

**Spencer Stuart-Telecommunications Industry Association
Communications Systems and Services Study**

STATUS	Spencer Stuart to send Email	Spencer Stuart to Interview	<u>Company Name - Current Job</u>	<u>Person Name</u>	<u>Position - Current Job</u>	<u>Primary Function Category - Current Job</u>	<u>Job Location - Current Job</u>	<u>Last Asgn. Contacted by Employee</u>	<u>Last BD Contacted by Employee</u>	<u>Last BD Contact Status/Activity</u>	<u>Email Address 1</u>	<u>Personal Email</u>
CEO/GM survey	Brad Farnsworth		CapRock Communications Corporation	Shaper, Peter	President and CEO	General Management	Houston Texas	Petty, Scott	Farnsworth, Brad	Business Development/Met	Pshaper@genesis-park.com	
CEO/GM survey	Bruce Lachenauer		Brightcom	Yuval Ben-Zeev	President and CEO						yuvalbz@brightcom.com	
CEO/GM survey	Bruce Lachenauer		CCPU	Kenneth J. Kalb	CEO					858.882.8800		
CEO/GM survey	Bruce Lachenauer		Cubic	Walter Zable	Chairman, President & CEO					(858)277-6780		
CEO/GM survey	Bruce Lachenauer		Ensemble Communications	Twyver, David	CEO					(858)535-4737		
CEO/GM survey	Bruce Lachenauer		Jabra	Raleigh Wilson	General Manager and Senior Vice President					(858) 622-9955		
CEO/GM survey	Bruce Lachenauer		Littlefeet, Inc.	Combs, John W.	Chief Executive Officer/Chariman	General Management	Poway California	Floyd, Jennifer			john.combs@nextel.com	
CEO/GM survey	Bruce Lachenauer		Magis Networks	Clarence Bruckner	chairman, president and CEO					(858) 523-2300		
CEO/GM survey	Bruce Lachenauer		NextGig	Casey Powell	President & CEO					858-332-4900		
CEO/GM survey	Bruce Lachenauer		Opticomm	David Caidar	CEO					858 450-0143		
CEO/GM survey	Bruce Lachenauer		Peregrine Semiconductor	James S. Cable	CEO & President					(858) 455-0660		
CEO/GM survey	Bruce Lachenauer		SorrentoNet	Phillip Arneson	Chairman, Chief Executive Officer, and President					858-558-3960		
CEO/GM survey	Bruce Lachenauer		StoragePoint	Scott Zimmerman	CEO					858.650.3100	sales@storagepoint.net	
CEO/GM survey	Bruce Lachenauer		Tachyon, Inc.	Gercenstein, Mark	President and CEO							

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CEO/GM survey	Bruce Lachenauer		Titan	Gene W. Ray	Chairman of the Board and Chief Executive Officer					(858) 552-9500		
CEO/GM survey	Bruce Lachenauer		Wavocom	Hany Neoman	CEO					858 362-0101		
CEO/GM survey	Bruce Lachenauer		Widcomm	Hiep Pham	Co-Founder, President, CEO, Board of Directors						hpham@widcomm.com	
CEO/GM survey	Bruce Lachenauer		Zucotto Wireless	David Grooms	CEO					(613)789-0090		
CEO/GM survey	Debbie Soon		2Wire, Inc.	Hinman, Brian	President/Chief Executive Officer	General Management	Milpitas California	Visbal, Jonathan			bhinman@2wire.com	
CEO/GM survey	Debbie Soon		Alopa Networks, Inc.	Engdahl, Tom	President/Chief Executive Officer	General Management	Sunnyvale California	Gibson, Michelle			mfoley@alopa.com	foley@excitehome.net
CEO/GM survey	Debbie Soon		Cereva Networks, Inc.	Lutz, Alan G. (AI)	President/CEO	General Management	Marlborough, Massachusetts	Johnston, Phil	Sintes, Gustavo			aldilu@aol.com
CEO/GM survey	Debbie Soon		Cisco Systems, Inc.	Hill, Kathy	VP/GM-Desktop Switching BU	General Management	San Jose California	Soon, Deborah			kathyh@cisco.com	
CEO/GM survey	Debbie Soon		ClickAction, Inc.	Slayton, Gregory W.	President/Chief Executive Officer	General Management	Palo Alto California	O'Sullivan, Jim	Gordon, Scott	Business Development/Meeting Scheduled	gws@clickaction.com	
CEO/GM survey	Debbie Soon		EchoPass Corporation	Panyko, Stephen F. (Steve)	Chief Executive Officer	General Management	Westboro Massachusetts	Lynch, Michael	Kelley, Randall	Business Development/	spanyko@onixmicrosys.com	sfpanyko@aol.com
