




Verizon Partner Conference 11/17 Bios

 <p>Clark Boyd, Senior Producer, Public Radio International, “The World” program</p>	<p>Clark Boyd is currently serving a life sentence as a storyteller. In the latest incarnation, he works as Senior Producer and Reporter for “The World” figuring out what should go on the broadcast, and then the who/when/why/where/how of making that happen. On the reporting side, Clark is prone to taking a sideways glance at just about any story that comes along.</p> <p>For more than 16 years, he has been traveling the globe in search of interesting people to put on the radio, on the web, and even on television. Most recently Clark did a two-year stint for The World in Brussels, where mostly covering Europe's ongoing financial crisis. Before that, he served as The World's technology correspondent, and also hosted a weekly technology podcast. Since returning to the Boston newsroom, he has tackled a variety of projects, including the creation of Boston Calling, a weekly program for the BBC World Service.</p> <p>Clark graduated with a B.S. Foreign Service from Georgetown and has a Masters from Harvard.</p>
 <p>Rodney Faraon, Executive Producer NBC, “State of Affairs”</p>	<p>Rodney Faraon is President of Aardwolf Creative LLC, a film and television production company that creates authentic, inspirational, and entertaining content about the world of intelligence and international security.</p> <p>Mr. Faraon brings more than two decades of experience as an intelligence professional in both the public and private sectors. Since 2008, Mr. Faraon has been a partner in the global advisory and business development firm Crumpton Group LLC. From 2005 to 2008, Mr. Faraon was the founding Director of The Walt Disney Company's Global Intelligence practice, which assessed political risk and warned of security threats to the Company. He served as an analyst at the Central Intelligence Agency from 1991-2005, writing his first memo for the President as an undergraduate college student and later rising quickly to the Agency's leadership ranks. From 1999 to 2001, he was on the President's Daily Briefing teams for Presidents Bill Clinton and George W. Bush. As briefer to and speechwriter for Director of Central Intelligence (DCI) George J. Tenet, he was awarded the Director's Medal, the DCI's highest personal decoration. After 9/11, he served in a CIA Station overseas, building a counterterrorism program and managing relationships with foreign intelligence services.</p> <p>Mr. Faraon is a contributing author to the book <i>Vaults, Mirrors, and Masks</i>:</p>

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	<i>Rediscovering U.S. Counterintelligence</i> (2009). He is on the Board of Directors for Project 2049, a think tank on Asia security issues. Mr. Faraon graduated with honors from Georgetown University's Edmund A. Walsh School of Foreign Service. He is a life member of the Pacific Council on International Policy.

Delivering the Network of the Future

	Executive Biography
 Eric Cevis – President, Verizon Global Wholesale	<p>Eric Cevis is President - Verizon Global Wholesale for Verizon Telecom and Business, responsible for domestic and international wholesale strategy; including marketing, sales, customers and wholesale business operations.</p> <p>Prior to his current assignment, Cevis was Vice President of Sales for the American region within Verizon Global Wholesale.</p> <p>Previously, Mr. Cevis was Vice President of Verizon Enhanced Communities where he was responsible for the delivery of bundled communications services (voice, data, and video) to entire communities, including new construction and existing retrofit multi-dwelling units (MDU), new-construction as well as access agreements for small/medium business multi-tenant units.</p> <p>In addition, from December 2003-2005, Mr. Cevis was Vice President, business channel development, for the Verizon's Retail Markets group.</p> <p>From October 2003, Mr. Cevis was Vice President – business wholesale marketing for the Broadband Solutions Group within Retail Markets. Mr. Cevis also held several positions with Verizon Enterprise Solutions Group, Vice President of sales for the Internet Service Provider market and Vice President of sales for emerging markets. Mr. Cevis began his career in 1986 as a staff supervisor for the government systems division of Bell Atlantic.</p> <p>Mr. Cevis has served as the national program chair of the National Eagle Leadership Institute (NELI), serves on the Advisory Board and is a member of the Verizon Employee Resource Group, Consortium of Information and Telecommunications Executives (CITE), the National Association of Black Telecommunications Professionals, and on the Boards of the National Multi Housing Council, and Verizon Washington, DC. He is also the Executive Champion for Disabilities Issues Awareness Leaders (DIAL).</p> <p>Born in Baltimore, Maryland, Cevis received a B.S. degree in Marketing Management from George Mason University in 1986. He continued his educational pursuits at the Wharton School of Business, University of Pennsylvania in 1996.</p>

MEF INDUSTRY PERSPECTIVES



Nan Chen, President, MEF
Executive Vice Chairman,
CENX

Nan is known in the telecom/networking industry as the founding President of the MEF. The MEF has profoundly shaped the telecom and Internet industry by establishing Carrier Ethernet as the predominant technology and service, reaching \$60b in revenue, for businesses, homes, mobile infrastructure, and for next generation networking of the Internet.

