

Eugene C. Gaines

Resume

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See goo.gl/fXvvq or



Competence

- **My strength is using cutting-edge IT and network technology to create breakthroughs.**
- **Also major account selling, proposal writing, multi-year customer management.**
- **Long history advising C-Suite management on IT strategy.**
- **Experienced in driving growth, delivering 200-400 percent annual increases.**
- **Inventor/developer of several network, database, financial products.**

Customers

- **Account management, network problem-solving for network companies:** AT&T Hq., Bell Canada, Bellcomm, BellSouth, Deutsche Telekom, Marconi, RBOCs, Telecom India, Telenet, ISPs, ITT, MCI, Nortel, Sprint.
- **Business consulting for:** AT&T Treasury, BBN, Bell Labs, Blue Cross, CalFed, Citicorp, DARPA, DEC, Edunet, Fluor, Ford, GE Credit, GM, IBM, Lucent, MIT, U.S. government agencies, Unisys, USAA, Xerox.

Experience

Gaines Group Sterling, Virginia President 1997-present

Provide assistance to organizations experiencing technology challenges. Consulting in Internet, wireless, BYOD, QoS, VPN, NewSQL, IoT (Internet of Things), MANETs, AEG, autonomous sensors. Advise international companies on U.S. strategy, planning, recruiting, briefings to U.S. legislators and regulators.

FaxPad Technologies, Inc. Montreal, Canada Founder, President 1990-1996

Founded company to pursue my vision for hybrid Internet-wireless network products to deliver service in remote areas. Financed company through an investment partnership, produced a profit for every investor.

SR Systems Atlanta, Georgia; Montreal, Canada General Manager 1987-1990

Took over operation in trouble, reorganized, doubled sales. Developed innovative packet network products such as fax- and voice-over-packet PADs, installed in 40 countries, spun off company to investors

NewNetworks, Inc. Atlanta, Georgia Founder, President 1987-1989

Founded company at invitation of BellSouth to assist in starting up their first public switched data service. Executed smooth service startup in five states. Exclusive supplier to BellSouth of all customer equipment.

With backing of BellSouth, tackled a problem that had long plagued me – the PC to IBM mainframe over public networks barrier. Invented an innovative design that solved the problem, sold design to the largest PC-to-mainframe equipment maker. This contributed to breaking the IBM stranglehold on networks.

Protocom Devices Inc. New York City Executive Vice President 1984-1987

Assisted NY-NJ Port Authority in developing a strategy to attract high-tech companies to New York City. Set up \$6.4 million first-round financing for this start-up, joined company, set up sales operation, managed major accounts, personally created the sales backlog that made it possible to go public in 3 years.

Company created new products for mainframe communications over switched networks. Moved to the South Bronx, revitalized area, cited by NYC Mayor and leading universities for leadership in NYC high tech.

North American Philips New York City Manager of Telecommunications Engineering 1982-1984

Headed telecom engineering team of this \$2.5 billion annual sales company, responsible for some 600 plants and offices. Traveled the country to coordinate telecom projects across 30 companies.

Promoted to North American Product Manager for worldwide Philips packet switching datacom products, set up North American sales operation, sold packet switching equipment to such customers as AT&T.

ITT Domestic Network Group New York City *Manager of Network Planning* 1981-1982

Headed the Network Planning Department of this aggressive entry into the long distance telephone business. Business plan called for an incredible 23 percent per month compound sales growth, starting from \$20 million per month. My department consistently month-after-month met every growth target.

Given additional responsibility of network planning for ITT corporate units such as Sheraton Hotels, Hartford Insurance, Bond Baking, ITT Defense.

GTE Telenet Vienna, Virginia *Director of Customer Operations* 1980-1981

Managed the operations, field engineering, customer support, network control center staffs of this pioneer public packet switching networking company. Expanded my staff from 16 to 60 people in seven months. Operated on a shoestring until acquisition by GTE, hired my replacement, resigned for a much-needed rest.

MAI Sorbus Valley Forge, Pennsylvania *Manager of Telecommunications* 1973-1980

Largest independent computer service company. Initially led an accounting software programming team, then appointed first Manager of Telecommunications, later Telecommunications Advisor to the Chairman.

Given task of turning a cost center into a profit center. In 2 years created product line with 90 percent profit.

Proposed a novel nonstop inventory concept, fought through 3 presidents, completed company reorganization in one-half budget time and cost, transformed company. Project credited in Annual Report for company turnaround in one year from "continuing losses" to "strong profitability", was key to acquisition by Bell Atlantic.

Professional

- Organized first reunion of ARPANET developers in 40 years at BBN, Arlington, Virginia, see goo.gl/8U86Y
- Organized 42 Internet Society chapters around the world to hold an "Appreciation Evening for Vint Cerf and Bob Kahn" at Booz Allen Hamilton headquarters in McLean, Virginia.
- Co-founder, the Capital Area Wireless Network group (CAWNET).
- Organized WiFi Play Day at Virginia Center for Innovative Technology, see goo.gl/0arso
- Co-founder, Washington DC Area Chapter of the Internet Society (ISOC-DC), see isoc-dc.org
- Led executive telecommunications seminars for Citicorp, national new-technology seminar tours for AT&T.
- Co-author, [RSVP-QoS Implementation Surveys](#), IETF, w Marco Festa, CEFRIEL, Milan, see goo.gl/IGFHJ
- Published in [CMA Journals](#), [Infosystems](#), [Networks Journal](#), [Telecommunications Magazine](#).
- Organized seminars, presented papers, chaired sessions at WCAI (Wireless Communications Association) conferences, ICA, Comdex, NCC, ACM, Interface, CMA, ISOC, NARUC conferences.
- Individual achievement award from the National Association of Financial Professionals.

Education

- Graduate studies in Computer Science, Moore School of Engineering, University of Pennsylvania.
- Graduate studies toward Master of Science, University of Houston, thesis "Reciprocity Law Failure in Conventional Silver Halide Photosensitive Materials". Study produced new data, caused Kodak to revise their data books and publish new recommendations concerning film sensitivity.
- Bachelor of Science, Photography, University of Houston, minors in Physics and Mathematics.

Personal

- U.S. citizen, born New Orleans LA, married, excellent health.
- Served U.S. Army Signal Corps, 1st Lt., attached to Joint Chiefs of Staff, Pentagon, led special assignments.
- Held various military and civilian security clearances.
- Volunteer Tour Guide, U.S. Capitol Building, U.S. Senate, Washington DC.
- Past president, Westerley Home Owners Association, ACM Education Committee.
- Academy Award Honorable Mention for documentary motion picture.
- 30 years volunteer work in urban redevelopment and training at-risk students for success in technology.