

DAVID K. PFAFF

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SUMMARY

My professional background is in engineering design, project and program management for technology and communications systems. I offer extensive experience in managing emerging technology to target/penetrate domestic and international markets. In addition, I have in-depth experience in managing operations, large budgets, personnel, and subcontractors including scheduling, coordination and reviewing all products and materials.

As you will see below, I have successfully designed, implemented, and expanded network architecture in multiple industries. Throughout my career, I have provided hands-on leadership to establish vision, set goals, prioritize objectives, and build highly productive teams while interacting directly with executive management and clients to ensure accurate technology solutions to business needs. Specifically, I would like to draw your focus to the following skill set:

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| ❖ Project/Program Management | ❖ Site Audit, Survey and Design Build-Out |
| ❖ Strategic Planning | ❖ Task Resolution |
| ❖ Network Design & Implementation | ❖ Exceptional Analytical Evaluator |
| ❖ Emerging Technology | ❖ Professional Presentation |
| ❖ Enterprise Solutions | ❖ Team Building/Management |
| ❖ Resource Management | ❖ Leadership |
| ❖ Customer Care/Service Management | ❖ Communication |
| ❖ Vendor Relationship Management | ❖ Training |
| ❖ Contracts | ❖ International Partnerships |
| ❖ International Market Development | ❖ Top Secret Security Clearance |
| ❖ DOD Contracts | ❖ Treasury Department Contracts |

The variety of my experience includes a strong combination of developing successful strategic initiatives and providing management support/direction to international engineering staffs and operations. Based on my expertise, I have been selected to manage special/high profile projects critical to the organizations' growth and bottom-line. My ability to facilitate change, streamline processes and gain approval for major projects has consistently contributed to generating significant profits. The value I bring to your organization is not only my successful performance record, but also the strong combination of my analytical, problem solving, communication and strategic/tactical planning skills.

PROFESSIONAL EXPERIENCE

❖ **L3Harris – FTI Program for the FAA**

➤ *Project Manager/Telecom Engineer*

- Oversee the transition of the Verizon XO Project working with all departments within the FTI Program
- Provide cost saving to L3Harris and the FAA of 3.8 million dollars by the removal of unneeded legacy LEC circuits
- Oversee and provide Telco Engineering for the 3 largest FAA Air Spaces Boston (ZBW), New York (ZNY) and Washington/Philadelphia (ZDC)

❖ **Law Firm of Mattaniah S. Jahn**

➤ *Project Manager/Planner/Engineer*

- Provide engineering knowledge for cell tower land development/acquisition for major cell carriers.
- Project manage site development from leasing, through zoning, building permitting, through construction and finally to close-out.
- Attend Zoning and County Commission meetings as a subject matter expert to assist attorneys by advising on RF analysis and cell tower construction process and procedures.
- Manage project budget from cradle to grave.

❖ **Peraton – (Treasury Department)**

➤ *Project Engineer*

- Provide engineering knowledge for linking Treasury Department locations and facilities with secured communications links.
- Project manages all aspects of network growth, from the best methodology for securing equipment, links and project budgets.
- Design and implement Treasury Department local and wide area campus encrypted WPS WIFI wireless networks.

❖ **Verizon Wireline Networks**

➤ *Engr IV Spec-Network Eng & Ops – Core Equipment Engineering*

- Develop, engineer, and generate transport solutions for supporting customers on the Verizon Network.
- Analyze customer requirements.
- Define timelines and deliverables to meet customer needs.
- Developing the correct engineering solutions add customers to existing infrastructure with creating diverse effects to the network as a whole.
- Understand current network and develop augmentation to regions to support long term customer growth. Support & augment SDWAN initiatives and WPS WIFI networks.
- Oversee project installation and work with field operations personnel to complete projects.
- Generate As-Built documentation & engineering drawings once the project is complete.
- Work on special projects as defined by leadership.