Under his leadership, MEF has grown to over 200 members, and has become one of the major success stories in the new Internet age, from the definition of more than 40 industry standards to the historic definition of CE1.0 & CE2.0 and eminent certification programs (1000+ certificates). Mr. Chen's drive to unite standardization and certification with dynamic, global campaigns and strategic initiatives, helped make Carrier Ethernet one of the fastest growing areas in telecoms (\$100b in 2017). Mr. Chen is Co-founder of CENX. His previous ventures are Atrica and Bay Networks. He has received 30+ industry awards/accolades and 100,000+ citations in worldwide media.

Delivering the Future – Network Updates – 100G NID DEMO



Glenn Wellbrock – Director
Optical Transport Network -
Architecture, Design &
Planning

Glenn Wellbrock is the director of optical transport network architecture, design and planning at Verizon, where he is responsible for the development and deployment of new technologies for both the metro and long haul transport infrastructure.

Prior to this position, Wellbrock ran the advanced technology lab, established evaluation criteria and set engineering guidelines for all backbone transport equipment as well as various positions within network operations.

In addition to his more than 20 years at Verizon (1984-2001 and 2004-present), Wellbrock was responsible for product architecture within the U.S. optical networks group at Marconi and product planning at Qplus Networks with a specific focus on developing alternative modulation techniques.

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Vincent Alesi
Director, Data Services
Planning, Verizon

Vin Alesi is responsible for data services planning for Verizon's Ethernet, IP and Security products. Vin's team leads the development of service-level architecture and technical requirements for these products. His team is also responsible for network infrastructure planning for Verizon's Ethernet access and network-based security platforms.

Vin has held various positions in the Network Engineering, Finance and Corporate Technology organizations and worked on multiple technologies since joining Verizon in 1985. His extensive work in the Ethernet services area since 1999 has helped grow Verizon's Carrier Ethernet services into one of company's key strategic products.

Vin holds several US patents and has presented at various industry conferences. He has served as member of the MEF Board of Directors since 2013. Vin holds a BE from Hofstra University and an MS from NYU/Polytechnic.

Delivering the Future – Product Updates



Larry O'Neill - Director New
Product Launch

Larry O'Neill is the Director of New Products for Verizon Global Wholesales. Larry leads a team of product developers bringing new products to the market. Larry also manages the teams small cell market management functions, and wireless backhaul solutions.

Prior to his current assignment Larry was a manager of Strategy and business development. Larry has been involved with Ethernet and Optical product development for the past 15 years. He lives and works in the New York area.

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**Dawane
Young –
Director
Cloud
Services**

Dawane is the Division VP of Strategic Solutions for Verizon's Global Wholesale organization. He is a 20 year Telecommunications veteran having held business development, marketing, operations and sales management roles.

In Dawane's current role his team engages in Security, Data Center Collocation, Professional Services and Cloud sales opportunities with partners and resellers globally. Dawane's team helps to identify emerging sales strategies, technology shifts and also develops new models to address the rapidly growing 'as a service' market.

Dawane holds a Bachelor of Science Degree in Mass Communications from James Madison University.



**Micha Kahlke
Product
Manager for
International
E-Line**

Micha Kahlke is Product Manager for the E-line product within Verizon's Global Wholesale Ethernet team. Prior to his current role, Micha served in various Roles within Verizon's Sales Engineering, Bid Management and Marketing teams over the last 14 years. He is also Lead Product Manager for the new service delivery platform Verizon Rapid Delivery (VRD) for all upcoming Ethernet products and product enhancements.

Micha holds a Bachelor of Science in Electrical Engineering and a Master's Degree in Telecommunication from the University of applied Sciences Westfälische Hochschule in Germany and he is MEF-CECP.

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**Matthew
Duckworth,
Director
Global
Ethernet
Services**

Matthew Duckworth, Director of Ethernet Product Marketing for Verizon Global Wholesale, is responsible for the product management, pricing, promotion, go to market planning and marketing of Verizon Global Wholesale's suite of Ethernet products and services.

Mr. Duckworth has 20+ years of international business experience. He has held several management positions of increasing responsibility in sales and marketing with carriers including AT&T, Teleglobe and Verizon. He was a member of Verizon's global network expansion team, Global Solutions Inc., formed after the merger between GTE and Bell Atlantic.

