

## **E. Craig Sanders, Managing Director**

Craig Sanders is a business leader and experienced Board Director with a track record of working with organizations in transition-building businesses and fixing troubled divisions and companies...finding channels to growth and profitability as well as identifying and implementing strategic solutions that benefit shareholders in early stage and large organizations. He has led public and private (including Private Equity portfolio) companies serving consumer, business and government markets. In all cases his teams increased shareholder value.

Board Directorships have included Peoples Telephone Company (AMEX:PHO), Utilicom Networks, Matrix Telecom (Family owned), United TeleSentinel and the Boys and Girls Club of Kansas City.

As an interim executive, he led a regional wholesale OC-192 (10 GE) broadband carrier's carrier in the Southeast that served domestic and international telecom carriers through 5 cable landing stations and 40 Points of Presence (POPs). In 12 months he increased revenues 72%, saved shareholders \$44M in cash and positioned the company for divestiture, the optimal strategic solution.

Prior to establishing The Verona Group, d/b/a C-Level Interim Execs, Craig was Chairman and CEO of Utilicom Networks, LLC, a competitive broadband "Triple Play" (voice, data and video) communications service provider that partnered with local utility companies. After tightening its internal operations and successfully launching the business in Indiana, he raised in excess of \$100 million in equity to fund further expansion in the region.

He was recruited by Peoples Telephone Company, Inc., (AMEX:PHO) as President, Chief Executive Officer and Director to restore shareholder value to the nation's largest independent payphone communications provider. He established Peoples Tel as the best-run public company in the industry creating a 134% increase in shareholder value when the company merged with a public entity.

During his tenure with Sprint Communications, Craig last served as Senior Vice President of Product Management. He directed the \$5.5 billion Voice Product Marketing portfolio and led the turnaround of the product organization. Previously, as Vice President and General Manager of the Intermediaries Marketing Group (IMG), he led the rapid growth of Sprint's alternate channels marketing group consisting of sales agents and wholesalers. Revenues grew from \$155 to \$570 million while reducing expenses 26%.

Mr. Sanders joined Sprint as Founder and President of United TeleSentinel, Inc. to start-up a commercial and residential security monitoring and alarm services (integrated alarms, access cards and video) that served Sprint's local exchange customers. United TeleSentinel grew through acquisitions and direct sales making it the 20th largest in revenue among 10,000 competitors. His formal focus on metric based quality improvement strategies originated with this organization.

Currently Craig is an active shareholder of a start-up mobile security app for a Software as a Service (SaaS) company. He is a Boston College MBA Business Plan mentor and an advisor/mentor to CEO's of the Entrepreneurs' Organization (EO) on a broad range of business management issues including governance, operations and human resources. Craig is a member of the National Association of Corporate Directors (Chairman, Directors Registry-NE Chapter), MIT Enterprise Forum (RFID/Sensors and Digital Media & Telecom), the World Presidents' Organization, the Association for Unmanned Vehicle Systems International, and was a guest at the National Security Seminar at the invitation of the U.S. Army War College. He has completed executive level courses at Harvard, Stanford, and Wharton, earned an undergraduate degree in accounting from the University of Arkansas and holds an MBA from Pepperdine University.

Mr. Sanders served four years as a U.S. Army officer including service as a company commander and as a SIGINT pilot. Early in his career he spent time with the American Embassy in Thailand, contributing to a good cultural understanding of the Asia-Pacific area having spent considerable time in India, Nepal and Vietnam as well.