

Recognized Industry Expert Available for Challenging Assignments in Emergency Management, Telecommunications, Disaster Recovery Planning or Homeland Security

Leo A. Wrobel is known for his ability to make things happen. For 22 years Leo's leadership skills have brought him broad acceptance and widespread acclaim. He has authored eleven books and over 500 trade articles. In numerous past executive positions including Mayor, Chief Technologist and CEO, Wrobel has been a powerful advocate with the ability to produce consistent results, no matter how complex the task.

2005 - Present President and CEO, b4Ci Inc., Dallas, TX.

Leo has a long history in Business Resumption and Disaster Recovery Planning dating back to 1986, when he founded the first Computer Disaster Recovery Center in the U.S. that was "co-located" in a telephone central office. He has lectured on Disaster Recovery throughout the USA and Canada, and in such diverse locations as Tel Aviv Israel, and Santiago Chile. More recently this year, Leo rewrote his popular 1997 book "Business Resumption Planning" (Now Second Edition) ©Taylor and Francis Publishers and published dozens of new articles on Disaster Recovery, Emergency Preparedness and Critical Infrastructure protection. His 11 books and 500 trade articles over the last 22 years stand as testament to his writing ability, having withstood the scrutiny of thousands of technologists and his peers. Leo Wrobel's Knowledge, Skills and Abilities (KSAs) are also exemplified by his many achievements, a few of which are shown below:

- ◆ Telecommunications Company Executive. From 1997 - 2005, Leo built a start up company into a multi-million dollar 50-state certified telecommunications firm literally from scratch.
- ◆ Board of Director and Management Team Recruitment. Leo personally recruited a preeminent Board of Directors including a former Air Force General, the former Director of the United States Mint, and the former Chief of Staff to the Chairman, of the Texas Public Utility Commission.
- ◆ Legal and Regulatory Experience. Although not an attorney, Wrobel shepherded one of his previous companies through hostile anti-competitive action by a large competitor, retaining and coordinating numerous law firms, and devising an overall legal strategy. He garnered a \$1+ million settlement as a result and now consults for over 20 other similarly situated companies.
- ◆ Master Technology Pioneer. In 1993, Wrobel leveraged changes in federal telecom law to facilitate a "Master Services Agreement" for Texas Instruments Inc. Leo brokered a three-way partnership between the CEOs of TI, SBC and GTE, registered as lobbyist, and "sold" three Public Utility Commissioners based on growth, jobs and national competitiveness.
- ◆ Success in the Most Complex and Demanding Projects Imaginable In 1994, Leo's company won a contract to perform a network vulnerability analysis on the largest call center in the world, a facility 1½ time the size of the Pentagon, due to Wrobel's reputation in the industry as a published expert. The following year he was retained in a \$10,000 /day assignment for the same client, this time "unbundling" telecom services the year *before* the Federal Telecom Act of 1996 (the Act) was passed. Wrobel astutely used a 1995 Texas law (that preceded the Act) to save his client millions of dollars.

Prior Employment and Assignments:

From 1984 to 1986 Leo was Director of Network Planning and Engineering for the largest mortgage holding company in the USA. There he pioneered the first microwave "bypass" shot for a financial services company, designed to provide protection from telephone cable cuts. The following year, and for the same reason, Leo also negotiated the first agreement in Texas to run voice and data services over the local cable television provider - almost twenty years before cable modems came into widespread use.

Previous AT&T and Military Experience

From 1979-84, AT&T Long Lines employed Leo in Special Services after he was honorably discharged from the Air Force (Japan, Vietnam Era Veteran). In the Air Force Leo was responsible for operation of a range of contingency plans, from "launch the missiles" alerts, to flash "hotlines" to key command centers in the far east, or occasionally even visiting dignitaries such as the Secretary of State. Leo speaks some Japanese.