CEO/GM survey	Debbie Soon		Occam Networks, Inc.	Howard-Anderson, Robert L. (Bob)	Chief Executive Officer	General Management	Santa Barbara California	Lynch, Michael				bobha56@yahoo.com
CEO/GM survey	Debbie Soon		Overture Networks	Reedy, Jeff	President/Chief Executive Officer	General Management	Research Park Triangle North Carolina	Soon, Deborah			jeff.reedy@overturenetworks.com	
CEO/GM survey	Debbie Soon		Longboard	Tauss, Gary H.	CEO	General Management	Santa Clara California	Lynch, Michael			gary@tollbridgetechtechnologies.com	gtauss@attbi.com
CEO/GM survey	Don Render		Advanced Fibre Communications	Schofield, John A.	President/Chief Executive Officer	General Management	Petaluma California	Fisch, Stephanie			john.schofield@afc.com	
CEO/GM survey	Don Render		Airspan Networks, Inc.	Stonestrom, Eric	President/Chief Executive Officer	General Management	Sunrise Florida	Render, Don			estonest@airspan.com	
CEO/GM survey	Don Render		Cingular Wireless	Whiddon, Jr., John Laren. (Laren)	VP/GM-IL & WI		Barrington Illinois				Laren_Whiddon@bscc.bls.com	
CEO/GM survey	Don Render		Cirrex	Bender, Albert D. (AI)	CEO	General Management	Alpharetta Georgia	Smith, Shellie				ajbender@worldnet.att.net
CEO/GM survey	Don Render		Convergence Communications, Inc.	Jacobs, Douglas K.	CEO	General Management	Sunrise Florida	Piche, Jerome			djacobs@convergence-comm.net	djacobs560@aol.com

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CEO/GM survey	Don Render		Global Streams, Inc.	Briscoe, Ted	CEO	General Management	St. Louis Missouri	Hooks, Tonya			tedb@globalstreams.com	
CEO/GM survey	Don Render		Kestrel Solutions	Cannon, Woodrow B. (Woody)	Chief Executive Officer	General Management	Mountain View California	Leonhart, Lee				wbcannon@hotmail.com
CEO/GM survey	Don Render		NewSouth Communications	Akerhielm, James M.	President/CEO	General Management	Greenville South Carolina	Tompkins, Suzy			jakerhielm@newsouth.com	
CEO/GM survey	Don Render		Xebeo Communications	Skarzynski, Michael P. (Mike)	CEO	General Management	South Plainfield New Jersey	Honda, Chiyo			mskarzynski@xebeo.com	mskarzynski@hotmail.com
CEO/GM survey	John Keller		Apax Partners, Inc.	Schell, Theodore H. (Ted)	General Partner	Financial Services	New York, New York	Pryor, Carrie	de Cholnoky, Andrea		theodore.schell@apax.com	
CEO/GM survey	John Keller		Clear Communications Corporation	Richards, Thomas E. (Tom)	Chairman, President & CEO	Boards	Lincolnshire, Illinois	Keller, John	Sintes, Gustavo			
CEO/GM survey	John Keller		Covad Communications, Inc.	Hoffman, Charles E. (Charlie)	President/CEO	General Management	Santa Clara, California	Keller, John	Sintes, Gustavo		choffman@rci.rogers.com	
CEO/GM survey	John Keller		Cypress Communications	Blount, W. Frank. (Frank)	CEO/Chairman	General Management	Atlanta, Georgia	Cohen, Henk	Sintes, Gustavo		fblount@attglobal.net	fblount@attglobal.net
CEO/GM survey	John Keller		Diveo Broadband Networks, Inc.	Schmieg, David R. (Dave)	Chairman/Chief Executive Officer	Boards	Washington, District of Columbia	Keller, John	Sintes, Gustavo			dschmieg@adelphia.net
CEO/GM survey	John Keller		Efficient Market Services, Inc.	Sentell, Susan B. (Sue)	President/Chief Executive Officer	General Management	Deerfield, Illinois	Walsh, Patrick	Sintes, Gustavo		sue_sentell@emsiinfo.com	Sueoncircle@aol.com
CEO/GM survey	John Keller		Intransa, Inc.	Kessler, Alan J.	CEO/President	General Management	Sunnyvale, California	Rizk, Nayla	Sintes, Gustavo		alan.kessler@intransa.com	
CEO/GM survey	John Keller		Lucent Technologies, Inc.	Russo, Patricia F. (Pat)	President/Chief Executive Officer	General Management	Murray Hill, New Jersey	Lindsay, Marla	Leon, Jeffrey		pfrusso@lucent.com	
