



## **Tim Kenyon, ENP**

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### **Telecommunications Business Development and Sales Leader**

Business development and sales leader with a specialty in Enterprise 9-1-1 and NG9-1-1 services and solutions, I am interested in learning about new and exciting developments in this industry and looking to use my skills to help others and to be a valued team player. Over 30 years of experience in telecommunications sales and leadership. I am a certified NENA ENP and current Southeastern Delegate for the NENA 9-1-1 Institute Board.

### **Core Competencies**

- Leadership/Management
- Leveraging Industry Relationships
- Federal Government Sales
- Seasoned Sales Professional
- Strong supporter and resource in the creation and passage of Kari's Law
- NENA ENP Active Working Groups
- Consultative Sales in Campus Safety
- Expanding Customer Relationships
- Product Management/Service Implementation
- Emergency Number Professional (ENP)

### **Experience**

#### **AirOne Solutions Group, LLC – Lawrenceville, GA**

##### **Sr. Public Safety Consultant – Business Development**

**March 2020 to Present**

In this role, I continue to represent Komutel US Sales and implemented and manage the contracts between ConvergeOne, AT&T, SKC Communications and other reseller agreements for Komutel and provide US Sales support. I also create new business relationships with suppliers for Enterprise 911 and NG911 development and solutions. Currently representing Genesis Systems (Vancouver, BC) for enterprise 911 alerting for Kari's Law compliance; Bandwidth for E911 and Dynamic Location Routing for 911 for clients in the enterprise as well as SIP trunking and SMS messaging services; Beta80 International (Italy) for NG911/112 Functional Elements in support of ESInets and also PSAP and ECC CAD solutions; Nybsys for Campus Safety and IoT device management and CAD. Providing campus safety consulting services for gap analysis and Emergency Response Management planning.

#### **Komutel – St Georges, (QB) Canada**

##### **Vice President of Business Development US Operations**

**August 2018 to March 2020**

First US based employee for Komutel. Responsible for the growth and expansion of Komutel in the United States specifically in the area of Enterprise 9-1-1, Call Handling Solutions and affiliated public safety solutions. I provided direct sales support for US initiatives in call handling consoles solutions, call recording, CCaaS solutions and more. Komutel has been at the forefront of NG911 development in Canada. They chose to not pursue enterprise 911.

#### **Live Nation – Atlanta, GA**

##### **Security**

**May 2018 to Present**

Member of the Live Nation security team providing event security, crowd control at multiple venues in the Atlanta area. Part time seasonal.

#### **Gwinnett Convention and Visitors Bureau – Duluth GA**

**August 2019 to Present**

##### **Guest Experience Department**

Providing security and public safety crowd control and services for the Gwinnet Arena and affiliated venues. Part time seasonal.

#### **Conveyant Systems, Inc. – California/Georgia**

##### **President and CEO**

**1998 to April 2018**

Fulfilled all roles and responsibilities as president of the corporation. Oversaw all sales and marketing, engineering and product development, accounting, vendor management, business development, and participated in NG9-1-1 development calls with NENA as an ENP. Managed corporate relations with other technical partners such as Avaya, Genband/Ribbon, Bandwidth, Ring Central. Directed UK based sales and support teams in support of Conveyant's OEM agreements with Nortel UK.

Guided the introduction and development of a new Enterprise 9-1-1 solutions and services division. Sentry 911 software was developed under my ownership and guidance. I have sat on multiple panel sessions over the years with the industry leaders in public safety and SIP technology, including; Henning Schulzrinne - former CTO of the FCC); Rear Admiral (Ret) David Simpson - former Chief of the FCC Public Safety and Homeland Security Bureau.

**Regional Account Manager - Conveyant**

**1993 to 1998**

Managed all channel sales partners in US and Canada. Provided sales support for all reseller channels and performed all duties required to support all direct sales as well. Regular presenter at major industry events and regional sales and marketing events. Responsible for the training of other sales representatives as they came on board.

**First Response Innovations, LLC – Suwanee, GA**

**Managing Director**

**2010 to 2018**

Developers of the Sentry Emergency Location Management Enterprise 911 solutions sold under private label through Conveyant Systems to Avaya. Product sold to 911 Secure in 2019 and still sold through Avaya under OEM.

**TEC International - Irvine, CA**

**Eastern Regional Manager**

**1992 to 1993**

Managed the eastern region Bell Operating Company foot prints of Southern/South Central Bell, Bell Atlantic, NYNEX, SNET, Sprint as well as smaller CLECs for the TEC International line of ACD's, Announcement appliances, Auto Attendant, Conference Bridge and Park Meet Me devices.

**Certifications and Affiliations**

**Emergency Number Professional (ENP)**

**2013 to Present**

NENA Certified ENP. Participate in multiple advisory workgroups to define the industry NG9-1-1 standards for delivering accurate location and other additional data for 9-1-1 calls.

**NENA 911 Institute Board - Southeastern Delegate**

**June 2019 – Present**

Representing the NENA 911 Institute Board in the Southeastern region of the USA.

**FEMA IS-00100.b**

**June 2018**

Certified with FEMA Emergency Management Institute on the Introduction to Incident Command System ICS-100.

**State of California – Teaching Credentials**

**1986 to 1996**

Adult Education /Vocational Education - Key/Hybrid/PBX telephony installation and support. History of Telecommunications, DC theory and Low Voltage Electronics. Taught in both California and Georgia.

**White Papers and Presentations**

- **“The Changing Face of 9-1-1”** - Providing the concept of NG9-1-1 over the top of the legacy 9-1-1 network environment.
- **“On-Site Situational Awareness”** - Getting the right information to the right people at the right time.
- **“Delivering NG9-1-1 data Over the Top of the Legacy 9-1-1 Network”** - Presented to the FCC by invitation from CTO Henning Schulzrinne, co-designer of the SIP Protocol, in October 2012.
- **“Kari’s Law, Ray Baum’s Act, MLTS 9-1-1: What does it mean for your business?”** – Whitepaper and webinar explaining Kari’s Law and Ray Baum’s Act Section 506. February 2021.
- **“E911 Dynamic Location Routing for Teams Direct Routing Customers”** – Webinar Presentation in conjunction with Intlx Solutions. May 2021