❖ **MAG Aerospace – (DOD Contractor)**

➤ *Lead Systems Engineering/Project Manager (Top Secret Clearance)*

- Develop, design, and manage a classified program solution for Air Force Special Operations Command (AFSOC).
- Analyze program requirements.
- Develop potential solutions and present to military leadership options for course of action.
- Define project budget, timelines, SLA's, schedule, documentation, training/deliverables.
- Oversee (project manage) development, budget, implementation and deliverables.
- Test solution in a controlled environment and correct issues as required.
- Deploy solution for field testing and evaluation.
- Present training methodology, sustainment, and closeout documentation.

❖ **CenturyLink/Windstream Communications**

➤ *Consulting/Transport Engineering/ISP/OSP Engineering/Access Engineering/Project Manager*

- Develop OSP engineering solutions to meet CenturyLink & Windstream CAF/Vectoring installation requirements. This included Site Survey reviews, Right-of-Way negotiations & permitting, RST cabinet powers solutions from CO, cabinet upgrades/installations, Fiber splicing & copper facility extensions. Support & augment SDWAN initiatives and WPS WIFI networks.
- Project manage and review Engineering Prints to ensure that all CenturyLink requirements are achieved against ISP/Access Design Specifications, timelines and budgets.
- Design OSP engineering drawings using CenturyLink applications (Fireworks, WFMT Martens and NDS), and Windstream applications.
- Extensive use of Martens and NDS to ensure CenturyLink CAF/Vectoring projects are successfully implemented.
- Develop engineering transport solutions for backhaul and DSL traffic for Windstream Communications for their BWAP initiative and generate engineering solutions for latency.
- Prepare, project manage and track all orders within my control from inception to completion including preparation, budgeting, purchasing, installation, and turn-up.
- Develop circuit design strategy for all DSL backhaul traffic. Support & augment SDWAN initiatives.
- Work with upper management to track and provide detailed updates for the project against strict timelines required.
- Develop engineering transport solutions for backhaul and DSL traffic for Windstream Communications within the Georgia Market for their BWAP initiative.
- Generate Broadband Engineering solutions for latency issues within the Georgia Markets assigned.
- Create/Engineer Polycom video/data conferencing links between the headquarters and remote offices.
- Prepare, project manage and track all orders within my control from inception to completion including preparation, budgeting, purchasing, installation, and turn-up.
- Develop circuit design strategy for all DSL backhaul traffic. Support & augment SDWAN initiatives.
- Work with upper management to track and provide detailed updates for the project against strict timelines required.

❖ **Consulting for T-Mobile USA**

➤ ***Sr. Strategic Planning Engineer***

- Oversee the Strategic Planning of the DWDM/DCS/ATM/RF deployment in the Western Region, specifically focused on the California/Nevada/Oregon/Washington/New Mexico, Arizona, Utah and Colorado Redesign Project.
- Review vendor proposals, technology roadmaps, and making recommendations to management on strategic direction of the technology specific to T-Mobile.
- Develop engineering design packages (EDP) for T-Mobile's Western Region Transport DWDM/DCS/ATM/RF for implementation.
- Orchestrate implementation strategy for 3G to 4G for Cell towers in Western Region.
- Prepare, project manage, review and approve all RFP's received from vendors and submit to management for approval.
- Prepare budget analysis for DWDM/DCS/ATM/RF deployment and provide back up documentation.
- Created and maintained the Network Connectivity Diagrams for all Markets in the Western Region.

❖ **Consulting for MetroPCS Inc**

➤ ***Construction Project Manager***

- Oversee (Project Manage) all construction aspects for site build outs for the new Central Florida Market for MetroPCS.
- Make certain that all RF perspectives are achieved for optimal coverage patterns.
- Project Manage all direct contractors and sub-contractors in proper site builds.
- Gather, review and submit construction bids for job sites and make recommendations to management on best methods and costs for completion. Review and prepare budgets of all projects.
- Maintain extremely tight timelines for construction of sites against management deadlines.