CEO/GM survey	John Keller		Motient Corporation	Parsons, Gary M.	Chairman/CEO	Boards	Reston, Virginia	Steinegger, Karen	Sintes, Gustavo			
CEO/GM survey	John Keller		Mpower Holding Corporation	Huff, Rolla P.	Chief Executive Officer	General Management	Pittsford, New York	Daum, Julie	Sintes, Gustavo			
CEO/GM survey	John Keller		Onix Microsystems, Inc.	Crawford, Curtis J.	President/Chief Executive Officer	General Management	Emeryville, California	Castillo, Ada	Sintes, Gustavo			dr.crawford@prodigy.net
CEO/GM survey	John Keller		OpNext, Inc.	Bosco, Harry L.	Chief Executive Officer/President	Professional Svcs (Cnslt/Law)	Eatontown, New Jersey	Lindsay, Marla			hbosco@opnext.com	hbosco@att.net
CEO/GM survey	John Keller		Orius Corporation	Blake, Ronald L.	COB/President/CEO	General Management	West Palm Beach, Florida	Locantro, Susan	Sintes, Gustavo		rblake@oriuscorp.com	rblake2000@yahoo.com
CEO/GM survey	John Keller		RSL COM USA	Marino, Michael A.	Chief Executive Officer	General Management	New York, New York	Scanlan, Thomas	Sintes, Gustavo			
CEO/GM survey	John Keller		Sirius Satellite Radio	Clayton, Joseph P. (Joe)	Chief Executive Officer	General Management	New York, New York	Noonan, Jerry	Sintes, Gustavo		jclayton@siriusradio.com	
CEO/GM survey	John Keller		Talk America Holdings, Inc.	Battista, Gabriel A. (Gabe)	Chairman/Chief Executive Officer	General Management	Reston, Virginia	Aavik, Karl	Sintes, Gustavo		gbattista@talk.com	saltzsl@aol.com

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CEO/GM survey	John Keller		Tellium Corporation	Carr, Harry J.	Chairman/CEO	Boards	Oceanport, New Jersey	Lindsay, Marla			harry@tellium.com	
CEO/GM survey	John Keller		Vanguard Managed Solutions LLC	Lane, Richard (Rick)	President/CEO	General Management	Mansfield, Massachusetts	Langdon, Kristine	Sintes, Gustavo		rick.lane@motorola.com	
CEO/GM survey	John Keller		VastVideo, Inc.	Braun, Neil S.	Chairman	Boards	Astoria, New York	Citrin, James	Sintes, Gustavo		nbraun@vastvideo.com	neilbraun@aol.com
CEO/GM survey	John Keller		Verizon Communications, Inc.	Babbio, Jr., Lawrence T. (Larry)	Vice Chairman/President	General Management	New York, New York	Gregor, Donna	Sintes, Gustavo			
CEO/GM survey	John Keller		Verizon Wireless, Inc.	Strigl, Dennis F. (Denny)	President/Chief Executive Officer	General Management	Bedminster, New Jersey	Daum, Julie	Sintes, Gustavo			
CEO/GM survey	John Keller		Vodafone Group PLC	Colao, Vittorio A.	Chief Executive-Southern Europe Region	General Management	Newbury, Berkshire, Great Britain	Small, Elaine	Sintes, Gustavo		vittorio.colao@telecomitalia.it	
CEO/GM survey	WHOSE CLIENT?		United States Cellular, Inc.	Rooney, John E. (Jack)	Chief Executive Officer	General Management	Chicago Illinois	Hooks, Tonya				
CEO/GM survey	Nayla Rizk		Airvana, Inc.	Battat, Randy	President/Chief Executive Officer		Chelmsford Massachusetts				randy.battat@airvananet.com	rbattat@yahoo.com
CEO/GM survey	Nayla Rizk		Foundry Networks, Inc.	Johnson, Robert (Bobby)	President/Chief Executive Officer	General Management	San Jose California	Lynch, Michael			bj@foundrynet.com	
CEO/GM survey	Nayla Rizk		Hatteras Networks	McPherson, Thomas R.	President/Chief Executive Officer					(919)991-5440, or (408)495-6155		
CEO/GM survey	Nayla Rizk		360networks, Inc.	Maffei, Gregory B. (Greg)	Chief Executive Officer/President	General Management	Vancouver British Columbia Canada	Connelly, Kevin	Hauswirth, Jeff	Business Development/	greg.maffei@360.net	
CEO/GM survey	Nayla Rizk		3COM Corporation	Clafin, Bruce L.	President/Chief Executive Officer	General Management	Santa Clara California	Honda, Chiyo			bruce_clafin@3com.com	
CEO/GM survey	Terry Price		Airband Communications Inc	Lombard, Andrew P. (Andy)	President/CEO		Dallas Texas	Berhau, Louise	Price, Terry	Business Development/Left Message	alombard@airband.com	
