

John Schultz

176 Rutherford Road

Stillwater, MN 55082

651 967-7196 (office) 612 290-2487 (cell)

jschultz@u-rekabroadband.com

Qualifications Profile

Results-driven, action-oriented Executive Manager with a varying set of Engineering, Operations, Project Management and Product Development skills tailored within the Telecommunications Industry. Ability to relate to employees, customers and vendors at a level appropriate to each. Regarded as an industry expert in fiber-to-the-home and switched-digital video deployments, asked to share experience at industry functions and in print. Passion for next-generation access architectures and the capabilities and services that can be provided over such networks.

Professional Experience

U-reka Broadband Ventures Stillwater, Minnesota, 1/04 – Present (*Business Services and Strategy Development*)

Principal and Partner

- Provide Business Planning, Operational Planning, Network Design, Project Management to Municipalities, Competitive and Incumbent Service providers and Private Businesses across the United States.

FTTH Communications LLC., Roseville, Minnesota, 1/02 – 03/07 (*Telecommunications Service Provider*)

General Manager/Chief Operating Officer

- Recruited as member of ground floor management team for Start-up Company to develop architecture, services and deployment of services to residential communities in the Minneapolis metropolitan area. Defined and negotiated successful business relationships with equipment manufacturers, telecommunications carriers, engineering firms and contractors for the delivery of video, internet and telephone products. Led cross-functional team to design and deploy first IP video system over a fiber-to-the-home PON network in the United States, responsibilities included engineering, content acquisition and deployment. Worked to develop cost model for the deployment of new fiber-to-the-home developments working to drive costs out of the network, reduced deployed cost for passings and servings by more than 60% résumé

Seren Innovations, Minneapolis, Minnesota, 8/99-1/02 (*Telecommunications Service Provider*)

Product Manager/Engineering Manager-Telephone Products

- Company subject-matter expert regarding telephone products and services, worked across entire organization (customer service, billing, operations, products and regulatory) to strengthen telephone product growing the customer base from 2,000 telephone subscribers in one market to over 15,000 in two markets. Defined, negotiated and in some instances renegotiated successful business relationships with telecommunications vendors and service providers. Led cross-functional teams to evaluate and select new operating systems and equipment for company including Operational Support Systems, Telephone Switching equipment and its Business Delivery Architecture.

Hickory Tech, Mankato, Minnesota, 6/98 – 8/99 (*Telecommunications Service Provider*)

Sr. Outside Plant Engineer

- Led team of employees who performed outside plant engineering, facilities design and construction activity for both the Hickory Tech ILEC and CLEC operations, including both Iowa and Minnesota. Direct budget responsibility for all projects. Deployed new overbuild markets and Long-Haul networks including Des Moines, IA, Twin Cities, MN and New Richland, MN. Led cross-functional team for selection and deployment of new Outside Plant records system and participated in overall company strategy for Operational Support Systems

Sprint Corporation Chaska, Minnesota, 3/93 – 6/98 (*Telecommunications Service Provider*)

Network Engineer

- Worked up company ladder from Lineman to Network Engineer. Responsible for Outside Plant, Digital Loop Carrier and Optical Transport technology design and deployment for ILEC properties. Designed and deployed first fiber-to-the-curb system in state of Minnesota.

Education

St. Mary's University, Master's of Science Degree, Telecommunications- 1999-2002

St. Mary's University, Bachelors Degree, Telecommunications Management-1996-1998
