

Presenter Bios

Bryan Baker, President, Com-Control Inc.

Bryan Baker leads a team of tele-management professionals that provides crucial data and tele-management services to communities and corporations around the country. Their inside experience allows them to deliver the inside information critical to long term success in the broadband communications arena. After a decorated career managing strategic account teams for MCI, Ameritech and SBC, he and his team have been providing their valuable, unbiased services for over seven years. He speaks regularly to the tele/datacom management audience on a national basis and sits on many technology councils, task forces and broadband think tanks.



Scott Burk, Product Line Manager, Tellabs

As a product line manager at Tellabs, Scott Burk is responsible for the Tellabs 1000 multi-service access series product in fiber and broadband markets worldwide. Mr. Burk has more than 25 years of telecommunications industry experience. Previously, Mr. Burk was a director for Vinci Systems North American sales and marketing for fiber technology. In addition to previous leadership sales positions at Convergent Networks, Mr. Burk has held a variety of engineering posts at Siemens, Newbridge Networks, Timeplex Corporation and Vitalink Communications. Scott Burk also served as a telecommunications system controller for the United States Air Force.



Clifford M. Clarke, CIO/Chief Technology Officer, City of Fort Wayne, Indiana

Clifford M. Clarke is the Chief Information Officer (CIO) and Chief Technology Officer for Fort Wayne, Indiana. In these roles, Clarke is responsible for the technology strategies of the second largest city in Indiana. In a relatively short time with the city, Clarke used technology and process methodologies to optimize the delivery of services to the citizens and businesses of Fort Wayne. He's implemented best practice policies and procedures to enhance the IT operation. As a result, IT (as a service) is better unified across the local government enterprise. He works to improve and prepare the infrastructure of the city to move customer expectations to the next level. Mr. Clarke brings more than 25 years of IT experience and a wealth of leadership expertise to his position. The city has put a premium on using technology to provide better services for citizens. Mr. Clarke is responsible for finding ways to make this vision a reality for Fort Wayne.



Jack J. Conie III, President/CEO, Ca-Botics Fiber Systems

Jack J. Conie III is the President, Chief Executive Officer and Founder of Ca-Botics Fiber Systems. Ca-Botics is the world's leading provider of advanced installation technologies for fiber cable deployment in sewers and collection systems. Ca-Botics provides infrastructure solutions, including robotics, to install fiber cable in existing sewer pipes in metropolitan areas. Ca-Botics is a private company and is headquartered in Dublin, Ohio. It completed the first North American installation of fiber cable in Toronto, Ontario, Canada, in 2000 and the first installation in the United States in October, 2001 in Dublin, Ohio. Before starting Ca-Botics, Mr. Conie spent over 20 years in the sewer and waterline construction industry. He founded the Northwest Conduit Corp., which specialized in buried cable/conduit for the telecommunications industry and open cut sewer and waterline construction. In 1990 he founded Environmental Pipeliners, which pioneered the trenchless construction industry utilizing remote CCTV and robots to repair and rehabilitate existing sewer lines. Mr. Conie is also a Founder and Principal of CIPP Corp., which manufactures cured-in-place lining systems. Mr. Conie has managed over \$300 million in construction contracts during this time period.



Daniel J. Coulombe, Chief of Police, Hermiston, Oregon

Chief Daniel J. Coulombe has served in municipal law enforcement for the past 27 years in Michigan, Colorado, Washington and Oregon. He has worked for municipalities with populations of 15,000 to 90,000. He has served as chief of the Hermiston Police Department for the past six years. This agency was awarded the 2006 Innovations in Technology Award from the International Association of Chiefs of Police (IACP) for its use of technology associated with evacuation. Coulombe holds Bachelors and Masters Degrees in Criminal Justice from Southwest University, and is a graduate and past adjunct instructor of Northwestern University School of Police Staff and Command. The Hermiston Police Department is using Wi-Fi technology in daily police operations and has developed exceptional emergency preparedness capabilities.



Chuck Flournoy, Vice President and COO, Mapcom Systems

Chuck Flournoy oversees software development, product delivery and day to day operations. He has been integrally involved in the company's growth and success. Additionally, he provides a wide range of consulting services to Mapcom clients for plant documentation, workflow management and data integration for telecommunications companies in the United States and abroad. Mr. Flournoy currently serves on the NTCA Expo Advisory Committee and is a member of the Society of Cable Telecommunications Engineers. Mr. Flournoy earned a Bachelor's in Business Administration from Stetson University and holds a Masters in Liberal Studies from Duke University.



Jeanne Foreman, Sales Communications Manager, PacketFront Inc.

Jeanne Foreman has been in the business of reading and responding to RFPs from local, state and federal customers for 13 years; her time "in the trenches" as a proposal writer and manager has given her unique insights on the dos and don'ts of RFP writing, from the vendor's point of view. Foreman has also written sample RFPs for two industries and is well-versed with some of the new tools of the trade now in use by Proposal teams. She can offer sound advice on how to receive the kind of response you're looking for from vendors, including how to pre-qualify vendors before releasing your RFP.

Steven Glapa, Vice President of Marketing and Product Management, Zhone

Steven Glapa is responsible for setting product portfolio and go-to-market direction to maximize value for the Zhone's 600-plus customers worldwide. Previously at ArrayComm as VP of marketing, Glapa worked closely with carriers to clarify network economics value driven by new technology and repositioned the company for success in Multiple-Input/Multiple-Output (MIMO) software for WiMAX and 3G wireless systems. Glapa's prior experience also includes roles at Booz-Allen and Hamilton, developing strategy for Fortune 100 clients; at Lucent Technologies, as vice president and general manager of IP messaging and applications; and at Banter, a customer service software startup later acquired by iPhrase. Glapa holds an MBA from Columbia University, a BS in mechanical engineering and computer science from George Washington University, and a BA in physics from Carleton College.