CEO/GM survey	Terry Price		AirWalk Communications, Inc.	Han, Jake	CEO		Richardson Texas		Price, Terry	Business Development/Sent Information	jhan@airwalkcom.com	
CEO/GM survey	Terry Price		Alliance Systems, Inc.	Shapiro, Jonathan D. (Jon)	Chief Executive Officer		Plano Texas	Walker, Ann	Price, Terry	Business Development/Completed Follow-up	jshapiro@alliancesystems.com	
CEO/GM survey	Terry Price		Andrew Corporation	Campbell, Guy M.	President/CEO		Orland Park Illinois	Gibson, Michelle				gmc1@aol.com
CEO/GM survey	Terry Price		Aravox Technologies, Inc.	Rich, William J. (Bill)	President/Chief Executive Officer		Arden Hills Minnesota	Piche, Jerome			brich@aravox.com	
CEO/GM survey	Terry Price		Arriso Networks, Inc.	Bass, Joe R.	President & CEO		Richardson Texas	Jones, Sarah			jbass@cisco.com	

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CEO/GM survey	Terry Price		Celion Networks, Inc.	Jaggi, Pawan	Chief Executive Officer/Founder		Richardson Texas		Price, Terry	Business Development/Completed Follow-up	pawan.jaggi@celion.com	
CEO/GM survey	Terry Price		CellStar Corporation	Parker, Terry S.	Chief Executive Officer		Carrollton Texas	Jones, Sarah	Price, Terry	Business Development/Sent Information		
CEO/GM survey	Terry Price		Channel Master LLC	Currer, William R. (Bill)	President/Chief Executive Officer		Smithfield North Carolina	Hirshfeld, Jennifer	Price, Terry	Business Development/Completed Follow-up	bcurrer@cmnc.com	billc2420@aol.com
CEO/GM survey	Terry Price		Chiaro Networks	Lewis, Kenneth (Ken)	President/Chief Executive Officer		Richardson Texas	Fisch, Stephanie	Price, Terry	Business Development/Completed Follow-up	klewis@chiaro.com	kenneth@aol.com
CEO/GM survey	Terry Price		Chorum Technologies	Coker, Kent	President/Chief Executive Officer		Richardson Texas	Wallace, Brinley	Price, Terry	Business Development/Sent Information	kcoker@chorumtech.com	
CEO/GM survey	Terry Price		Compelling Networks, Inc.	Apfel, Patrick R.	Founder/CEO		Colorado Springs Colorado	O'Sullivan, Jim	Price, Terry			prapfel@aol.com
CEO/GM survey	Terry Price		Corban Communications	Thomas, P.E., Henry A. (Hal)	Chief Executive Officer		Plano Texas		Price, Terry	Business Development/Sent Information	hthomas@corban.com	
CEO/GM survey	Terry Price		Cyneta Networks	Smith, Douglas C. (Doug)	Chief Executive Officer		Plano Texas	Petty, Scott	Price, Terry	Business Development/Completed Follow-up	doug@talerialventures.com	
CEO/GM survey	Terry Price		Ellipsis Systems, Inc.	Mortenson, G. Russell (Russ)	Chief Executive Officer		Dallas Texas	Oliver, Nancy	Price, Terry	Business Development/Completed Follow-up		
CEO/GM survey	Terry Price		EngineX Networks, Inc.	Booth, Dale A.	Chairman/CEO		Richardson Texas	Jones, Sarah	Price, Terry	PNB - Board Search	dale.booth@exn.com	dlbooth@swbell.net
CEO/GM survey	Terry Price		Entrust, Inc.	Conner, F. William (Bill)	President/CEO		Addison Texas	Mikrut, Michelle	Price, Terry	Business Development/Sent Information	FAX: 972-713-5805	
CEO/GM survey	Terry Price		Fuegotech, Inc.	Theilken, Mark S.	Chief Executive Officer		Addison Texas	Walker, Ann	Price, Terry	Business Development/Sent Information	mtheilken@aristotle.net	
CEO/GM survey	Terry Price		Globeranger Corp.	Todd, John	President/CEO		Richardson Texas	Lincoln, Christine	Price, Terry	Business Development/Completed Follow-up	FAX: 972-744-9988	

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CEO/GM survey	Terry Price		Grande Communications, Inc.	Morrow, William E. (Bill)	Vice Chairman/Chief Executive Officer		San Marcos Texas		Price, Terry	Business Development/Sent Information	borrow@grandecom.com	
