

Robert Compton  
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**Roles:**

Technical Director / Engineering-Operations Management  
Customer Solutions Architect  
Corporate Technical Crisis Team Leader  
Operational Services Technical Support Manager

**Experience Summary**

34 years of Engineering and Technical Management, Telecommunications and Information Technology experience including IP based systems engineering, access technologies and services such as IP VPN (MPLS) and VPN (ISP), Internet 2 /NLR, emerging communications technologies such as 3G, WiMax and EVDO, customer solution architecture for large and small data center and hosting services, technical management, strategic team management, business process design, detailed technical system specification, design and development. I have extensive experience working with domestic and international customers to define system requirements and developing solutions for small and large projects and services.

I have worked collaboratively with executives, subject matter experts, clients, vendors and engineering teams to successfully design, implement and manage IT solutions in the aviation, transportation and health care industries.

**IT Management Skills Inventory**

- Diverse technical background coupled with a broad industry experience and strong communications skills.
- Design and operate large voice, video and data communication centers
- Manage technical, implementation and operations staff
- Oversight for safety of flight operation center
- Excellent presentation and customer interface skills.
- Hands on experience with various network and communication systems products to deliver integrated voice, video and data services using carrier services such as AT&T, Sprint, BT, etc.
- Managed projects from the concept stage to deployment for internal and external clients using standard and specialized systems to create affordable solutions IT solutions on time and budget
- Highly organized methodology and leadership style enabling project success

**Strengths**

- Strong Leadership and Technical skills across multiple disciplines for telecommunications and systems engineering.

- Extensive hands on engineering support (2<sup>nd</sup> /3<sup>rd</sup>) for operations support
- Experience in global telecommunications, networking and messaging services in the design, implementation and support of safety of flight Service Companies and the Health Care Services.
- Business aptitude to quickly understand and articulate strategy
- Leadership skills based on global experience to motivate and lead organizations
- Business process engineering that produces increased productivity and profitability
- Excellent communication skills to articulate business strategy, solution options and project requirements
- Leadership experience to develop a sense of urgency for quality solutions

#### Chronological Summary of Experience

##### **Aeronautical Radio, Inc – Annapolis, MD (Dec 1989 – March 2008)**

*Telecommunications and Infrastructure Architect / Technical Director (1995-present)*

- Design lead for a multi vendor (AT&T, Sprint, Verizon, BT, etc.) MPLS services – Complete with Concept of Operations for a new telecommunication providers for integrated voice and data services.
- Design lead for new VPN service offerings for global clients - includes operational process definition, system flow diagrams, detailed requirement specifications, critical role definition, and systems integration plans.
- Technical Lead for the integration of wireless access technologies into the ARINC Global network service offerings which include 802.11 a/b/g, GPRS, Edge, Generic 3G services such as EVDO, etc.
- Vendor project management consulting representing the telecommunication service for the lifecycle of the project to implement integrated voice/telephony and data infrastructure.
- Provide senior technical support for all customer network and messaging systems with primary responsibility within the America's and as needed support in Asia Pac and EMEA.
- Technical lead for the corporate crisis management.
- Corporate Wide Area Network upgrade from AT/FR to IP based services – co chaired the technical team that produced the RFP, conducted analysis, selected vendor, managed the detailed design and implementation project
- Additional Roles at ARINC (1989-94) included Operations Tech Support Engineer/Manager, engineering and project management – provided 2<sup>nd</sup>/3<sup>rd</sup> level support of operations staff for global network, messaging and RF (VHF/HF) systems.

##### **Knauss Systems Inc. – Tampa Florida (06/87 – 11/89)**

Northeast Regional manager for service and systems Integration in support of a 3<sup>rd</sup> party reseller of Honeywell small to mid size computer systems. Supervisory role for small group (6 people) of field engineers with business development and P&L responsibilities of approximately \$800k..

**Automatic Data Processing, Inc. – Rockville MD (4/86 – 6/87)**

Regional Service Manager with 7 direct reports providing technical sales, implementation and service support for ADP payroll systems. The responsibilities included the installation, service support and the integration of small office payroll and employee management computer systems for Washington/Baltimore area.

**Perkin – Elmer Data Systems – Rockville MD (9/78 – 1/86)**

Area Supervisor for the Baltimore branch of Perkin- Elmer with responsibilities for the implementation and service support of all 16 and 32 bit computer systems. Directed a staff of 9 Field Engineers, managed the budget and equipment with a value of approximately 1 million dollars, with area responsibilities for all of MD/DC and Southern PA.

**Control Data Corporation – Rockville MD (6/75 – 8/78)**

Senior Field Engineer supporting small and mid size CDC systems.

Education

Control Data Institute – 1974/75

Anne Arundel Community College – credit hours towards IT/EE

**Additional Training**

Telecommunications Services – including wireless, satellite and terrestrial networks

Cisco/Nortel/IBM/AT&T, MCI, Sprint, Intelsat equipment and services classes

Extensive Control Data and similar computer systems training on main frames and small systems

Management and Director training certifications

Program and Project management training

References available upon request