
James Keith Brewington

Veteran leader in the global communications market, with over 40 years of industry experience at AT&T and Lucent Technologies, including being President of the Lucent Wireless Business and the Developing Markets Group, responsible for all wireless infrastructure components for mobility, global wireless development, product architecture, project management, and business and product management; held various executive management positions in the telecommunications industry, including overseeing Bell Telephone Wireless Laboratories.

Summary of Qualifications

- Energetic CEO with the expertise and passion to recognize leading edge technology, and to create a vision to drive the technology into new products and a leading market share
 - Proven expertise in team building, motivation, diversity, and development
 - Adept at managing a wide span of control
 - Demonstrated successes in turnarounds that are sustainable long term
 - In-depth knowledge of domestic and global markets, business environments and cultures
 - Exceptional global customer orientation and customer relations skills; an individual at the peak of his skills
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Management Skills

- Experience leading large and small technology organizations, with proven track record
 - Ability to organize technical aspects of complex projects and technologies
 - Broad knowledge and experience in global markets and with different cultures
 - Excellent customer relationship skills
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Business Development (2007 – present)

- Founder and President, All Purpose Networks LLC – developing leading edge technology that optimizes the delivery of services via wireless networks, including edge processing and overlay network concepts
- Chairman of the Board, NewEdge Signal Solutions – developing unique RF amplifier technology that implements carrier aggregation over very wide bands to satisfy the different needs of wireless operators
- Administrator of a Blind Trust responsible for Rochester Precision Optics Company

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- Advisor to Nujira—developer of envelope tracking technology that reduces power consumption in wireless power amplifiers
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Professional Experience

President and Founder, All Purpose Networks LLC 2007 – present

Responsible for putting together a small, experienced team to develop the concepts of overlay networking and Mobile Edge Computing that can be used improve the profitability of wireless networks. Responsible for interfacing the company to wireless operators to create a market for the company’s technology.

President, Developing Markets 2004 - 2006

Lucent Technologies, Inc. Whippany, NJ

Responsible for leading the globalization of all Lucent’s products and services in China, India, Southeast Asia, and emerging/developing markets, including the Sub-Saharan Africa, North Africa, and the Middle East

- Established \$2.2B funnel in Southeast Asia and the Middle East
- Created, developed, and implemented new market opportunities in Thailand, Indonesia, the Philippines, Sub-Saharan Africa, and in Egypt, the latter via personal contact with the country’s president

President, Wireless & Mobility Systems 1997 – 2004

Lucent Technologies, Inc. Whippany, NJ

Led development and globalization of the wireless business, including product architecture, design, development, manufacturing, marketing and sales, plus full stream P & L

- Developed and implemented a strong vision for wireless, data, and Internet technology that turned a \$200M/year division into a \$5B/year business
- Continued double digit growth in wireless, while maintaining 60% margins, and transformed the business from analog to digital/data capabilities
- Drove major share globalization of wireless into China and India; established manufacturing plants and R&D facilities in these countries
- Chaired the US/Egyptian Council, reporting to the Vice President of the United States

President, Product Realization 1995 – 1997

Lucent Technologies, Inc. Warren, NJ

After the spin-off from AT&T, concurrently led product management and product realization for Lucent’s entire product line, consisting of switching, transmission, and data products

- Oversaw 26 factories worldwide, 50 Vice Presidents, and 50,000 employees

- Personally managed a \$6B telecom project in Saudi Arabia, which included more than 20,000 people in the Kingdom
- Spearheaded product simplification and a common product platform, which dramatically reduced costs and increased speed to market
- Reduced product development intervals by as much as 50% in the wireless and transmission areas

President of Cellular Systems 1990 – 1995

AT&T Wireless Systems Morristown, NJ

Laid the groundwork and strategy for the global wireless system that brought in large revenues for AT&T/Lucent Technologies

- Contributed 50% of corporate profits
- Entered China, India, Asia
- Implemented and deployed CDMA wireless technology, gaining number 1 worldwide market share in CDMA

Regional Vice President, Western Region 1986 – 1990

AT&T Wireless Systems Denver, CO

Created and implemented the sales and service strategy

- Increased market share by 30%
- Tripled revenues
- Achieved the rank of Number 1 of all AT&T Regions
 - Achieved the highest customer satisfaction rating
 - Achieved the best expense record

Director, Cellular Products 1984 – 1986

AT&T Consumer Products Parsippany, NJ

Sloan Candidate at Stanford University (via Western Electric Co.) 1983 – 1984

Stanford University Stanford, CA

- Earned Master of Science in Management

Account Manager, Central Region 1980 – 1983

Western Electric Co. Chicago, IL

- Organized the sales force
- Increased sales by \$245M

Assistant Sales Manager, Wisconsin 1978 – 1980

Western Electric Co. Milwaukee, WI

- Increased market share by 55%
- Ranked Number 1 in customer satisfaction

Chief, Installation Service Department 1976 – 1978

Western Electric Co. Rolling Meadows, IL

- Designed and implemented new services

Area Supervisor, ESS 1973 – 1976

Western Electric Co. Los Angeles, CA

- Managed over 500 installers in the Los Angeles area

Department Chief, Field Service – California 1972 – 1973

Western Electric Co. Sunnyvale, CA

- Implemented a new program for improved service

Section Chief/Department Chief 1968 – 1972

Western Electric Co. Seattle, WA

- Managed a 40-person repair and warehouse unit

Education

M.S. in Management 1984

Stanford University, Sloan Fellow Stanford, CA

M.B.A. 1972

Seattle University Seattle, WA

Bachelor of Arts 1967

College of Idaho Caldwell, ID

Board Memberships and Associations

- **INROADS**
- **CTIA Foundation**
- **CTIA Association**
- **U.S. – Saudi Arabian Business Council**
- **U.S. – Egyptian Business Council**
- **Kopin, Inc.**
- **Sonus Corporation**