
Jerry Welch
4383 W. Kiowa Creek Road
Elbert, Co. 80106

O: 303.741.0194
C: 303.204.3850
jerry@jwatech.com

INDUSTRY EXPERIENCE

- **Experience:** An accomplished telecommunications strategist. Effectively delivers technical solutions to meet business needs. Knowledgeable at business cases, planning solutions, vendor negotiations and implementing projects with measurable ROI. A proven information technology architect, innovator and consultant
- **Project Management:** An effective and experienced supervisor with established leadership qualities and excellent management skills. Proven planning, development and evaluation skills. Manages time and human resources efficiently and productively. Demonstrated ability to motivate and work effectively with staff, managers and business partners
- **Strategic:** An analytical and qualified problem solver. Recognized for initiating quality improvement processes, developing creative solutions and simplifying procedures in a fast paced, ever-changing environment. Achieved a successful track record of trouble shooting, improving operations and cost savings
- **Communication:** A responsive and collaborative professional, recognized for excellent interpersonal and customer service skills. Cultivates strong relationships and sets appropriate expectations ensuring smooth communications and transactions

PROFESSIONAL EXPERIENCE

2001 to Present **JWA Technologies** **Chief Technical Officer** **Denver, CO**

JWA is a Colorado based consulting company

Telecommunications Witness Testimony Consulting Services:

- Provides expert business telecommunications witness testimony in court cases across the U.S.
- **Denver Case (2004):**
 - Coached attorneys to a technical understanding of Cable Broadcast processes
 - Researched accounting records of plaintiff and brought testimony that invalidated claim of opposing counsel
 - Value to client approximately \$350,000
- **Fort Collins Case (2003):**
 - Conducted extensive investigation
 - Coached attorneys to a technical awareness of telecommunications and provided them with original detailed technical illustrations that uncovered the subtleties
 - Exposed false testimonies of plaintiff
 - Value to client avoided paying approx \$1.5M dollars
- **Texas/NYC Case (1992, Bankruptcy Court of Texas, Superior Court, NYC):**
 - Oversaw discovery and investigation of 400 building installations in the City of New York
 - Uncovered multi-tier cover-up of falsified invoice records

Strategic Broadcasting and Telecommunications Consulting Services:

- Creates, develops, and implements innovative telecommunication solutions
- Monitors and investigates all communications billing saving customers and average of \$18,000 to \$35,000 annually
- Re-negotiated AT&T contract for Kintera/Fundware for a net first year savings of \$24,000

Strategic Broadcasting and Telecommunications Consulting Services (cont):

- Managed the strategy and installation of secure multi-state networks for the following clients: Financial Times Energy and Alliete Inc.(Ariba Inc.)
- Managed the strategy and installation of a secure network the following clients: Financial Times Energy and Alliete Inc.
- Developed and implemented programming of systems for national call centers of the following clients: Intuit, Kintera/Fundware, Alliente Inc.

1999 to 2001 Covad Communications Regional Vice President Santa Clara, CA

An innovative broadband company and the first company to deploy commercial DSL throughout the U.S.

- First to market in 5 western cities virtually excluding all competition for access to premier Internet Service Providers
- Exceeded \$3.5M in revenue in 1999-2000
- Captured top tier providers including: Earthlink, RM Internet, Verizon, MCI and AT&T
- Designed and installed large DSL networks
- Managed Lucent teams to install IT systems in the Qwest Central Offices
- Completed 112 site projects on-time, on-budget, on-scope and to customer satisfaction. Projects arrived ahead of competitor projects and developed a loyal customer base, still in service today

1997 to 1998 Convergent Communications Inc. SR. Development Engineer Englewood, CO

A provider of voice communications systems, services and solutions to businesses with 25 to 500 employees

- Co-developed the Research and Development Division
- **Oversaw America's first successful *softswitch* Central Office, including:**
 - Coordinated manufacturers and vendors to integrate hardware adaptation and installation
 - Developed process and procedures for daily updates and programming
 - Significant cost savings from \$4.5M dollar *softswitch* system replaced an \$18M dollar central office switch allowing faster processing of customers beating out competitors and quicker market arrival and lower price points (see article)
- Provided technical sales support to outside sales staff during onsite presentations. Helping secure complex sales contracts in 1997 of \$380,000 and 1998 of \$410,000
- Provided financial analysis for technical acquisitions of Long Distance business, large-scale switching opportunities in small mid-west communities, including: defining all of the necessary categories for operating models, estimates for the potential investments and ROI
- Technical liaison to Merrill Lynch due diligence investigation teams resulting in a \$140M investment to the company
- Supervised traffic design of all networks (Long Distance, Local 303-256-xxxx, IXC connections)
- Managed and implemented the rollout of DSL technology in Des Moines, Iowa, including service to business "EPOP" centers providing bundling of internet, voice, data, fax, and management systems at central point
- Media representative and industry expert for the Rocky Mountain News
- Supervised testing and installation at customer sites of 5 premier beta test customers for *softswitch*
- Negotiated partnership agreements with Lucent Technologies for collaboration on advanced products
- Re-designed and implemented new Fiber Optic wiring for the Henderson Mine permitting restoration of safety communications along 3.5 mile track 7000 feet below earth surface (see article)