He has recently appointed to the global marketing Co-Chair position at the Metropolitan Ethernet Forum (MEF). MEF's vision is to develop global standards in support of the expansion and adoption of Ethernet technology, provide requirements to support carrier and individual Ethernet technology certification programs and to chart the future of carrier Ethernet.

Unlocking the Potential – Service Delivery/Operations



**Genia Wilbourn,
Executive
Director, Network
and Technology**

Genia Wilbourn was recently named executive director of Verizon's Network & Technology – Global Engineering Design & Transport responsible for engineering design and capacity management across Verizon's wireline network footprint.

Most recently, Ms. Wilbourn led Verizon Service Delivery & Assurance Global Operations, the team that builds, provisions and optimizes Verizon wireline's infrastructure video, data/IP, transport and voice networks. Ms. Wilbourn also led wireline International Operations including the planning, building and maintenance of local access networks in Europe, Middle East and Africa (EMEA), Asia Pacific, Canada, Latin America and the Caribbean. Her team provisioned and maintained Switched Ethernet Service (SES) across the domestic footprint in addition to engineering and provisioning enterprise customer high and low bandwidth services across the globe.

Prior to 2013, Ms. Wilbourn led centralized support for wireline central office and special service field operations, focused on strategic initiatives, new process development and improvement and workforce readiness. She led the execution of the Network Reliability plan within SD&A, ensuring that the team was staffed, trained and equipped to support critical network reliability initiatives.

Ms. Wilbourn began her Verizon career on 1998 as a team leader in Potomac Regional OCO, responsible for provisioning and maintenance of special services for Wholesale customers. Since then she has held a variety of staff and line positions with increasing responsibility including director of field automation support and director of Potomac network field operations.

Ms. Wilbourn holds a Bachelors of Science degree in Civil Engineering from Morgan State University. She is a graduate of both the Rutgers Executive Leadership Program for Women and the Master Series of Distinguished Leaders.

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**Kwame Trotman –
Vice President
Global Wholesale
Operations**

Kwame Trotman is Vice President of Global Wholesale Operations, responsible for Global Customer Ordering, Sales Engineering, Sales & Staff support and the FTTC Program Office. In this role he is responsible for delivering operational support to Global Wholesale Customers, Sales and Marketing.

Prior to his current assignment, he was responsible for end to end service management for switched, special and mobility access globally. Previously, Trotman served as Director of Operations for the FL Region, responsible for Installation and Maintenance for Verizon Residential and Business Customers. In this role, he was also responsible for the service delivery of high-bandwidth services to retail and wholesale customers in the Florida Region.

Trotman began his career at Bell Atlantic in the Wholesale organization where he was responsible for special circuit delivery for wholesale interexchange carriers in the Potomac region. Trotman has held positions of increasing responsibilities from field supervisor, special services dispatch center manager, director of Customer Operations, Construction and FiOS/Core Installation and Maintenance.

Trotman earned a B.S. in Business Management from Hampton University and an M.B.A. from Troy State University. In addition, he served eight years honorably in the United States Marine Corps. Kwame currently serves on the Board of the High Bridge Foundation and previously Big Brothers Big Sisters of Tampa Bay.

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Nefatiti Anderson

**AVP, Global
Wholesale
Operations**

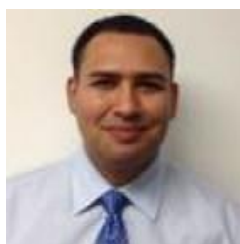
Nefatiti Anderson is AVP - Global Wholesale Operations for Verizon Telecom and Business, responsible for leading Global Customer Ordering, Customer Experience & Escalations and the Program Management Office. In this role she's responsible for leading more than 200 employees and contractors across six eastern states, Texas, and Manila, Philippines.

Prior to her current position, she was the Associate Director in Verizon Wireless, where she was responsible for leading and managing the MSO Operations' PMO and Portfolio team. There she foundationally built interdependent tools, processes and procedures that were mutually beneficial across all partners (VzW and Cable MSO partners alike), and was accountable and responsible for delivering against the PMO / Portfolio Operating plan. Her team-wide approach of managing inclusively has delivered repeatable success.

Nefatiti has held several Marketing, Program and Project management, Network, Systems Engineering and test positions across Verizon and its legacy companies. Nefatiti earned a Bachelor of Science Degree in Computer Science from Spelman College, and a Master of Science in Computer Science (Artificial Intelligence) from Stevens Institute of Technology.