CEO/GM survey	Terry Price		INET Technologies, Inc.	Akilian, Elie S.	President/CEO		Richardson Texas	McNamara, James	Price, Terry	Business Development/Completed Follow-up	FAX: 469-330-4001	
CEO/GM survey	Terry Price		InnerWireless, Inc.	Cantwell, Ed	Chief Executive Officer		Richardson Texas	Stack, Frances V.	Price, Terry	Business Development/Left Message	cantwell@innerwireless.net	
CEO/GM survey	Terry Price		Institut International Des Telecommunications	Brunel, Louis	President/CEO		Montreal Quebec Canada	Piche, Jerome			louis.brunel@iitelcom.com	
CEO/GM survey	Terry Price		InteCom, Inc.	Lecat, Philippe	Chief Executive Officer		Addison Texas	Stagiaire, S.	Price, Terry	Business Development/Left Message	FAX:	
CEO/GM survey	Terry Price		Intervoice, Inc.	Brandenburg, David W.	Chairman of the Board/Chief Executive Officer		Dallas Texas	Canoose, Tammi	Price, Terry	Business Development/Sent Information	dbrandenburg@intervoice-brite.com	
CEO/GM survey	Terry Price		IP Communications	Nowick, Steven P. (Steve)	President/Chief Executive Officer		Dallas Texas	Gross, Sandy	Price, Terry	Business Development/Completed Follow-up	snowick@ip.net	snowick@earthlink.net
CEO/GM survey	Terry Price		IPVoice Communications, Inc.	Verges, Philip	Chairman/CEO		Dallas Texas		Price, Terry	Business Development/Left Message	philip@ipvoice.com	
CEO/GM survey	Terry Price		JP Mobile, Inc.	Puskoor, Dayakar	Chief Executive Officer/Founder		Dallas Texas	Berot, Loren	Price, Terry	Business Development/Completed Follow-up	dayakar.puskoor@jpmobile.com	9373605@skytel.com
CEO/GM survey	Terry Price		LightCross, Inc.	Barron, Robert L. (Bob)	Chief Executive Officer		Monterey Park California	Lambele, Tracey	Fennessy, Heather	Business Development/Completed Follow-up	bob@lightcross.com	
CEO/GM survey	Terry Price		Lightpointe Communications, Inc.	Griffin, John	President/CEO		San Diego California	Ellers, Jessica	Price, Terry	Business Development/Left Message	jgriffin@lightpointe.com	
CEO/GM survey	Terry Price		Metro-Optix, Inc.	Orr, David E. (Dave)	President/Chief Executive Officer		Allen Texas	Jones, Sarah	Price, Terry	Business Development/Sent Information		deorr@mindspring.com

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CEO/GM survey	Terry Price		Microtune, Inc.	Bartek, Douglas J. (Doug)	Chairman/CEO		Plano Texas	Soon, Deborah	Price, Terry	Business Development/Completed Follow-up	doug.bartek@microtune.com	
CEO/GM survey	Terry Price		Navini Networks, Inc.	Westgarth, Alastair	Chief Executive Officer		Richardson Texas	Alexander, Hilary	Price, Terry	Business Development/Completed Follow-up	awestgarth@navini.com	
CEO/GM survey	Terry Price		Netensity, Inc.	Harris, K. A. (Arlan)	President/Chief Executive Officer		Plano Texas	Colsch, Carrie	Price, Terry	Business Development/Completed Follow-up	aharris@netensity.com	aharris@verizon.net
CEO/GM survey	Terry Price		Netrake Corporation	Mader, Tom	Chief Executive Officer		Plano Texas		Price, Terry	Business Development/Completed Follow-up	tom@netrake.com	
CEO/GM survey	Terry Price		Nucentrix Broadband Networks, Inc.	McHenry, Carroll D.	President/CEO		Carrollton Texas	Cruse, Dan			cmchenry@nucentrix.net	
CEO/GM survey	Terry Price		OnFiber Communications, Inc.	Bottoms, Danny	President/Chief Executive Officer		Austin Texas		Price, Terry	Business Development/Completed Follow-up	dbottoms@onfiber.com	
CEO/GM survey	Terry Price		PremiseNET, Inc.	Koons, Sr., Patrick R. (Pat)	Chief Executive Officer		Austin Texas	Price, Terry			pkoons@Premisenet.com	prkoons@aol.com
CEO/GM survey	Terry Price		Sage Telecom, Inc.	Houlihan, Dennis M. (Denny)	Chief Executive Officer		Allen Texas		Price, Terry	Business Development/Completed Follow-up	FAX:	
