

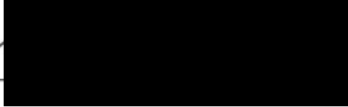
Committee on Energy and Commerce

U.S. House of Representatives

Witness Disclosure Requirement - "Truth in Testimony"

Required by House Rule XI, Clause 2(g)(5)

1. Your Name: <u>MICHAEL POTH</u>		
2. Your Title: <u>CHIEF EXECUTIVE OFFICER - FIRSTNET</u>		
3. The Entity(ies) You are Representing: <u>FIRST RESPONDER NETWORK AUTHORITY - FIRSTNET</u>		
4. Are you testifying on behalf of the Federal, or a State or local government entity?	Yes <u>X</u>	No
5. Please list any Federal grants or contracts, or contracts or payments originating with a foreign government, that you or the entity(ies) you represent have received on or after January 1, 2015. Only grants, contracts, or payments related to the subject matter of the hearing must be listed. <u>NONE</u>		
6. Please attach your curriculum vitae to your completed disclosure form.		

Signature: 

Date: 10/31/17

Michael E. Poth...

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- | | | |
|-----------------------------|-----------------------|-------------------------------|
| ▪ Strategic Business Acumen | ▪ Share Value Growth | ▪ Board Management |
| ▪ Executive Management | ▪ Sales and Marketing | ▪ International Leadership |
| ▪ Profit and Loss expertise | ▪ Profit Optimization | ▪ Federal and State expertise |
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A Career of Leading, Performance Improvement, and Profit Growth

First Responder Network Authority - FirstNet, Washington, DC

2015-Present

FirstNet- An independent authority within the U.S. Government tasked to build, operate and maintain the first ever high-speed, nationwide wireless broadband network dedicated to public safety for 56 States and territories. Developed and negotiated first ever public private partnership model building nationwide \$50 billion broadband network, covering 99% of population and 90% of geography, creating 75K new jobs.

CHIEF EXECUTIVE OFFICER

Provide leadership Board of Directors and management for FirstNet, a \$50B+ Authority. Create, plan, implementing and integrating the strategic roadmap and direction of FirstNet. Establish budgets, investments, markets, partnerships and products, reporting to Board of Directors and United States Congress.

- Lead the development of acquisition and contract negotiation with Fortune 10 Company for largest public private partnership to build a nationwide wireless network for public safety. 25 year contract totaling over \$100B with initial CapEx and OpEx of \$46B+. This complex business model and technical approach provide an endearing solution while ensuring financial stability and reinvestment strategy for life of contract.
- Directed organizational redesign and assembled new management team to strategically reposition new Independent Authority, instilling operational discipline and financial accountability resulting in finalization and issuance of \$100B public private partnership acquisition. New operating model restructuring and streamlining reduced operating cost by over 25% year over year, increasing margins for reinvestment and increasing employee satisfaction by 65% in first year.
- Devised business model sanctioning monetization of excess spectrum for private sector revenue generation while minimizing government assets totaling \$16.5B, securing Fortune 10 Company to commit additional \$40B to build, operate and maintain nationwide LTE network.
- Reconstituted customer facing organization/s responsible for branding, go to market, outreach and innovation strategies, increasing customer satisfaction by over 55% to over 1000 public safety agencies
- Represent FirstNet operational, legislative and regulatory issues to the United States Senate, House of Representatives, all Cabinet level agencies in Federal administration and the Governors of the 56 States and territories.
- Oversaw the development and construction of \$20M innovation and cybersecurity test lab facility dedicated to public safety network, application and device ecosystem development.

HEWLETT PACKARD, Herndon, VA

2011 – 2014

The world's largest technology company with >\$127B in revenues and ~320,000 employees. Enterprise Services delivers one of the industry's broadest portfolios of infrastructure technology, applications, and business process outsourcing services.

VICE PRESIDENT, Enterprise Services

Recruited to turnaround the \$600M Enterprise Services line of business with ~1500 employees. Lead complex business negotiations and contractual commitments for the corporation. Drive improvements in margin, process, and cost savings. Full profit and loss accountability.

- Grew sales pipeline **75% to \$1.4B** by driving more aggressive pursuit of larger and more differentiated business opportunities and building employee confidence in achieving their potential.
 - Delivered \$7M+ in cost savings within one year through restructuring and streamlining.
 - Mitigated and eliminated more than **\$300M from a potential exposure of \$500M+** by renegotiating, initiating and driving process and cost avoidance strategies implementing extensive "Fix-it" strategies for 17 long-term contracts and re-establishing customer trust.
 - Improved the contract win rate from 54% to 73% by more targeted bidding and offering better solutions.
 - Increased overall customer satisfaction 23% and the rating for innovation 75% per an external survey.
 - Restored customer confidence in HP with all customers during turbulent times for corporation, receiving the **ES Role Model of the Year Award** for 2013 for the 25,000 employee organization.
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NORTHROP GRUMMAN INFORMATION TECHNOLOGY SYSTEMS, Mclean, VA

1996 – 2011

*An \$8.4B global provider of advanced technology solutions with >24,000 employees and offices in 50 states and 18 countries.***DIRECTOR DOD ENTERPRISE INFRASTRUCTURE** (2007 – 2011)

Selected to turnaround three divisions, generate growth, and create high performing organizations. Provided leadership to 800+ employees spread across 15 regional and international offices and customer sites. Managed the \$350M P&L of a division with a \$32B technology and defense contractor. Led more than 10 programs requiring the deployment of staff to support war efforts in **Iraq, Afghanistan, Kosovo, and Bosnia**.

- Developed and executed strategies and systems that revitalized underperforming lines of business and led to >\$380M in recompetes and new work for the division in nine months.
- Grew and developed new programs by 150% and pipeline 230% in one year and increased shareholder value by creating an atmosphere that encouraged pursuit of innovative opportunities.
- Boosted sales 15%, profits 13%, bookings 73%, and reduced Days Sales Outstanding (DSO) by 45 days through effective business management.
- Launched new programs focused on rewards, recognition, and career development that created a culture of high performance and re-energized and engaged employees.

DIRECTOR, PUBLIC SAFETY DIVISION (1997 – 2006)

Lead all operations, including systems integration, engineering, finance, and HR for a global customer service division with a P&L of \$175M. Developed, installed, and integrated public safety command and control software solutions for 130+ international, federal, state, and local police and fire departments.

SWORN POLICE OFFICER- POLICE CAPTAIN

Mr. Poth began his career in public safety holding numerous positions including Police Captain.

Education and Professional Qualifications

Master of Public Administration,

ARIZONA STATE UNIVERSITY, Tempe, Arizona

Bachelor of Science, Criminal Justice Administration, ARIZONA STATE UNIVERSITY, Tempe, Arizona**Executive Certificate,** OREGON BOARD OF PUBLIC SAFETY STANDARDS AND TRAINING**Executive Management,** DARDEN SCHOOL OF BUSINESS, University of Virginia**Strategic Marketing,** THE UNIVERSITY OF CHICAGO BOOTH GRADUATE SCHOOL OF BUSINESS**Top Secret Clearance with SCI**