Nefatiti holds a US Patent, where the invention relates to wireless dynamic channel assignment.

Nefatiti is a 25-year member of Alpha Kappa Alpha Sorority, Inc. and serves on the executive board of the Central NJ Chapter of Jack and Jill of America, Inc.



**Ivan Berg, AVP
Network Ops**

Ivan Berg is Area Vice President in Global Wholesale Operations responsible for end to end service delivery and assurance for switched and special access Wholesale products for its US based customers.

Prior to his current assignment Ivan Berg was a group manager in Global Wholesale Operations, responsible for end to end Service Delivery of all products and services for some of Verizon's most strategic accounts. In this role Ivan was responsible for all low and high bandwidth orders as well as large projects associated with his customers. Ivan served as the customer interface into Verizon's supplier teams and is accountable to orchestrate the build and provisioning critical path milestones associated with all VzB and VzT orders.

Previously, Ivan served as Program Manager in the Fiber To The Cell Site program management office. In this role Ivan was responsible for overseeing the end to end delivery of the 4G LTE network. Ivan ensured that all supplier (OSP/IOF Engineering, Construction, Ordering & Provisioning) teams worked in parallel to deliver one of Americas fastest and most robust and reliable networks in the Wireless industry supporting the evolution in wireless technology.

Ivan performed his undergraduate study at the City College of New York, double majoring in Business Administration & Economics with a specialization in Corporate Finance.

Partnering with Verizon



Dan Higgins,
Area Vice
President Partner
Solutions

Dan leads Carrier Management initiatives dealing with 3rd party vendor relationships (ranging from contract negotiations through circuit re-terms) to support the products and services that Verizon sells to our Enterprise customers throughout Domestic US, Canada and Latin America.

Prior to his current position, Dan led transport initiatives concentrating on all layers of connection including TDM and Ethernet capabilities of the Carolinas and Tennessee Region consisting of 10 physical switch locations and over 3,300 cell sites. Concentrated on Ethernet (EBH) deployment to enable LTE coverage in the Region delivering 1220 EBH circuits and 1900 EBH upgrades while disconnecting over 16,100 circuits resulting in over \$42M of direct Telecom savings in 2012. Led Facilities team on overall plan supporting Democratic National Convention including 4 large scale DAS deployments, 4 COW locations and bandwidth upgrades to all sites surrounding targeted event sites. Plans included overall transport planning and implementation as well as Regional representation to US Secret Service at the Critical Infrastructure Resource Center (CIRC) during the event.

Paving the Way – Technical Expertise



Derek Curl,
Executive Director
Sales Engineering

Derek Curl is an Executive Director in GW Operations with responsibilities for Sales Engineering and the Voice team. Prior to his current position, Derek led a team of Black Belts in Verizon's Lean Six Sigma Program. Derek has held positions within Sales and Marketing across various organizations, including Enterprise, Small Business and Wireless.



Julia D. Stefanini,
Regional Vice
President of the
United Americas
Sales Organization

Julia D. Stefanini is Regional Vice President of the United Americas Sales organization in Verizon Global Wholesale. In this current role, Julia leads a team of sales professionals in driving strategic partnerships, revenue retention and growth strategies for a wide range of accounts representing \$4B in wholesale revenue.

Julia's role also includes Sales Leadership, Strategy & Policy, Client Relations and Negotiations, Account Planning and Development, Revenue Growth, Ideation and Initiatives and Sales Excellence and Transformation.

Prior to this current assignment, Julia lead sales teams including international Carriers in Latin America, Caribbean and Canada along with key strategic domestic accounts representing a range of diverse customer requirements with wholesale module revenue accountability from \$500 M to \$2B.

Julia's telecommunications career spans a broad base of assignments with increasing responsibility and range encompassing Finance & Comptrollers, Installation and Maintenance Customer Service Operations, Market Area Planning, New Products & Services Implementation, Operational Reviews/Field Support, CLEC System Deployment, Local Provisioning Operations and the Product Line Ownership of the Wholesale Advantage product offering, contract negotiations and value add services.

Additionally, she has led key corporate projects such as the E-9-1-1 Readiness for Y2K compliance where she directed and was accountable for the inventory, assessment, remediation, testing and certification of all Bell Atlantic public service safety equipment in the 13 state operating region.

- Julia is a magna cum laude graduate of Bryant University where she earned a degree in business administration. She also earned a Master's Degree from Boston University in business administration as well. Ms. Stefanini has completed ongoing Executive Development Programs at the University of Virginia, Center for Creative Leadership, Rutgers University and Northeastern University.