

Dave Roy

Founder/President at Global-i, Inc. (Consulting Company in the Converged Communications/IT Industry)

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Summary

Full-Lifecycle Services and Technology Management Consulting Expertise -

- * Interested in offering Global-i, Inc. consulting services to high-tech clients

- * Consulting Expertise Areas: Full Life-cycle Product/Service Development, Engineering, Launch & Market Expansion. Infrastructure Deployment and Systems Implementation

- * M.B.A. with Technology and Marketing focus, and about 20 years in Enterprise & Carrier Communications, Networking and IT industry with expertise in cutting-edge technologies + go-to-market planning at Communications Service Providers and OEMs + Infrastructure Deployment and Systems Implementation

- * Projects Launched and Implemented:
 - WiMax services at Sprint-Nextel

 - 3G/4G Wireless, Satellite, Mobile VoIP services at Terrestar

 - Managed Service-based Implementation (Global Enterprise Communications & IT Infrastructure-VoIP, MPLS, etc.) for British Telecom

 - Managed and Hosted IP-PBX and VoIP services at Fonality

 - 3G Real-time Billing-based services at Sprint-Nextel

 - Unified Billing & Datawarehousing Implementation at Sprint-Nextel

 - Next-Gen IMS-based Converged Communications & Messaging services at T-Mobile

 - Commercial IP-based Voice and Data services at Primus Telecom

 - SIP Trunking, Managed IP-PBX, Hosted PBX, IP Centrex, Commercial VoIP, MPLS -based Data services at XO Communications

- Next-Gen Wireless Voice and Messaging Services (Windows Mobile-based Smart Devices and Smart Applications in Voice Recognition, Speech Services, Next-Generation Directory Services, Location-based Services, Presence, IM/Chat, etc.) at Nextel
- Video mail and Mobile Video applications/platform (Video, MMS, SMS, VAS) at Glenayre Technologies
- Commercial VoIP and ISP-based services at AOL-Time Warner Cable
- PBX-based CTI applications/platform at NEC Unified Solutions
- Managed/Professional Voice and Data Services at Ameritech Global Business Solutions (now SBC/AT&T)

Specialties

Strategy Formulation, Ideation, Business Case Development, Design & Architecture, Product & Service Planning/Development/Management, Requirements Development/Management, Roadmapping & Feature Phasing, Core Teaming & JADs, Program & Project Management, Vendor/Partner Evaluation & Management, Launch and Go-to-Market Planning, Product Engineering/Testing, Applications/Solutions/Sales Engineering, Technical Marketing, Strategic Alliances, Pre-Sales/Sales Support, Business & Channel Dev

Experience

Founder and President at Global-i, Inc.

2007 - Present (2 years)

Who We Are:

Global-i (www.globaliconsulting.com) is a consulting, contracting/outsourcing & technology services solution provider. Gi collaborates with Converged Communications & IT clients to help them become "Value-Driven Entities". Gi's expertise is in full-lifecycle and implementation consulting, know-how of tech markets, deep understanding of emerging/current/legacy technologies and sourcing models.

Practice Areas:

- * Global-i LifecycleDrive© - Full Lifecycle Services
- * Global-i D2IS© - Implementation & Deployment Services
- * Global-i ReStrat© - Proof-of-Concept (POC) Services
- * Global-i LAPS© - Lab & Partner Services & Management

- * Global-i ExpertConsultant© - Project-based Contracting Services
- * Global-i D2OS© - Decision-to-Outsource Services - Managed Outsourcing

Recent Client Projects:

- * Sprint-Nextel (4G WiMax)
 - * TerreStar (Nextgen Satellite-Cellular Services)
 - * Chevron (Nextgen Identity Management)
 - * BHP Billiton (Nextgen Portal and Collaboration)
- 1 recommendation available upon request*

Senior Program and Project Manager (Consultant) at British Telecom (BT)

2007 - 2007

Managed the full team initiative centered on program and project managing the launch of BT's Managed Communications Services Contract on a global MPLS network for Voice, Data, Conferencing services for a Global 100 enterprise, working with all cross-functional team members in a matrix relationship. Managed the contract phase of putting the program and project together to have VoIP services included in the overall Data services contract for 2000+ sites worldwide. Assessed the contract needs and developed the program integrated with the larger program for WAN, Security, Conferencing, Remote Access, etc services.