CEO/GM survey	Terry Price		Santera Systems, Inc.	Heard, David W. (Dave)	Chief Executive Officer		Plano Texas	Honda, Chiyo	Price, Terry	Business Development/Completed Follow-up	david.heard@santera.com	
CEO/GM survey	Terry Price		SES Americom	Olmstead, Dean Allen.	President/Chief Executive Officer		Princeton New Jersey	Price, Terry			dean.olmstead@ses-amicom.com	DnIolmstead@aol.com
CEO/GM survey	Terry Price		Siemens Information & Communication Mobile (ICM)	Levy, Isaac	Vice President/General Manager-Digital Products	General Management	Austin Texas	Carmichael, Christine			isaac.levy@icm.siemens.com	allenloran655@cs.com
CEO/GM survey	Terry Price		SkyCross, Inc.	Haase, Alan L.	President and Chief Executive Officer		Melbourne Florida	Beuerlein, David			alan.haase@skycross.com	haase@home.com

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CEO/GM survey	Terry Price		Spatial Wireless, Inc.	Andersson, Kjell S. (Shell)	President & CEO		Richardson Texas	Jones, Sarah	Price, Terry	Business Development/Completed Follow-up	kandersson@omni-point.com	kjell-s@kissingcamels.com
CEO/GM survey	Terry Price		SPEAKEASY.net	Apgar, Michael Mike. (D.)	President/Chief Executive Officer		Seattle Washington	Price, Terry			mike@speakeasy.net	
CEO/GM survey	Terry Price		Sunbelt Telecommunications, Inc.	Mann, Paula	President/CEO		Allen Texas		Price, Terry	Business Development/Left Message	FAX: 972-727-8831	
CEO/GM survey	Terry Price		Tekelec, Inc.	Margolis, Michael L. (Mike)	President/CEO		Calabasas California	Honda, Chiyo	Price, Terry	Business Development/Sent Information	karolyn.flesher@tekelec.com	
CEO/GM survey	Terry Price		Telcordia Technologies, Inc.	Desch, Matthew J. (Matt)	Chief Executive Officer		Morristown New Jersey	Honda, Chiyo	Price, Terry	Business Development/Sent Information	mdesch@telcordia.com	mdesch@mindspring.com
CEO/GM survey	Terry Price		Telesoft, Inc.	Venkatesetty, Pradeep	Chief Executive Officer		Dallas Texas		Price, Terry	Business Development/Sent Information	pradeepv@telesoftinc.com	
CEO/GM survey	Terry Price		Teloptica, Inc.	Bernique, Michael R.	Chief Executive Officer		Richardson Texas	Langdon, Kristine	Beuerlein, David	Business Development/Left Message	mrbernique@TelOptica.com	mrbernique@aol.com
CEO/GM survey	Terry Price		The Telemetry Company	Dobell, Colin	Founder/President/CEO		Dallas Texas		Price, Terry	Business Development/Met		cdobell@attglobal.net
CEO/GM survey	Terry Price		TrinTel Communications, Inc.	Day, John	President/CEO/Chairman of the Board		Irving Texas		Price, Terry	Business Development/Sent Information	jday@trintel.com	jday61@hotmail.com
CEO/GM survey	Terry Price		T-Speed Broadband Communications, Inc.	Varel, N. Mark.	Founder/President/CEO		Dallas Texas		Price, Terry	Business Development/Completed Follow-up	mvarel@t-speed.com	
CEO/GM survey	Terry Price		Valor Telecommunications, LLC	Cole, Kenneth R. (Ken)	Chief Executive Officer		Irving Texas	Orlich, Amy	Todd, Teryn	Business Development/Met	kcole@valortelecom.com	
CEO/GM survey	Terry Price		Varros Telecom LLC	Negandhi, Shailesh	Co-Founder/CEO		Addison Texas		Price, Terry	Business Development/Sent Information	FAX: 972-503-8885	
CEO/GM survey	Terry Price		VarTec Telecom, Inc.	Mitchell, Jr., A. Joe	Chief Executive Officer		Dallas Texas		Price, Terry	Business Development/Completed Follow-up		
CEO/GM survey	Terry Price		Viyu Communications, Inc.	Schriewer, Randy A.	Chief Executive Officer		Dallas Texas	Urbain, Peter	Price, Terry	Business Development/Sent Information	randy@viyu.net	randy404@earthlink.net

**Spencer Stuart-Telecommunications Industry Association
Communications Systems and Services Study**