❖ **Florida Power & Light Co, Florida**

➤ ***Project Manager – Wireless Network Engineer***

- Managed several key projects for post-storm recovery effort for 2004 hurricane season, overseeing contractor and team efforts to restore FPL's wireless voice and data communication systems. Participated in proposals to Executive Management. Project resulted in full restoration of all wireless voice and data systems within 11 days after the storms hit.
- Led a team as project manager for the design and implementation of three new tower sites in FPL's service territory. Efforts concluded on time, under budget and in one instance there was a multiple year lease negotiated with zero cost to FPL.
- Manage vendor relations with sub-contractors for the radio engineering group. Validate that work is correctly performed and ensure timely invoicing and payments.
- Create and submit RFPs for all projects, negotiate final contracts and get management approvals.
- FPL representative for contract negotiations of cell carrier lease agreements. Performed auditing of contracts and lease payments resulting in \$350,000 in recovery of lost revenue.

❖ **Qwest Communications International, Denver, Colorado**

➤ ***Manager – International Transport Engineering***

- Led design of first international data link network with low startup cost and installed cable landing sites across the United States with seamless connectivity for Asia and Australia capable of interfacing international customers to communicate on the U. S. Internet and with major banking institutions. Participated in proposals to Executive Management for Mexico and Canada. Resulted in signing a partnership for a \$28 million special/high profile project.
- Instrumental in developing partnerships with foreign customers and all United States Embassies to design seamless SDH traffic for unsecured voice and data transfer with authority over \$5 million project budget including oversight of foreign countries and U.S. Field Engineers.
- Perform budget analysis, Network build plans and implementation.
- Proven success in managing international projects on schedule and budget.
- Managed personnel and subcontractors including scheduling tasks, coordination with and between all subcontractors, submitting and reviewing all product and material submittals.
- When required, perform site audits, site survey and design site build-out.
- Developed template for Engineering Design Packages to gather and organize pertinent data. Template is currently a living document at Qwest.
- Provide management support and direction to international engineering staff under my direction.

➤ ***Manager – QwestLink Special Projects***

- Managed \$3.8 million budget including oversight of 5 Regional Engineers and 25 Field Engineers for selected projects. Established standards, policies and procedures in the design and implementation of network interface, from the backbone to local, in 22 markets.
- Perform budget analysis and cost recommendations on QwestLink (Local Area Network) Network Growth based off of known contract sales and growth trends within the 22 markets.
- Researched and audited expenses incurred at multiple locations. Resulted in reducing costs by \$780,000 annually, improved communications between departments and allowed seamless integration.
- Instrumental in the upgrade of the voice communications system for multiple facilities to an advanced platform. Successfully trained all employees and launched new systems decreasing service costs from 22% to 31% saving \$365,000 annually.
- Use emerging technology to target and penetrate new local markets for Qwest.
- Design QwestLink Network growth architecture throughout the 22 major markets.

➤ ***Sr. Program Manager – S.E.N.D. (Systems Engineering, Network Design)***

- Designed Qwest network expansion includes U.S. West merger with Qwest.
- Design Qwest Network growth architecture through the entire U.S.A.
- Perform budget analysis and cost recommendations on Network Growth based off known contract sales and growth trends.
- Work with Sr. Management to design and develop an annual network construction budget for Transport Engineering.
- Design/ Implement individual Network rings through the U.S.A.
- Make recommendations on Network topology and equipment to be deployed.
- Work on Special/High Profile Project as required.