Experience as an Elected Official

Mr. Wrobel understands government. He served for ten years as a City Councilman and Mayor. During this time he was just as successful as an elected official, including the following:

- ◆ Awarded bids for and later oversaw consultants tasked to produce a 5-Year Comprehensive Plan for the City of Ovilla.
- ◆ Participated in awarding the first cable television franchise for the City of Ovilla.
- ◆ Hired the first City Administrator and installed the first Full-Time Police Force.
- ◆ Negotiated a wholesale water supply contract, securing a reliable water supply for years.
- ◆ Responsible for the Police, Fire Department, Public Works, Municipal Water and Administrative Budgets. Leo understands the constraints of a budget that draws from tax dollars, – having approved these budgets for ten years in a row!
- ◆ Directed activities of City Commissions including Planning and Zoning, Board of Adjustments, Historical Commission and others.
- ◆ Oversaw activities of the municipal court and acted with the Council in the appointment of municipal judges.
- ◆ Participated regularly in Ellis County Public Official meetings, which included Councilmen, County Commissioners, Mayors, Law Enforcement, etc.
- ◆ Approved a "cops fast" program that brought significant federal dollars to the City of Ovilla and allowed accelerated deployment of a modern police force.
- ◆ Negotiated new franchise agreements with Southwestern Bell, Texas Utilities, Charter Cable and others that brought significant new money into the City.
- ◆ Chaired some 50 City Council Meetings as Mayor and attended an additional 200 as a City Councilman.
- ◆ Assisted in the \$10 billion Superconducting Supercollider project on the local government level including surveys, general input, bid preparation, soft lobbying, impact on infrastructure, etc.

Education

1985 Amber University, Garland Texas, Attended MBA Program

1984 University of Texas at Dallas, Bachelor of Arts, Business and Public Policy

1978 Los Angeles City College, Associate in Arts, Electronic Systems Technology

1977 Los Angeles City College, Associate in Arts, Telecommunications Systems Technology

In addition to the above, Leo has conducted, hundreds of seminars for Business Communications Review (BCR), Data Tech Institute, and many others.

Consulting and Seminar Clients

Leo's consulting and seminar clients since 1990 have included *Ameritech, American Cyanamid, AT&T, Bell Labs, Bank of California, Bell South, Con Edison, City of Dallas, City of Tulsa, Department of Defense, EDS, Ericsson, Exxon, Federal Energy Regulatory Commission, GTE, Federal Bureau of Labor and Statistics, MCI, Northrup, Occidental, PG&E, Pacific Health Care, Reliance Electric, Southern Bell, Southwestern Bell, State of Hawaii, Tel Aviv Stock Exchange, Tellabs, Texas Instruments, United Health Care, U.S. Army, Navy and Air Force, Weyerhaeuser* and others.

Books in Publication, Speaking Assignments and Television Appearances

Leo has conducted dozens of seminars for *Business Communications Review (BCR), Data Tech Institute*, and others. Leo's books include: "*Business Resumption Planning*" (c) Auerbach Publishing, "*Disaster Recovery Planning for Telecommunications*" (c) Artech House Books, "*Implementing a Successful Telecommunications Disaster Recovery Program*" (c) IS Management Group, "*Managing Emerging Technologies for Strategic Advantage*" (c) Computer Economics, "*The Definitive Guide to Business Resumption Planning*" (c) Artech House Books, "*The MIS and LAN Managers Guide to Advanced Telecommunications*" (c) 1999 I.E.E.E. Computer Society "*Writing Disaster Recovery Plans for Telecommunications and LANS*" (c) Artech House Books and more. Leo has appeared on several television news programs as an expert on emerging technology and disaster recovery, including KLRU's "Austin at Issue" and others.

Professional Affiliations

Association of Contingency Planners, Dallas Chapter, (Charter Member since 1987), Data Processing Management Association (DPMA), Independent Telephone Pioneers of America (ITPA), 20-year member Institute of Electrical and Electronic Engineers (IEEE), Member, Networking and Systems Professional Association (NaSPA), Southwestern Bell Pioneers, and others. Mr. Wrobel also sits on a number of Boards of Directors including non-profits such as the Networking and Systems Professional Association (NaSPA) and for-profit companies such as Salt-Lake City based Telecom Recovery Inc. References extensive and available upon request, or run a <http://www.google.com> search on Leo A. Wrobel and see.

Additional Information:

For further information, including links to Leo's books, articles, biographical information, and client references, please see http://b4ci.com/index_007.htm. His company's web site is <http://www.b4ci.com>.

Leo's adopted motto is:

*"Excellence can be attained if you . . .
Care more than others think is wise,
Risk more than others think is safe,
Dream more than others think is practical,
Expect more than others think is possible."*