

K. Paul Singh

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Reston, VA 20190

PROFESSIONAL EXPERIENCE

Global Institute of Forensic Research

Present

Chief Administrator

The Global Institute of Forensic Research provides continuing education and professional training in the area of forensic risk assessment. Reporting directly to the Founder and CEO, I am responsible for implementing and monitoring full compliance with the standards and practices of the professional associations that certify continuing education and training programs provided by the Global Institute of Forensic Research.

Primus Telecommunications Group, McLean, VA

1994 - Sept. 2010

Co-Founder, Chairman & Chief Executive Officer

Sales: \$815MM

Primus Telecommunications Group is a publicly traded global telecommunications company (NYSE:PTGI) that owns and operates a fiber-based network infrastructure with 8 data centers, 18 switches, 500 points-of-presence including 300 broadband co-locations in Australia, Canada, US and Europe. The company markets its services to business and residential customers while also providing network access to more than 200 other telecommunications carriers on a wholesale basis. Primus operates in 10 countries. Accomplishments include:

- Grew annual revenue from zero to more than \$1B between 1994 and 2001.
- Led the Company's IPO on NASDAQ in 1996 and raised \$1.4B in public equity and debt over a 10-year period.
- Positioned Primus to be a true global company generating large-scale revenues from three continents: Americas (40%), Asia Pacific (30%) and Europe (30%).
- Grew customer base from zero to over 1 million business and residential customers in just 7 years.
- After the bursting of the dot.com bubble in 2001, successfully navigated Primus through the capital market crisis by executing a major strategic change in its capital structure through an aggressive buy-back of its own distressed debt, executing prudent debt to equity exchanges, and attracting fresh equity infusion. Implemented operational restructuring to cut costs by 30% without losing revenues.
- Primus was added to the Russell 3000 index in 2003, and in 2004, Primus entered the ranks of the Fortune 1000 listing of the largest US public companies.
- As a result of the severe lack of liquidity triggered by the nation's fiscal crisis in 2008, I led a formal financial restructuring initiative through the court system. In just 75 days, Primus emerged with a strong balance sheet and a continuing robust operating performance that had remained uninterrupted through the short restructuring process.

MCI, McLean, VA

1991 - 1994

Vice President Global Product Marketing, Large Accounts Business

Sales: \$10B

Led MCI's Global Product Marketing Group for a \$10 billion size Large Accounts Business unit. Developed and executed a new marketing strategy based on building MCI's brand value among large global corporations by delivering an expanded portfolio of competitively-priced innovative new products with one-stop shopping concept, and a level of personalized service support that could not be matched by our primary competitor, AT&T. During my tenure, the business unit became an outstanding performer with international revenue gains exceeding 15 percent per year.

Overseas Telecommunications, Inc (OTI), Alexandria, VA

1984 - 1991

Founder, Chairman & Chief Executive Officer

Sales: \$25MM

Founded OTI in 1984 and grew it to become a premier provider of international private high-speed data network services to Fortune 500 corporations, foreign multinationals, and US government agencies in competition with AT&T, MCI, and Sprint.

- Successfully raised capital via a consortium of VC funds.

- Grew OTI to the rank of the 80th fastest growing private company in the Inc. 500 list in 1990.
- Led the successful negotiations with and ultimate acquisition by MCI, with an excellent return on investment to original investors.

Cygnus Satellite Corporation, Alexandria, VA
Founder

1984 - 1985

Cygnus successfully obtained licenses for two orbital satellite slots to deliver international video, data, and voice telecommunications services to compete with Intelsat. Raised private equity capital to successfully launch and finance Cygnus operations. Sold to PanAmSat in 1985.

M/A-Com Corporation
Vice President Strategic Planning & Investments

1982 - 1983

Sales: \$1B

M/A-Com Corporation, a well-diversified high-tech company with approximately \$1B in revenue. The Company was engaged in diverse businesses, including satellite and microwave equipment and services, cable TV and fiber cable manufacturing, and specialized chip manufacturing.

Communications Satellite Corporation (COMSAT), Washington, DC.
Manager, Systems Engineering

1975 - 1980

EDUCATION

Harvard Business School, MBA (1982); State University of NY (Stony Brook), MSEE (1973)

AWARDS AND RECOGNITION

Named **# 1 Top Performing CEO of Public Companies** with annual revenue between \$100 million and \$999 million in the Washington area by the Washington Business Journal (October 2010)

Winner of the prestigious **Stevie Award** for leading the “best business turnaround”

Winner of the **Ernst & Young Entrepreneur of the Year Award**

BOARDS AND ADVISORY POSITIONS

Director, ControlCase, Inc. --- a provider of managed “Compliance as a Service” services

President, TiE DC

Board Member, Harvard Business School Club, Washington DC