr. Lock acted as legal and policy advisor at the Illinois Commerce Commission, where he analyzed complex financial, economic, legal and regulatory issues in telecommunications and energy regulatory proceedings. Mr. Lock received his BA from the University of San Francisco, his JD from John Marshall Law School, and is currently a PhD candidate in Telecommunications at Northwestern University. Bob was recently appointed to the Mayor's Council of Technology Advisors by Mayor Richard M. Daley, where he is chair of a working group focusing on wireless issues. He has published numerous academic articles on competitive telecommunications law and policy.

Stephen M. Lee
Biographical Information

Mr. Lee is one of the founders of Windfall Resources International, L.L.C., a firm specializing in the auditing and reconciliation of Global 2000 enterprise telecommunications billing. Steve has been actively involved in all facets of the telecommunications industry over the last 23 years. Most recently, Steve founded TallGrass Communications, Inc., a Digital Subscriber Line service provider that successfully deployed Internet access and Voice Over DSL solutions in the SBC serving areas. Prior to that, he held the position of Senior Consultant with the Competitive Strategies Group, where he focused on Operations Support Systems and data/voice conversion strategies for competitive carriers. Steve was an original member of the executive team that launched 21st Century Telecommunications, Inc., the nation's first cable TV/voice/data over-builder and where he actively participated in that company's \$300M private placement. While at MFS Datanet, Steve was responsible for managing the Midwest deployment and sales of the first public ATM services offered in the U.S. Earlier, as General Manager for the U.S.-subsidiary of Graphnet, Inc., he negotiated and managed the interconnection of that carrier's X.25 network throughout Canada. Steve has extensive experience in international private line and switched services gained while employed by ITT World Communications in a variety of sales and sales engineering positions. Steve graduated on the Dean's List from the McIntyre School of Commerce at the University of Virginia and he has served as a member of the Executive Council of the International Engineering Council, where he chaired numerous committees, as well as participating in the initial Sun JavaOne conference as a key-note speaker.

Paulette Bannack
Biographical Information

Paulette Bannack brings over 36 years of experience in the telecommunications industry to Windfall Resources International, L.L.C. ("Windfall"). In her role as Director of Operations for Windfall, Paulette is responsible for the management of all aspects of client project fulfillment. Prior to joining Windfall, Ms. Bannack served as Director of Operations for SourceCon, L.L.C., a boutique consulting practice specializing in competitive telecommunications market entry strategies. At SourceCon, Ms. Bannack managed multiple projects for the enterprise and carrier clients that the company served. Prior to joining SourceCon, Ms. Bannack worked with Competitive Strategies Group, Ltd. ("CSG"), another boutique consulting practice serving the competitive telecommunications industry. At CSG, Paulette acted as a consultant and project manager on projects involving such issues as carrier interconnection process development and the analysis of incumbent local exchange carrier operations support systems. Ms. Bannack was also responsible for the oversight of multiple projects dealing with competitive carrier regulatory licensing and compliance, including certification applications, tariffing and ongoing compliance with state, federal and international regulatory requirements. Prior to CSG, Ms. Bannack served in various capacities within AT&T, where she was responsible for customer relation management, process development, human resource management, as well as the management of large scale legal and regulatory projects.

20-20 Technologies Bio's

The 20/20 Technologies Team

To understand and clearly see the future, it is necessary to have a strong underpinning of experience and understanding of the past. A strength of 20/20 is the depth and breadth of its senior team:

Patrick Shutt, Chairman

Mr. Shutt is a 15-year telecommunications industry veteran. Prior to founding 20/20 he was founder, Chairman, and CEO of Universal Access, a company providing dedicated wholesale connectivity to other service providers. At Universal Access Patrick led an organization that developed and implemented a business plan that grew from \$0 to \$120 million in revenue in four years. Previously he was associated with Cable & Wireless, Arista Communications, Teleport Communications Group (TCG), and Sprint. Mr. Shutt holds an MBA from Wagner College.

Mark Dickey, Senior Vice President Global Business Development

Mr. Dickey has spent 20 years in the telecommunications industry in a variety of sales, sales management, and operational roles. Most recently he was Senior Vice President of Sales and Procurement for Universal Access. Prior to Universal Access Mark was associated with CBLD, Cable & Wireless, USN, and Teleport Communications Group (TCG).

Robert Fischer, Senior Vice President Marketing

Mr. Fischer is a telecommunications industry veteran with over 30 years of business experience. He began his telecom career with Illinois Bell and AT&T Business Marketing, moving through various strategic planning, operations, and marketing positions with Ameritech. At the time Ameritech was acquired by SBC, Bob was Director of Wireline Business Development for Ameritech International, working with clients and partner companies in Europe, Oceania, and Asia. Prior to joining 20/20, he was Vice President of Industry and Competitive Intelligence for Universal Access. Mr. Fischer holds a Masters Degree from the Kellogg School of Management at Northwestern University.

Chris Kelleher, Vice President –North American Business Development

Mr. Kelleher has 20 years of telecommunications industry experience including 15 years with Cable & Wireless. At C&W, he was part of their London-based international team, interfacing with both existing and new clients, providing marketing, sales, and business development. Most recently Chris was the Vice-President, Sales, for Universal Access. Mr. Kelleher holds an MBA from the University Of Chicago Graduate School Of Business.

George Letavay, Vice President – Services & Technology

Mr. Letavay entered the telecommunications arena in 1979 as a PBX Service Technician. As his career progressed, his experiences and responsibilities broadened to include middle and senior management positions in network design, engineering, product management and development, client solution development, and business strategy at

firms including AT&T, Illinois Bell, Ameritech, SBC, Telenisus, and Universal Access. George holds a Masters Degree from DePaul University.

Milan Saric, Senior Vice President – Finance & Administration

Mr. Saric is a financial executive with over 25 years business experience in managing medium and small businesses, including startups; as well as large business key functions. His career has encompassed a broad range of industries including telecommunications, transportation, construction, finance, and consulting. Milan is a CPA and holds an MBA from the University of Illinois.

Steven Altschul, Director of Business Strategy and Development

Mr. Altschul brings a strong knowledge of information based market leveraging to the 20/20 table. He has been tasked with creating and managing the bandwidth markets/trading desk at 20/20, leveraging knowledge of both the buy and sell sides of the markets to ensure best possible pricing for communications solutions. Beyond working as an independent consultant, he was trained by commodities industry leader Cargill in the mechanics and functions of an actively traded environment. Steve holds an MBA from the Kellogg School of Management at Northwestern University.