

EXHIBIT C - BIOGRAPHICAL INFORMATION



Vance Witt

Results-oriented Executive with over 20 years' experience in operations and 8 years' in the telecommunication industry as a Vice President of Business Development. Mr. Witt focus is developing and executing company sales and marketing plans, including implementing new ideas and tools for the company. Solid background in operations in wholesale market segments. Extensive direct and indirect leadership experience. Diverse executive management background with expertise in organization. A forward thinking executive with excellent vision, leadership and negotiation skills. Strong written and verbal skills. Solid track record reducing costs and employing performance optimization plans in a wide range of situations.

Education

- Bachelor's degree from University of West Georgia

Vance Witt
900 Yosemite Drive
Suwanee Ga 30024

RESUME OF QUALIFICATIONS

404-597-8499

Profile: Results driven and highly motivated sales manager with a demonstrated ability to meet and exceed revenue goals through building strong customer relationships and delivering a positive customer experience

EXPERIENCE Jun 08 Present Consultant

Consultant/Agent

- Advise Telecom Expense Management for clients renewing contracts
- Consult Telecom services for The Travel Channel (COX) for "Most Haunted Life" production
- Work with RBTI to roll out PCI DSS firewall services
- Sell Telecom services to Hospitality market with Venture Group Enterprises
- Present alternative network solutions at the C level within Hilton
- Managed over 400 hotels in the Hilton brand
- Consulting services to Extended Stay America to help keep their capitol expenditures down by using alternative network solutions

Nov 05 – Jun 08 Guest-Tek

National Account Manager

- Managed the largest Hospitality Brands in the Country at corporate level.
- Sold HSIA, Video over IP and VOIP to Intercontinental Hilton and Ritz Carlton
- Sold 800k in new product first quarter of employment
- Present at the C level within Hilton and Ritz Carlton
- Managed over 400 hotels in the Hilton brand
- Held monthly meetings with Hilton to discuss strategies for up coming projects
- Helped work between corporate and franchises to negotiate proper contracts and products within hotel brands for Hilton
- Maintained 100% of quarterly quota while managing strategic accounts.

Nov 04 – Nov 05 ITC DeltaCom

Senior National Account Manager

- Managed fortune 100 accounts throughout the Southeast
- Sold ATM, Frame Relay and IP access to existing accounts in various vertical markets
- Partnered with E^Deltacom to sell Data Center services managing networks for financial verticals.
- Closed 2 million in new revenue while managing existing national account customer base.

May 03 – Nov 04 US LEC

Strategic Account Manager

- Prospect fortune 500 accounts throughout the Southeast
- Sold Internet access in Hospitality Vertical for WIFI
- Partnered with several integration companies to provide WIFI solutions with Hospitality
- Focused on large accounts in Verizon territory to provide fixed cost solutions for local service.

Jun 02- May 03 Sprint

Sr Account Executive

- Prospected medium size businesses in the Atlanta Market
- Managed quota of \$9000 per month
- Built funnel and cold called approx 40 calls per day

Feb 01 – April 02 Global Crossing

Sr National Account Manager

- Selling voice/data services to new and existing customers, new revenue monthly quota of \$25,000.
- Develop relationships with strategic accounts at the C level
- Helped develop product in the Hospitality vertical

Sep 00 – Feb 01 Senets Wireless Broadband, Atlanta,GA

Regional Sales Manager

- Built new branch in the Atlanta market.
- Managed SAEs and AEs with 100k monthly quota.
- Developed sales reps to obtain quota and training
- Developed relationships with strategic accounts

Jun 99 – Sept 00 MCI WorldCom, Atlanta,GA

National Account Manager

- Selling voice/data services to new and existing customers, exceeding \$500,000 revenue per month.