

Greg R. Fegley

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Professional Biography

Greg Fegley is a **Senior Management Professional** with over twenty years of increasing responsibility in operations and general management, generating value by identifying key strategic and tactical initiatives and creating structure, focus and culture of accountability required to improve operating performance. He has led restructuring and investment activities to fund growth. (e.g., management buy-out and \$25M private equity investment from Spire Capital Partners) and optimized enterprise performance and multi-company roll-up integrations to reduce costs and increase profit. Greg managed both P&L and operating functions for international and domestic operating divisions, delivering high quality products, software and services worldwide to Fortune 500 companies.

Greg's leadership positions have been with software and manufacturing firms in the data and telecom industries with significant accomplishments in Operations, Customer Care and Delivery Fulfillment. Currently Greg is working with a startup firm in the wireless industry as their management advisor to formulate strategies and business processes.

Greg's proven strengths include leadership, team building, problem solving and follow-through. He is recognized for his ability to work effectively with both internal and external clients at all levels, and is known to be both results driven and people oriented. Throughout his career, Greg has developed a proven track record for exceeding expectations. Representative accomplishments include:

As President and CEO of TeleSciences:

- Secured investment capital commitment of \$25M from Spire Capital Partners (private equity firm with \$600M under management) and Ariston Global to build a portfolio of operational support system companies with TeleSciences as the platform company.
- Restructured and reduced costs in the Mediation Division, in US and abroad, by 25% in first year while meeting customer delivery schedules and maintaining high service levels.

As VP Operations Support and COO of EDB TeleSciences:

- Achieved 100% renewal rate and generated annual support revenues of over \$8M by spearheading company-wide 'Customer Satisfaction Plan' to correct quality deficiencies in major software and hardware releases.
- Consolidated and integrated operations for multiple acquisitions, saving over \$4.5M per annum, without disruption of customer delivery schedules or degradation of service levels.

Greg holds a Bachelor of Sciences degree in Management Sciences from Rutgers University where he graduated with highest honors (summa cum laude) while working full time. He achieved certification in both Production & Inventory Management (CPIM) and Integrated Resource Management (CIRM) from The Association for Operations Management (APICS). Greg has also participated in numerous training and development programs, including Effective Management, Marketing Concepts and Strategies, Program Management, Effective Negotiating, and Value Analysis.

Greg has shown leadership in both his business and personal life, having been actively involved in his church's Board of Trustees for over 20 years. He has traveled extensively for both business and pleasure, and enjoys an active lifestyle with his wife in the Philadelphia area.