

## Bios

**Tim Sanders - Founder of The Final Mile** Tim brings over 18 years of experience in a diverse range of businesses to bear in solving client problems. Much of this experience was gained with start-up companies. Prior to founding the The Final Mile, he held the General Manager's position of a multi-state fixed wireless ISP. He led the company into its first out of state expansion. He is intimately familiar with the art form of fixed wireless service delivery and understands the technology thoroughly. He is experienced with the complete ramp-up of wireless in a new city, which can include everything from bandwidth sourcing, partnership relations, sales, hub & relay site acquisition and negotiations, media and field technical management. Tim's further expertise includes asset valuation, consultant sales, product management and development, and project coordination and management. As a consultant he specializes in boot camp training for prospective wireless ISP operators, business plan development, financial projections and marketing positioning. Prior to the wireless business, Tim was Director of Technical Operations for a software consulting firm specializing in digital imaging and software products to the auto body industry. His teams served over 8,000 partner customers in less than a two-year period with technical support, verification and distance learning programs. During his tenure it was the highest profit division in the company and provided the capital to help position the company to diversify their product lines. Tim held several diverse positions with previous companies, primarily in customer service, credit and sales. He studied Mechanical Engineering. He serves on several association, trade show and WISP boards, is a prolific author in the space and a frequent speaker at industry symposiums.

**Jim Tinkler - Internet Consultant and Rural Initiatives** Jim is an extremely experienced internet consultant, but also has a strong background in rural wireless development initiatives. He almost single-handedly, promoted and enlisted the players to bring a very successful wireless presence to a rural county in mountainous western NC. His experience includes locating and enlisting the assistance of local grant giving agencies and promoting the community involvement in, and partnership with, commercial wireless companies in order to deploy service economically, affordably and most of all profitably. With a tremendous background in ERP systems consulting and deployment Jim has over 20 years of high technology background and has worked with numerous Fortune 100 companies across the US. Jim holds a degree in Electrical Engineering.

**Jane Hatley - Strategy and Marketing** Jane Hatley has worked as a consultant and manager for the last 12 years. Most recently, she was for three years the CEO of one of the first wireless broadband Internet start-ups in the U.S. Under her leadership, the company achieved an exceptional level of customer retention and technical innovation and became known as a leading regional and even national presence. Jane built the company from the start-up stage to its successful acquisition by a major international Internet roll-up venture. During her tenure, she represented the company at national and international broadband conferences, including the Broadband Wireless Forum 2000 in San Francisco, where she served as a panelist on "License-Free Wireless Access." Jane worked prior to that as an independent business-development and marketing consultant to start-ups, mature companies and non-profits, in industries ranging from e-commerce to medical services to performing arts. Her areas of specialization include business development, team building, and strategic marketing/communications and partnerships. Jane holds an MBA in Finance and Marketing from Vanderbilt University's Owen Graduate School of Management, and an M.A. in English from U.N.C.-Chapel Hill. She is a member of Beta Gamma Sigma, the business school honorary society, and Phi Beta Kappa and is a published and award-winning writer. Jane speaks fluent German.

**Jan Reed Carpenter - Financial Analytics** Jan has worked as a Controller, CFO and COO for over twenty years. Most recently she was instrumental in launching a profitable startup call center business. She produced and presented business plans and projections to help secure investor backing for this company as well as others. She not only knows finance, but commands a clear understanding of the operations and sales requirements to launch a successful company. Jan owns her own accounting business and has practical experience in managing small startups, as well as corporate operations experience.

The ability to understand and appreciate the combined efforts of both operations and finance has given her a greater edge in analyzing and developing successful business plans. Jan possesses strong team building and business planning skills and she leverages these past successes to procure investor backing and help ensure the future growth of the business.

Jan holds a BS Ed degree in Accounting, Economics and Social Science from the University of Idaho. She was a member of the Gold Key Honors Society while a student at UI. She also holds several certifications for tax planning and market analysis.