Director of Managed Services at Fonality

2007 - 2007

Developed and managed the Fonality Managed IP-PBX/VoIP Services Initiative for Telecom and Managed Service Providers. Developed the Service Strategy, Business Plan and the Partner Program. Launched a Multi-tier Managed Services Partner Program with a new Partner Registration Website, Managed Services Partner Portal for supporting partner launches/partner management, and a comprehensive marketing plan (including Lead Generation campaigns, Press Releases, Webinars, etc). Developed product requirements supporting managed services product architecture and service strategy. Managed a team, presented the partner program, assessed partner needs and signed up worldwide new partners.

Senior Manager for Program/Projects (Consultant) at Sprint-Nextel

2006 - 2007 (1 year)

Program/Project managed Sprint's CDMA launch activities for their Next-Generation, Pre-paid Mobile Platform for Voice, Data, Video and Digital Contents. Utilized Sprint's Enterprise Development Program (EDP) process to work with internal groups and external vendors to plan and manage programs/projects.

Senior Manager of Product Development (Converged Communications and IMS) at T-Mobile USA

2006 - 2006

Led T-Mobile's Converged Communications and Messaging Initiative (IMS - Voice, Data, Video, Video Telephony, Video IM, PTX, Digital Contents, VoIP, etc). Collaborated with World-class partners on T-Mobile's EDGE/3G UMTS and IP-based Broadband Network to plan, develop and manage next-generation services.

1 recommendation available upon request

Senior Manager of Product Development/Sales Engineering (Consultant) (VoIP Services) at Primus Telecom

2006 - 2006

Piloted and launched VoIP Services - Business IP Trunking, Hosted VoIP and Managed IPT Services

Senior Product Manager (IP-Based Services) at XO Communications

2005 - 2006 (1 year)

Provided leadership, direction and management of new and existing IP-based converged services (Including: VoIP Trunking, Managed VoIP, Hosted IP Telephony, IP-WAN, IP Collaboration, IP Mobility Services, etc.), on XO's IP network and national PSTN Backbone.

+ Managed Development and Launch activities for Managed IP-PBX services

+ Managed Development and Launch activities for Hosted IP Telephony (IPT) Services

+ Managed Launch activities for IP-based Business Trunking

+ Managed Sustaining activities for XO's IP-Centrex service

3 recommendations available upon request

Senior Product Manager at Nextel Communications

2004 - 2005 (1 year)

Provided leadership, direction and management of existing and next-generation products on Nextel's Motorola-based wireless network (IDEN) and Next-Generation networks (Dual-Mode, CDMA, VoIP). Primary contributions were in leveraging partnerships with Microsoft and other Open-platform, Smartphone OEMs and Application partners to create Integrated Enterprise Services, for targeting integrated communication needs of SMB, Enterprise and Vertical customers.

+ Launched New Wireless services on Nextel's first Smart Phone Operating System-based i900 Series Handsets (i930 Smartphone)

+ Managed Launch activities for Push-to-Anything (PTx) Services on Nextel's Push-to-Talk (PTT)

platform

1 recommendation available upon request

Senior Management of Product Development (Next Generation Messaging Platform & Products)(Consultant) at Glenayre Technologies

2004 - 2004

Provided leadership, direction and management of new and existing products of carrier-grade video messaging and mobile video services, through pre-launch stages on Glenayre's next-generation messaging platform for mobile networks (3G/4G) and fixed-line carrier networks (Broadband and VoIP networks). Glenayre is a leading manufacturer (OEM) of Legacy and Next-Generation Voice, Data, Video Messaging platforms and applications.

+ Managed Launch activities for Video Mail and Mobile Video Services on Glenayre's Next Generation Messaging Platform (ICE)

1 recommendation available upon request

Senior Product Marketing Manager (VoIP and ISP Services) at Time Warner Cable

2003 - 2003

Provided leadership, direction and management of new and existing products for IP-based Voice, Data and Internet services, on Time Warner's packet cable network. RoadRunner is the Internet Service Provider (ISP) arm within Time Warner Cable. Primarily a Residential ISP with a new Business-Class Group setup to develop and market Voice, Data and Internet Services to Enterprise customers.

