

Michelle Senecal de Fonseca
Vice President, Corporate Development

Michelle has more than twenty years' experience in the international telecommunications and government/regulatory sectors. These positions required an extremely high level of initiative, effective communications and team building; as well as skills in financial and business analysis, negotiating, planning, and organizing.

Vice President Corporate Development for NextiraOne, September 2002-Present, London/Paris

Michelle is a founding member of executive management team hired by US-owned private equity firm, Platinum Equity, to consolidate and integrate acquired operating entities into a global service provider that delivers and manages the communication of infrastructures for enterprises. NextiraOne is a 2.2 billion Euros business with operations in 20 Countries internationally.

Chief Financial Officer for Worldport, May 2001-May2002, London

Vice President Corporate Development and later CFO of Worldport, a public company, delivering a managed services portfolio that allows the development, in part or in whole of a customer's Internet or Intranet applications and operates/maintains those systems within four proprietary Internet Service Centres in Europe. Functions reporting to CFO were: Finance, Business Development, Partnership Programs, Legal, and Human Resources.

Vice President – Corporate Development and Strategy for Hostmark, 2000-April 2001, London

Founding member of an executive management team recruited to develop, build and bring to market a pan-European manages devices hosting company. Developed three state-of-the-art IDCs in London, Stockholm and Frankfurt and commenced customer operations within 8 months of start-up.

Vice President – Corporate Business Development and Strategic Planning for Global One, 1999-2000

Acting Vice President – Corporate Communications for Global One, March-September 2000, Bruxelles

Strategy: Was responsible for directing the corporate planning cycle which includes the development of the company's global vision, goals, and objectives leading to a comprehensive strategic plan with related 3-year rolling tactical plans.

Global Business Development: Managed a multicultural, geographically dispersed team of developers, financial and market analysts aimed at expanding and repositioning the Global One business through acquisitions/divestitures, joint ventures, partnerships, and license agreements.

Administrative: As a direct report to the CEO, additional corporate functions included: a voting member of the Investment Committee (where all capital funding decisions were reviewed and made), and Executive Sponsor to a number of key world-wide customers, member of the Operating Committee (the operations review board) and member of the transition management team when Global One was purchased wholly by France Telecom.

Corporate Communications: Responsible for directing the company's external and internal communications globally as well as serving as the corporate spokesperson.

Senior Director – Business Development, 1996-1998, Bruxelles

Dual responsibilities in the European Regional Sales Management team and the Global Strategic Planning and Development division aimed at integrating the initial business contributions of Global One's shareholders and developing specific businesses, programs, or processes to better serve Global One and its shareholder's multinational/corporate business customer base.

Director – International Business Development for Sprint International, 1990-1996, Washington, DC.

Responsible for identifying and developing telecom network infrastructure opportunities where equity participation and a stated operational role could be achieved. Part of the strategic planning and business development team that negotiated a global alliance with Unisource, STET, and ultimately concluding with France Telecom and Deutsche Telekom to form Global One.

Manager, International Marketing for US West International, 1988-1990, Hong Kong/Denver

Managed various project development teams responsible for identifying and securing business opportunities worldwide in the areas of wireless and wireline projects, including CATV, POTS, data networks and fiber cabling projects. Example: Part of strategy team that developed and obtained the initial cable TV franchises for the company in Europe (France/UK) and Asia (Hong Kong)

Staff Executive to the President, 1987-1988, New York City/Paris

Member of management team tasked with establishing the international subsidiary of a recently created RBOC. Served as President's and US West corporate officers' liaison to European foreign opportunities and partner selection. Member of four-person US West International Global Strategic Planning Council.

Special Assistant to the Washington Representative for Mitchell Energy & Development Corporation, 1983-1986, Washington, D.C.

Represented the independent oil and gas company among the representatives of the legislative and administrative branches of the US Federal Government; monitored and analysed federal legislative and regulatory issues; prepared and marketed grant proposals for applied research and real estate development funds.

Senior Research Analyst for IDS/American Express – District Office, 1982-1983, Lawrence, KS

Responsible for updating the performance and forecasting/charting trends for the division's investment accounts; responsible for District's advertising campaigns.

Business Advisor to the Minister of Culture for National Haitian Cultural Museum, 1982, Port-au-Prince, Haiti

Member of business consulting team that provided technical and operational assistance in establishing the national museum in the capital city of Haiti.

Research Assistant, Senate Finance Committee – Chairman's Staff for Senator Robert Dole, 1981, Washington, D.C.

Researched and prepared position papers on social security, health care, and tuition tax credit issues as well as handled constituent correspondence for the Chairman and committee members.

Personal

Michelle is married with three children. She speaks a Variety of languages including French, German, Spanish and Swedish.