

## **EDWIN G. CHAPLIN, RCDD**

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914.525.6983

### **Expertise in IT Networking Infrastructure Services and Installation**

High-End Sales and Pre-Sales Support

Business Development

Quality Control / QA Programs

Development of Marketing Collateral

Project Management

Contract Documents

Develop and Support Go-to-Market Strategies

Strategic Partnerships

Vendor Relations

Development of Engagement Models

Design / Engineering

Construction Management

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### **PROFESSIONAL HISTORY**

April 2002 to Present – **CNX Datacom** – Austin, TX

#### **Consultant and Project Management**

Consultant and Project Manager for Northern Trust Network Infrastructure Projects in Arizona, California, Texas, Florida, Michigan, and New York. Responsibilities included:

- Developing Contract Documents and Bid Specifications
- Interviewing, qualifying, and selecting potential contractors
- Developing Budgets
- On-site Project Management
- Coordination with Architects and Engineers on designs and standards
- Quality Control Inspections
- Developing Web-Based Documentation

June 2001 to April 2002 – **AVNET Enterprise Solutions** - Austin, TX

#### **Director - Cabling Services Practice**

Directed \$50+ million dollar Cabling & Wireless LAN Service Division. Responsibilities included:

- Strategic planning with all Regional Service/Sales Management to develop and increase cabling sales and margins – target market was the Fortune 1000
- Directing all network infrastructure cabling and WLAN activity within the Six US Regions to develop and ensure the best practices including pre-sales, delivery, project documentation, subcontracting, job-site safety, and testing
- Defining and recommending the customer base to permit augmentation of cabling sales
- Defining additional products and technologies to meet changing customer requirements
- Supporting new districts to provide cabling services and all districts to meet increasing sales
- Creating strategy for International Cabling Activity
- Corporate representation for major contractual negotiations

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- Developing a Quality Assurance Program to ensure the highest customer satisfaction, providing additional sales tools, and becoming the industry leader in quality of installations
- Establishing processes for wireless practices and developing support for new technology and physical installations on a national and international level
- Developing nationwide subcontractor model and license procurement in all 50 states. 1999 to June 2001- **KENT DATACOMM** - Kansas City, MO

### **Regional Cabling Manager, MDS Division**

Kent Datacom was a Nationwide Network Integrator providing complete end-to-end networking solutions. Selected as “MDS Employee of the Year” 2001. Responsibilities included:

- Developing Regional Sales from \$0 in Oct. 1999 to over \$17,000,000 by June of 2001
- Responsible for Central and Eastern United States including offices in Chicago, Kansas City, Minneapolis/St. Paul, Atlanta, Miami, Baltimore, New York, and Boston
- Overall regional P & L responsibility including cabling market direction, marketing, training, cabling sales and support, subcontractor policies, vendor relations, and customer satisfaction
- Direction and support of Regional Senior Cabling Project Managers and Cabling Project Managers
- Directing Kent’s international cabling projects
- Supporting Kent Datacom Pre-sales activities with pricing, presentations, and proposals.
- Direction and support of Outside Wireless sales, installation, and support

1995 to 1999 – **LAN DESIGN ENGINEERING** – Wichita, Kansas

### **Telecommunication Consultant**

LDE provided Design, Engineering, Specifications, Strategic Guidance and Direction, and Project Management of telecommunications cabling systems for single buildings and campuses to achieve cost savings, down-time reductions, future network upgrade, and network infrastructure administration. Responsibilities included:

- Assessing, planning, and coordinating major projects for school districts, colleges, municipalities, and private industries
- Serving as invited speaker at public and private technology associations teaching the importance of the network infrastructure, including current standards and future trends such as proposed Cat-6 and Cat-7 cable

### **1997 to 1999 - National Workshop Leader**

Designed, marketed, and taught a one-day, hands-on workshop entitled “Computer Cabling and Networking Hardware.” Targeted for the beginning to intermediate technology person, in both technical and non-technical terms, the workshop was offered nationwide and included Backbone Cable Design, Computer Cabling Topology, Hubs and Concentrators, Terminations, Testing, Troubleshooting, and Labeling / Documentation.