

John Kowalski

Indiana, PA
Temecula, CA
724-388-2046
jsk@justice.com

Licenses and Certifications

Member of Connecticut Bar
Licensed to practice in US Federal Courts

Education

Duquesne University
Pittsburgh, PA
JD Degree

Duquesne University
Pittsburgh, PA
Bachelor of Science Business Administration
Major in Accounting

Member: Duquesne University Football Team

Other

Lecturer at Sophia University, Tokyo

Courses included:
Negotiation Techniques for Japanese doing business with Western Companies and
MBA level courses in **Comparison of Western Business Customs and Culture with Japanese Business Customs and Culture**

Awards

Innovation of the Year- Japan and Asia/China region for Ericsson

Ericsson Excellence Award for Test Environment and lab relocation projects in Yokohama

Profile

Over 20 years of telecom experience in many regions of the USA and Asia, with additional experience in deploying robotic warehouse systems in Europe, Asia and India. Proven leadership skills in leading large teams of resources to deliver highly complex solutions for projects and national programs. Counsel and consultant to industry leaders on real estate laws and regulations, vendor and deployment issues as well as representation before boards and agencies. Principal to Eco-Petrol Plus LLC, a supplier of innovative products for the oil/gas drilling and mining industries.

Leader in developing innovative solutions for small cell telecom and robotic systems.

Served as consultant to large Japanese wireless operator in Japan for small cell deployment as well as in the United States. Worked closely with high level technology resources, including small vendors, in developing innovative solutions to delivery of wireless services. Strategist for Sprint/Softbank small cell deployment; initiated trials in the USA .

Extensive end to end Program and Project management experience while involved in the deployment of wireless services throughout the United States as well as support for similar projects in Japan. Developed "best practices" guidelines for new site build construction and major tower modifications as well as reporting functions.

Sourced, managed and interacted Japanese vendors during the construction of major test environments in Yokohama Japan. Led large teams of engineers and IT resources for a global OEM for the test environment deployments. Responsible for quality assurance for security protocols and build out. Worked with vendors to develop innovative technology to support the operation of the test environments, some of which won major awards in the Asia Pacific Region.

Developed quality control processes for the construction of the test environments as well as "best practices" for its continuing management and security processes.

Appointed as Director of Innovation (Kaizen and Kakushin) for Ericsson K.K. and achieved the highest ranking in the Ericsson APAC Region for innovative solutions and quality assurance while garnering several awards.

Experience

Below positions with exception of Ericsson were contracted through Elk Wing Inc. of which John Kowalski is the Principal. Mr. Kowalski, through Elk Wing Inc. is **currently**:

- consulting with new infrastructure vendor for small cell related matters.
- consulting with several entities for the development of innovative IoT devices.

GreyOrange – Gargoan, India, Osaka and Tokyo Japan, USA

5/2017-8/2017 (contract term of three months completed)

Consultant

Consultant to start-up robotics organization with offices in India, Singapore, Dubai and Germany.

Developing "best practices" in aspects of the deployment of robotic systems

Provides advice and strategy to company with respect to its products, processes and management to allow for global expansion

Developed processes to increase deployment efficiency by 300% while reducing costs

Assists in the design improvement of current products.

Ad Lucem

New Jersey, Baltimore, Toronto, Dallas, Boston, Kansas City

March 2016 to April 2017

Program management for robotic projects for Amazon Robotics. Managed the

Construction of a 600,000 sq. ft. robotic system in Toronto. Responsibility for over 200 resources and complete end to end installation as well as quality assurance.

Interface with Sprint with respect to transport technology for small cell deployment, as well as enterprise fixed wireless.

Interface with Softbank regarding new initiatives and new technology to lower costs associated with small cell deployment.

Certatech

Dallas, Boston, Wroclaw, Poland

March 2015 to March 2016

Director of Innovation and New Projects for deployment and/or upgrades of robotic systems for Amazon. Successfully deployed the first Amazon robotic system in Europe. Managed the upgrade of Amazon robots in the EU.

Vertex Consulting

Virginia, Kansas City, San Francisco

March 2015 to June 2015

Consultant to Sprint/Softbank for the deployment of small cells throughout the USA. Main purpose was to introduce new small cell technology to targeted jurisdictions with respect to anticipated trials. Obtained approvals for trials/testing in San Francisco. Developed a best practices guide to acquisition and installation of small cells.

Lend Lease

Dallas, Kansas City, San Francisco

December 2013 to March 2015

Consultant to Softbank and Sprint (for both entities above) with respect to the establishment of site development and innovative small cell solutions (for Softbank/Sprint). Provided legal and deployment expertise with respect to newly adopted FCC regulations concerned with NEPA and exemptions afforded to small cells. Advisor to SOFTBANK in matters of increasing efficiency of deployment for rollouts of new technology (small cells) and new sites in the United States. Head of deployment strategy and execution for new small cells program.

