

Scott Sampson

◆ 6600 S Race Circle W ◆ Centennial, CO 80121 ◆ M-(602) 549-8945 ◆ H-(720) 362-3595 ◆
Scott@sampsononline.com ◆ www.sampsononline.com

Executive Leader - Telecommunication – Consultant

Directing and managing information technology to accomplish corporate goals and objectives

Experienced Executive seeking position that uses negotiating experience to generate cost savings on telecommunication expenses and generating revenue through sales and marketing. Experience includes: Building data centers, WAN/LAN's, integrated VOIP networks, network security and back-up services. Design, implementation and oversight of PHP/SQL corporate and customer database assets; and valuation of IT assets to support mergers and acquisitions. Extensive knowledge in all aspects of telecommunications. Career reflects success in corporate and entrepreneurial environments. Superior Leader with international experience to develop new networks.

"I cannot say enough about how helpful he has been in making sure that he found the right solutions for my business needs." – **Robert Alexander – CEO/Owner Bell Road Kia, Phoenix Arizona**

Professional Strengths

- ◆ **Generate revenue** through reduced telecom costs or marketing of new/existing products.
- ◆ **Advise** senior level management and board of directors on technology strategies through spreadsheets, written reports and oral presentations.
- ◆ **Liaison** between the technical department and management. Able to speak the language from the techs and convey it to the management in laymen terms.
- ◆ Successfully manage teams to develop multiple web-based products.
- ◆ **Coordinate** outside vendors with inside staff to start and finish tasks at hand.
- ◆ **Train** regional personnel on how to maintain relationships with vendors and the ability to renegotiate pricing.
- ◆ **Manage** employees to implement leading edge hardware, software & new telecom products.
- ◆ **Acquiring** cohesion between existing and new staff during mergers and acquisitions.

Professional Experience

INTERNET HOLDINGS LLC. – Mesa, AZ - **CIO/COO**, 2001 to 2011

- Responsible for company IT and VOIP services; manage operational department heads.
- Forecasting and budgeting costs of network, future services and new product lines (Metro Ethernet, VOIP, SPAM/Virus filtering servers and remote back-up servers).
- Increased company revenue by \$1 million within the first 2 years.
- Development and maintained one of the largest Tier 2 networks in Phoenix.
- Designed and implemented PHP/MySQL online BINGO gaming site which integrated telephone and website players.
- Principal in excess of sixteen mergers and acquisitions.
- Negotiated a 25% rate reduction in network costs in 2010.
- Negotiated an acquisition to obtain an ISP with no initial capital.
- Negotiated partnership with CBRE to provide internet service to their Arizona client's facilities.
- Developed network infrastructure for Arizona public schools and universities.

SAP COMMUNICATIONS – Phoenix, AZ - **Owner**, 1999 to 2010

- Consulting business. Partner with major carriers (Verizon, SBC, Qwest, AT&T, MCI, Sprint, Global Crossing, Cogent, Level 3) to foster telecommunication expense reductions for clients.
- Designed, developed and managed a penny auction site for a large client.
- Researched and negotiated rate reductions of 40% to 50% for Northwest Healthcare facilities for all Voice, Data and Long Distance needs.
- Negotiated rate reductions for Fortune 100 Company for \$1million in monthly telecom expenses.
- Maintaining a cost reduction of 25% on all new clients while providing a 10% rate reduction on all renegotiated services.

IC&C – Phoenix, AZ; Denver, CO **Indirect National Channel Manager**, 1999 to 2001

- Acquiring and maintaining 50 plus channel partners.
- Acquired largest client contract (\$18,000/mo) within first 30 days of employment.
- Researched and negotiated telecommunication expense reductions to company in excess of \$360k/year; a 40% reduction in Network cost for Arizona Market.
- Annual Sales to exceed \$300k.
- Incorporated data networks and reviewed costs in support mergers/acquisitions.

PCTV/SPEEDCHOICE – Phoenix, AZ **Channel Manager**, 1996 to 1999

- Internet Sales promoted to Channel Manager.
- Attained sales quota within first 30 days of employment.
- Developed marketing plan for new wireless product.
- Acquired 45 retail sales sites.

Professional Recognition & Organizations

Cover Story in CRN magazine “SPAM and the innovative SPAM and virus filter servers”
2nd Largest ISP in Phoenix 2004-06, 2008-09 Arizona Business Journal’s “Book of Lists”
4th Best ISP in Phoenix 2007 & 6th Best ISP in Phoenix 2009 – Ranking Arizona
Top 10 Entrepreneur of the year 2006, 2007, 2008 - Arizona Woman’s Magazine
Largest ISP in Phoenix 2007 - Arizona Business Journal’s “Book of Lists”
AZIPA (Arizona Internet Professional Association)
Founding Member City of Wickenburg Technology Council
Top Agent for 2006 - Global Crossing

Education & Training

UNIVERSITY OF OREGON– Eugene, OR - *Business Administration*
CISCO UNIVERSITY– Phoenix, AZ - *Data, Voice & Video Integration*
QWEST – Phoenix, AZ - *Voice & Data Product Training*
PICAZO & ALTIGEN– Denver, CO - *CTI Telephony Certification*
GLOBAL CROSSING– Phoenix, AZ - *Voice & Data Product Knowledge Training*
NGT– Mesa, AZ - *VOIP, SIP, Polycom Product & Install Training*