STATUS	Spencer Stuart to send Email	Spencer Stuart to Interview	<u>Company Name - Current Job</u>	<u>Person Name</u>	<u>Position - Current Job</u>	<u>Primary Function Category - Current Job</u>	<u>Job Location - Current Job</u>	<u>Last Asgn. Contacted by Employee</u>	<u>Last BD Contacted by Employee</u>	<u>Last BD Contact Status/Activity</u>	<u>Email Address 1</u>	<u>Personal Email</u>
CEO/GM survey	Terry Price		VocalData, Inc.	Camp, Michael	Chief Executive Officer		Richardson Texas	Visbal, Jonathan	Price, Terry	Business Development/Meeting Scheduled	mcamp@vocaldata.com	
CEO/GM survey	Terry Price		Weblink Wireless, Inc.	Buckenham, N. Ross	Chairman/President/Chief Executive Officer		Dallas Texas	Scanlan, Thomas	Price, Terry	Business Development/Met	ross.buckenham@weblinkwireless.com	
CEO/GM survey	Terry Price		Westell Technologies, Inc.	Cullens, E. Van.	Chief Executive Officer		Aurora Illinois	Jones, Sarah			vcull@westell.com	cullens01@aol.com
CEO/GM survey	Terry Price		White Rock Networks, Inc.	Martin, William (Lonnie)	CEO/Founder		Richardson Texas	Fisch, Stephanie	Price, Terry	Business Development/Completed Follow-up	lmartin@whiterocknetworks.com	
CEO/GM survey	Terry Price		Xalted Networks, Inc.	Phillips, Timothy D. (Tim)	Co-Founder/President		Plano Texas		Price, Terry	Business Development/Left Message	FAX: 972-202-8100	
CEO/GM survey	Terry Price		Cisco Systems, Inc.	Martin, Ronald (Ron)	VP/GM-Optical Networking Group	General Management	San Jose California	Langford, Cindy	Price, Terry	Business Development/Sent Information	ron.martin@fnc.fujitsu.com	
CEO/GM survey	Tom Scanlan		Broadbeam Corporation	Boudris, Janet L.	CEO		Princeton New Jersey					
CEO/GM survey	Tom Scanlan		Ericsson Communications, Inc. (EMC)	Henderson, Mark	President/CEO C		Mississauga Ontario Canada		Hauswirth, Jeff	Business Development/	mhliscel@hotmail.com	
CEO/GM survey	Tom Scanlan		Evolution Networks, Inc.	Ensor, Eric F.	President/CEO		Atlanta Georgia				eensor@evnetworks.com	eensor@bellsouth.net
CEO/GM survey	Tom Scanlan		Fairfax Advisors	Hartin, John J.	Founder		Fairfax Virginia				jhartin@omnipoint-pcs.com	jhartin101@aol.com
CEO/GM survey	Tom Scanlan		GeoWorks, Inc.	Grannan, David (Dave)	Chairman		Alameda California				dgrannan@geoworks.com	
CEO/GM survey	Tom Scanlan		Iridium Satellite LLC	Picasso, Gino O.	President/Chief Executive Officer		Reston Virginia					
CEO/GM survey	Tom Scanlan		KMC Telecom Holdings	Lenahan, William F. (Bill)	Chief Executive Officer		Bedminster New Jersey				wlenahan@monmouth.com	
CEO/GM survey	Tom Scanlan		Leap Wireless International, Inc.	Davis, David B.	Vice President/GM-Central Region	General Management	Tulsa Oklahoma	Gorman, Alexis			ddavis@cricketcommunications.com	
CEO/GM survey	Tom Scanlan		MediaOne International (USA)	Ames, Gary	President/CEO		Englewood Colorado					agames@home.com
CEO/GM survey	Tom Scanlan		M-Qube, Inc.	Glass, Jeffrey R. (Jeff)	Chief Executive Officer		Boston Massachusetts					jglass@travelers-netplus.com
CEO/GM survey	Tom Scanlan		Novar PLC	Ashby, Ian G.	Chief Executive Intelligence Building Systems Div		Weybridge Surrey Great Britain		Whyte, Arlette	Business Development/	ian_ashby@novar.com	familyashby@hotmail.com

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CEO/GM survey	Tom Scanlan		Protegrity, Inc.	Nevins, Scott C.	President/CEO		Stamford Connecticut					scnevins@yahoo.com
CEO/GM survey	Tom Scanlan		Scala Business Solutions N.V.	Houle, Chris	Chairman-Management Board		AMSTERDAM Netherlands				houlenl@att.global.net	
CEO/GM survey	Tom Scanlan		Tellaire Corporation	Bailey, Leah S.	President/CEO		Dallas Texas					ralbailey@aol.com
CEO/GM survey	Tom Scanlan		Terion Communications	Locke, Jeffrey C. (Jeff)	President/Chief Executive Officer		Melbourne Florida				LIBBY767@aol.com	whitepelican@aol.com
CEO/GM survey	Tom Scanlan		ViAir	Chatterley, Bruce	CEO		Seattle Washington				brucec@concur.com	