+ Managed Pre-Launch activities for New Voice-Over-Cable Services (VoIP)

+ Launched Dedicated Internet Access (DIA) Metro Area Networking Service

Product Manager (TDM PBX, IP PBX, CTI/OAI Products) at NEC Unified Solutions (NEC Corp)

2000 - 2002 (2 years)

Provided leadership, direction and management of new and existing products for leading-edge voice/data management and mobility solutions utilizing server-based Computer-Telephony Integration (CTI), Open Applications Interface (OAI) and Call Control technologies integrated with enterprise voice/data Customer-Premise Equipment (TDM and IP PBX CPE infrastructure).

+ Launched and Sustained Existing and New CTI Products on the NEAX PBX platform

Product Manager at IntelInfo

1998 - 1999 (1 year)

Provided leadership, direction and management for existing and new ASP-based intelligence products.

+ Launched and Sustained Market-Research products

Solutions Consultant at Executone Information Systems

1997 - 1998 (1 year)

Provided Enterprise, SMB and Vertical Markets Voice and Data solutions with CPE-based Executone KTS and Hybrid PBX voice systems, data and video solutions, medical communications solutions, bundled with transport services.

Marketing and Solutions Manager (Consultant) at Ameritech

1996 - 1997 (1 year)

Provided Marketing leadership and direction for Professional/Managed Telecommunications Services within Ameritech's Global Business Solutions Group with CPE-based voice (Nortel Voice Systems), data and video solutions, bundled with Ameritech transport services.

* Performed market analysis and planning for SMB, Enterprise and Vertical solutions. Researched and analyzed segment needs and prepared marketing plans.

* Provided sales and solutions support. Gathered requirements and collaborated with bids and proposal, sales engineering, product management to respond to bids with configuration, design, quotation, customer presentation and product demonstrations.

Education

University of Toledo

MBA, Marketing and IT, 1993 - 1996

Activities and Societies: * Office Bearer of the MBA Club

* Member of IPICS, AMA, PDMA (Student Chapters)

The University of Akron

MA, Urban Studies, Public Administration and Info Systems, 1989 - 1992

Activities and Societies: * Student Member of American Planning Association National Chapter

Delhi University

BA, Economics and Business, 1983 - 1987

Interests

Married with two children, Reading, Traveling, Photography

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7 people have recommended Dave

"Dave led and managed the product development and delivery process for a critical next-generation product line and collaborated with the entire team to create and execute on full-lifecycle and service deployment activities. He worked closely with the entire internal, partner and customer teams to manage the delivery process working along side the executive review committee. Dave is an all inclusive team member and a thought-driven and action-driven team leader. He is well respected by his management, peers, partners and customers."

— **Pat Verrington**, *President, Watchtower Solutions, Inc.*, worked directly with Dave at Glenayre Technologies

"Dave diligently designed and produced the Project Plan for the implementation of a VoIP proposal for a customer's entire operation in Latin America taking into account an existing data network roll-out project that the VoIP service had to interleave with, so as not to cause any disruption with existing voice services."

— **Bob Hutt**, *Senior Solution Architect, BT*, managed Dave indirectly at T-Mobile USA

"Dave has a good grasp of his area of expertise and brings a great deal of passion to his work. He is full of ideas and enthusiasm!"

— **Charles Cary**, *VP, XO Communications*, worked directly with Dave at XO Communications

"Dave is a capable leader who adeptly navigated the Sprint/Nextel product launch process in support of several high-profile handset introductions. Dave has a good blend of technical skills and business acumen and has proven he can get things done."

— **Michael Hollobow**, *Device Portfolio Planning, Sprint Nextel*, worked with Dave at Nextel Communications

"Dave has a strong understanding on IP technologies and services."

— **Jeffrey Coshland**, *Account Manager, Cisco Systems, Inc.*, was a consultant or contractor to Dave at XO Communications

"Dave is a great professional. He worked with us on a webinar and not only prepared a great presentation but came ready to handle any (and I mean ANY) live questions. I was particularly impressed by the fact that he was happy to concisely deliver great value to the audience and in the Q&A essentially gave away thousands of dollars in consulting value in a few minutes."

— **Owen Linderholm**, *Senior Publishing Director, Tippit*, was with another company when working with Dave at Global-i, Inc.

"I worked with Dave at XO Communications on critical path managed service GTM initiatives. His skill and experience in accelerating the implementation and launch process proved invaluable. He clearly understands the marketplace and can mitigate barriers for any organization requiring streamlined and innovative product solutions. He is candid and respectful of his team members time and roles in any project. I recommend him without hesitation."

— **Brian Artuso**, *Director, NEC*, worked with Dave at XO Communications

[Contact Dave on LinkedIn](#)