As to the startup operations, provides legal insight as to the drafting of site development and management contracts as well as Master Lease Agreements. Developed and established processes for site acquisition, entitlements and permitting activities.

HEAD of ITTE ENGINEERING SERVICE DELIVERY
HEAD of SPECIAL PROJECTS
HEAD of KAIZEN AND KAKUSHIN (INNOVATION)

Yokohama, Japan

June 2012-December 2013

As Head of ITTE Service Delivery, directed internal staff of over 70 resources; implementation engineers, solution architects, software developers and support staff for RAN, CORE and IPBB departments. Focus was to develop new processes and Ways of Working to assure increased lab efficiency, to develop sustainability plans and implement a new management structure. Despite the new test plant doubling its activities from the prior year at the previous location, and power costs increasing 15% over that same period, the power savings due to sustainability measures amounted to 30% for the same periods.

Appointed Head of Kaizen (continuous improvement) and Kakushin (Innovation) for Japan ITTE.

Served as ITTE Total Project Manager while HEAD OF SPECIAL PROJECTS, for several new technology development projects including LTE, LTE Advanced, Shared RAN, VoLTE as well as several software verification projects. Led a team of engineers and facility management resources in construction of a bench lab in Yokohama for a new division of Ericsson Global. Established remote data centers in other parts of Japan to support test activities in Yokohama. In all the above roles, responsible for budget development, project specifications, requirement specifications, quality assurance, resource acquisition, sub-contractor selection, management of both internal and external stakeholder expectations.

■ **Ericsson Japan**
GLOBAL TOTAL PROJECT MANAGER-ITTE JAPAN

Yokohama, Japan

June 2011-May 2012

Global Total Project Manager for construction of a new EricssonTest Environment located in Yokohama and the relocation of the existing five Ericsson test networks. Complete oversight of design, construction and relocation of existing wireless facilities as well as de-commissioning existing facilities. Directed over 70 internal resources in as well as a large external construction sub-contractor contingent. Interfaced with top level Japan and Ericsson Regional Management on a daily basis as well as consulting to other test environments located in Korea and India. Responsible for budget development, project specifications, requirement specifications, resource acquisition, sub-contractor selection, management of both internal and external stakeholder expectations, management of customer relations. and successful completion of all soft and hard deliverables within an expedited time schedule and as per budget.

■ **Ericsson – United States**
Project and Program Management

Northern California, Nevada, Denver, the Northeast and Louisiana.

2003-2011

As a consultant, managed site development and site acquisition activities across multiple locations in the United States including Northern California, Nevada, Denver, the Northeast and Louisiana. Selected and managed vendors and internal staff for new site development as well as growth projects from site acquisition to material procurement to civil works, and tower work, installation and integration of telecom equipment and optimization. Assured compliance with all Federal and State regulations including NEPA and SHPO. Served as regional UMTS Integration Manager in the Northeast. Carriers included AWS, Cingular, ATT and T-Mobile. Managed financial reports and budgets. Developed and implemented processes and procedures to effectively schedule and control external resources while interfacing directly with the customer.

**National Account Manager-legal/zoning
Implementation Manager**

Eastern and Midwest United States
1999-2003

Responsible for all government relations and consultation for telecommunication matters with municipal and public utility clients throughout the United States. Duties included the implementation of telecommunication infrastructure planning and zoning for government entities at State, County and local levels. Presented seminars and workshops on the implementation of comprehensive telecommunication zoning and planning, assuring compliance with telecommunication statutes, ordinances and regulations at the federal, (NEPA) state and local levels. Establish working relationships with the telecommunication industry and wireless providers with respect to network implementation. Reviewed zoning submissions, including site plans for clients and provides expert testimony at public hearings with respect to telecommunication issues.

■ **STRIKEFORCE**

Attorney and Site Acquisition/Zoning Manager
Pennsylvania, Wisconsin, Illinois
1998-1999

Recruitment, management and training of site acquisition resources. Legal representation and appearance at zoning hearings for carriers. Responsible for negotiating, drafting and review of all leases; review of all title and environmental matters with respect to NEPA regulations as well as FCC and FAA issues.

■ **OmniAmerica**

Legal Consultant and Project Manager
Tennessee
1998

Supervision of zoning and permitting resources for OmniAmerica (spec towers) as well as government relations across eastern Tennessee. Permitted and constructed fifteen new towers in a four month period...

■ **Techstar Communications**

Senior Zoning Attorney
Connecticut
1997-1998

Supervision of zoning and permitting for Omnipoint across Connecticut. Represented Omnipoint at all hearings before municipalities and State Boards. Conducted over 30 zoning hearings with a 100% success ratio in a difficult zoning environment.

■ **Aerial Communications**

Attorney
Pittsburgh, PA
1996-1997

Negotiated and drafted site leases, Master Lease Agreements and other legal documentation with every major tower company and carrier in the market. Provided general legal advice to Aerial and responsibility to resolve all title, survey and environmental issues.