❖ **Florida Power & Light Company, Miami, Florida**

➤ ***Telecommunications Analyst/ Southern Operations***

- Designed, implemented, and oversaw the installation of the largest Nortel Opt. 81C PBX for FPL at Turkey Point Nuclear Power Plant.
- Have security clearance from the Nuclear Regulatory Commission to work in Nuclear Plants.
- Installed and provisioned two Magellan ATM nodes over OC-192 Sonet Ring technology.
- Support and maintain the FPL Sonnet Ring system and ATM network in South Florida. (OC-3, OC-12, OC-48, OC-192, DS-0, T-1, DS-3, ATM, Frame Relay)
- Manage all telecommunications Voice (VOIP) & Data (LAN/WAN) circuits in South Florida.
- Install & Network manage 2 Call Centers for handling all external customer voice traffic into FPL. This included predictive dialers for revenue retrieval, internal VOIP systems and all ACD systems.
- Led team in maintaining and installing new fiber capacity and generated \$135 million in revenues over 2 years.
- Developed and maintained financial planning and budget actuals for all communication circuit budget activities in South Florida.
- Administer the FPL Video Conferencing System throughout FPL.
- Meet with internal customers to determine, develop, and implement their telecommunications needs.
- Develop RFP requirements, oversee the technical specifications and manage FPL vendor support activities in South Florida.
- Developed a statewide central database for the allocation of all communications circuits and equipment.

➤ ***Consultant - Radio Engineering***

- Collected propagation analysis information for tower sites throughout FPL's service territory.
- Performed engineering propagation analysis for the conversion from 450 to a 900 MHz system.
- Made recommendations on how to convert to the new radio system.
- Assisted in restoration efforts of damaged communication systems from Hurricane Andrew.
- Provided technical guidance for the development and implementation of a Radio Management Software (R.M.S.) package being developed to track all radio department inventory, staffing time, and tower site facilities.
- Provided technical guidance with the implementation of a Wide Area Network (WAN) system currently in place at FPL.
- Analyzed, developed, purchased, and implemented new computers for the Radio Department.
- Provided technical support for FPL Radio Operation's computers.
- Provided technical assistance with the implementation of a statewide paging system.
- Researched, tested, and made recommendations on a software package for sending text messages to pagers which is now the FPL paging communications standard.
- Maintained the FPL license database with the FCC (Federal Communications Commission).
- Prepared & submitted all FCC & FAA license applications for FPL.
- Established and maintained the FPL Tower Site Database.
- Prepared and maintained spreadsheets for tracking of staffing level using P.S.T.S. application.
- Prepared and maintained all AutoCAD drawings of FPL radio systems.

EDUCATION

Shenandoah University, Winchester Virginia

Degree: B.S. Engineering/ Management

- Course Concentration: Management, Engineering, Production, Computer Programming, Recording.

INDUSTRY RELATED FORMAL TRAINING COURSES

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| <ul style="list-style-type: none"> • Security + • Certified on Ciena Corestream DWDM Transport Equipment • Certified on Ciena Core Director Optical Core Switch • Certified on Nortel Optera LH DWDM Transport Equipment • Certified on Nortel Optera DX Transport Node • Certified S/DMS TransportNode OC-48 Ring OAM&P • Certified S/DMS TransportNode OC-192 Ring OAM&P • Certified S/DMS TransportNode OC-192 Advanced Optics • Certified on Adtran DSL • Certified on CALIX DSL Fundamentals of Routing • Certified Cisco ONS 15454 Optical Transport Equipment | <ul style="list-style-type: none"> • Certified Nortel Passport (ATM) Operation and Maintenance • Certified Nortel Passport (ATM) Administration and Provisioning • Meridian I Installation, Administration Operation and Maintenance • Meridian Mail Administration Operation and Maintenance • Norstar Installation, Administration Operation and Maintenance • LAN/WAN Protocols • IP Addressing • Fundamentals of TCP/IP • Fundamentals of Routing • A+ |
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HARDWARE/SOFTWARE KNOWLEDGE

- PC's, LAN/WAN Systems, Nortel, Cisco, Fujitsu, Juniper, Bay, WellFleet.
- Software Programs: Remedy, AutoCAD, Freelance, FoxPro, MetaSolv, Kinetic, Onsite, SAP, and all Microsoft packages.
- Operating Platforms: DOS, Windows Platforms, Windows 118, Windows NT & XP, Novel, LAN/WAN Systems, ATM, SDH and SONET.