CEO/GM survey	Tom Scanlan		Weblink Wireless, Inc.	Buckenham, N. Ross	Chairman/President/Chief Executive Officer		Dallas Texas		Price, Terry	Business Development/Met	ross.buckenham@weblinkwireless.com	
CEO/GM survey	Tom Scanlan/ John Keller		Covad Communications, Inc.	Hoffman, Charles E. (Charlie)	President/CEO		Santa Clara California		Price, Terry	Business Development/Sent Information	choffman@rci.rogers.com	
CEO/GM survey		Bruce Lachenauer	Novatel Wireless, Inc.	Major, John E.	Chairman/Chief Executive Officer	General Management	San Diego California	Visbal, Jonathan	Gostyla, Richard	Business Development/	jmajor@novatelwireless.com	
CEO/GM survey		Debbie Soon	Alacritech	Boucher, Laurence B. (Larry)	President/Chief Executive Officer/Founder	General Management	San Jose California	Soon, Deborah				
CEO/GM survey		John Keller	Broadband Venture Partners, LLC	Schleyer, William T. (Bill)	General Partner	General Management	Dallas, Texas	Keller, John	Sintes, Gustavo		bschleyer@pilotohouse.com	
CEO/GM survey		John Keller	Broadwing, Inc.	Ellenberger, Richard G. (Rick)	President/Chief Executive Officer/Chairman	General Management	Cincinnati, Ohio	Keller, John	Sintes, Gustavo		rgellenberger@hotmail.com	
CEO/GM survey		Nayla Rizk	Archway Digital Systems, Inc.	Heil, Michael D. (Mike)	Chief Executive Officer	General Management	Mountain View, California	Citrin, James	Sintes, Gustavo			HeilMD@aol.com
CEO/GM survey		Nayla Rizk	Telcordia Technologies, Inc.	Desch, Matthew J. (Matt)	Chief Executive Officer	General Management	Morristown, New Jersey	Render, Don	Sintes, Gustavo		mdesch@telcordia.com	mdesch@mindspring.com
CEO/GM survey		Nayla Rizk	Currenex, Inc.	Mirek, Lori P.	President & CEO Founder		Menlo Park California				lori.mirek@currenex.com	loripmirek@hotmail.com
CEO/GM survey		Nayla Rizk	Tesaria, Inc.	Billings, George H.	Vice Chairman	General Management	San Jose California	Scanlan, Thomas			ginnie_defer@symmetrycomm.com	capegeorge@earthlink.net
CEO/GM survey		Terry Price	Kyocera Wireless Corporation	Speaks, Jr., Howard W. (Skip)	Chief Executive Officer		San Diego California	Floyd, Jennifer			sspeaks@kyocera-wireless.com	skip@silcon.com
CEO/GM survey		Terry Price	Nuera Communications, Inc.	Ingram, William (Bill)	President/Chief Executive Officer		San Diego California	Piche, Jerome	Price, Terry	Business Development/Sent Information	wingram@nuera.com	

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CEO/GM survey		Terry Price	Larscom, Inc.	Scharre, Daniel L. (Dan)	Chief Executive Officer		Milpitas California	Fisch, Stephanie	Price, Terry	Business Development/Completed Follow-up	dscharre@larscom.com	dscharre2@earthlink.net
CEO/GM survey		Tom Scanlan	Covad Communications, Inc.	Hoffman, Charles E. (Charlie)	President/CEO		Santa Clara California		Price, Terry	Business Development/Sent Information	choffman@rci.rogers.com	
CEO/GM survey		Tom Scanlan	Empower Interactive	Shearer, Richard	CEO		London Great Britain				richard@eigroup.com	richshearer@hotmail.com
CEO/GM survey		Tom Scanlan	Ericsson Communications, Inc. (EMC)	Henderson, Mark	President/CEO C	General Management	Mississauga Ontario Canada	Scanlan, Thomas	Hauswirth, Jeff	Business Development/	mhliscel@hotmail.com	
CEO/GM survey		Tom Scanlan	Exi Wireless, Inc.	Khoja, Karim Jadavjee.	Chairman and Chief Executive Officer		Richmond British Columbia Canada				kkhoja@exi.com	karimkhoja@hotmail.com
CEO/GM survey		Tom Scanlan	Midwest Wireless	Dennis Miller	President & CEO		Mankato, MN		John Keller	Business Development	dmiller@midwestwireless.com	
CEO/GM survey		Tom Scanlan	Quintessent Communications, Inc.	Brian Vincent	Chairman/President/Chief Executive Officer		Seattle, WA				bvincent@quintessent.com	shannonvincent@attbi.com