

TIM SCOTT
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SUMMARY:

- Self-employed technology consultant with a focus on fiber/broadband deployments and telecommunications infrastructure primarily across various local government engagements that provide a direct community benefit
- Long term interest and involvement in the growth of US municipal fiber market with key recent roles at Centennial, Breckenridge and Boulder, Colorado
- Led the private sector engagement with MA government agencies on the roll out and network operations of broadband stimulus funding with an 1100 mile new “middle-mile” fiber deployment connecting 123 communities in western Massachusetts
- Deep understanding of the complexities involved in this market, from feasibility, strategic planning, community engagement, design, modelling and finance, procurement, vendor selection, deployment, and developing key strategic partnerships in both the private and public sector
- Experienced in deploying backbone, middle mile, FTTP/FTTT, wireless, and new small cell projects
- Strong, diverse technology understanding including software, network infrastructure, wireless, small cell, security, unified communications, broadband and fiber access technologies
- Successful project management of multi-year complex broadband deployments
- Relationship builder, from CEOs and CTOs, to City Mayors and elected officials
- Results orientated, innovative, and passionate professional

Jan 2019 – current:

Independent Broadband Consultant (Peakview Enterprises, Colorado)

City of Boulder, Colorado

Project and Program Manager – Fiber/broadband strategy and deployment

Hired by Boulder to create a final fiber backbone design and determine critical lateral connections for their new fiber backbone project (\$20m), ensuring departmental and partner engagement. Led selection of construction vendor and determined final BofM. Oversee current construction of fiber backbone, began February 2020 and is estimated to be complete early 2022. In parallel to project management of the fiber backbone and managing various project stakeholders, currently setting the strategy for future fiber expansion and FTTP for Council consideration 2021

April 2016 – Dec 2018: Independent Broadband Consultant (Peakview Enterprises, Colorado)

City of Centennial, Colorado

Executive Director of Fiber Infrastructure

Contracted by the City to implement adopted Fiber Master plan, select contractors, secure applicable partnerships, and recruit service providers to leverage City’s new fiber backbone. Managed on-time and within budget deployment of City’s new 50 mile-high density, fiber backbone. Several service providers contracted to operate on the new network with FTTP and gigabit services available. Implemented a new “infrastructure” model and approach that has become the envy of other municipalities.

April 2015– current:

Independent Broadband Consultant (Peakview Enterprises, Colorado)

Self-employed consultant focused on the delivery of various fiber planning and deployment projects working mainly with local Government, regional carriers, and enterprise customers.

Contracted engagements include:-

- **Town of Breckenridge**, Colorado, broadband advisor to their FTTH project including the final design, build out of first phase, and key selection of an RSP to offer services. Assisted with current small cell project and vendor selection.
- **City of Centennial**, Colorado, advisor to City staff and City’s Fiber committee which led to the recent approval to build a new \$5.7M carrier neutral fiber backbone and adopted Fiber Master plan.

- **Allied Fiber, Business Development** with a focus on local government and Regional Service Providers (RSPs) that leased fiber and colocation space and services along regional SE route. The new fiber backbone, connected key new colocation facilities, and regional carrier hotels deployed in FL and GA.

2010 – April 2015: **Axia NetMedia Corporation / Axia NGNetworks USA**
Global HQ, Calgary, Alberta, Canada / Boston, Massachusetts, USA

Vice President, Business Development Axia NGNetworks USA

- Successfully led and developed a unique market approach, securing Axia's first large US customer win in Massachusetts - a \$90M BTOP capital project and fiber network initiative (MB123) with a long term, renewable, wholesale, network operating contract
- Led the engagement with State agencies MBI/MTC on the roll out and wholesale network operations of the new western MA network that connected 123 communities and led to new community broadband initiatives
- Sole responsibility for all of Axia's business development and market interests within the US which include a complex mix of market approaches and partnership strategies

2009 – 2010 **Broadband Consultant and Global Business Development, Axia NetMedia Corporation**

- Established broadband consultancy to take advantage of broadband stimulus opportunities and international vendor relationships requiring US market support

2004 - 2009 **PacketFront, North America**
Highlands Ranch, Colorado (Global HQ, Stockholm, Sweden)
PacketFront is a small privately held European based leading provider of hardware and software solutions for the Broadband & Fiber access/FTTP market

Vice President, Sales and Business Development

- Hand selected to launch PacketFront in North America and lead its market and business development initiatives
- Defined strategic direction of North American operation including market segmentation, team growth and development, partnership and reseller creation and implementation
- Successful market entry included private property developers, CLECs, and utility organizations

1998 – 2004 **Cisco Systems EMEA, Middle East, Dubai, UAE**
Regional Sales Manager, Commercial Team, Gulf Region

- Managed all business development and sales activities for the newly formed Commercial line of business across all the Gulf countries including distribution and reseller channels
- Led a large direct sales team that was successful in developing more than \$50m in annual revenues

Business Development Manager, New Technologies – IPTel and IPCC

- Developed a new focus and plan for New Technologies across the whole Middle East region with an emphasis on Unified Communications (IP Tel and IPCC) Wireless, Security

Territory Manager, southern Gulf countries

- Led all facets of business development and sales

1997 – 1998 **Cisco Systems International, Amsterdam, NL**
Internal Sales, UK

- Developed a successful sales approach targeting regional districts and new channel partners in the UK
- Top sales performer leading to multiple internal career opportunities

EDUCATION: **University of Ulster, Jordanstown, Ireland**
1994 BA with Honors (Upper Class) Business Studies
REFERENCES Available on request