

Gregory Glodek
Vice President
TouchTone Communications Inc.

1994 – 2002 TouchTone Communications of NJ, Inc. Whippany, NJ

Vice President

- Responsible for managing and overseeing specific aspects of company operations pertaining to sales and marketing, carrier reconciliation, account receivables, and various other facets of operations.
- Work with officers and directors to ensure that all departments are implementing procedures that maintain profitability, growth, and customer satisfaction.
- Deal directly with underlying carriers in order to audit vendor's invoice and insure accuracy of each billed invoice.
- Evaluate internal structure in order to create the most efficient and effective methods of operation.
- Monitor industry changes to provide effective sales and marketing campaigns that generate the highest percentage of response possible based upon expenditures.
- Oversee and implement collection procedures for all past due account receivables.

1992 – 1994 Cellular Warehouse Union, NJ

Vice President

- Responsible for managing and overseeing specific aspects of company operations pertaining to sales and marketing, inventory control, account receivables, and various other facets of operations.
 - Developed new sales and marketing strategies to increase company recognition and promote company growth.
 - Worked with underlying cellular providers to insure proper customer turn up and billing as well as monitor payments and financial reporting of monies due from these carriers.
 - Maintained proper inventory levels and tracked all inventory movement in and out to insure proper inventory flow.
 - Worked directly on billing procedures and accounts receivables to insure proper cash flow.
 - Worked directly with customers to provide them with the most cost effective products and plans to implement into their company structure.
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Giuseppe M. Bio
President
TouchTone Communications Inc.

1994 - 2002

TouchTone Communications of NJ, Inc.

Whippany, NJ

President

- ❖ Responsible for managing and overseeing all aspects of company operations.
- ❖ Work with officers and directors to ensure that all departments are implementing procedures that maintain profitability, growth, and customer satisfaction.
- ❖ Deal directly with underlying carriers to obtain the most competitive pricing and highest quality of service.
- ❖ Evaluate industry changes and trends that may bring about the necessity for company wide changes regarding rates, products, services, quality, etc.
- ❖ Evaluate internal structure in order to create the most efficient and effective methods of operation.
- ❖ Monitor call traffic and call quality in conjunction with internal quality control teams.
- ❖ Negotiate with carriers for installation of new circuits and new hardware.
- ❖ Integrate call records from carriers with internal billing systems to ensure proper reporting of call information and proper rating of calls.
- ❖ Work with technical teams to prevent outages or loss of service of any kind to the end customer.

1992 - 1994

Cellular Warehouse

Union, NJ

President

- ❖ Responsible for managing and overseeing all aspects of company operations.
- ❖ Developed new strategies to increase sales and promote company growth.
- ❖ Worked with underlying cellular providers to insure proper customer turn up and billing as well as monitor payments and financial reporting of monies due from these carriers.
- ❖ Maintained proper inventory levels to handle growing demand for products.
- ❖ Worked directly with company officers and employees to ensure that all departments are implementing procedures that maintain profitability, growth, and customer satisfaction.
- ❖ Worked directly with customers to provide them with the most cost effective products and plans to implement into their company structure.

1988 - 1992

Montclair State College

Montclair, NJ

Degree

- ❖ Major, Finance
 - ❖ Minor, Italian
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Gary C. Glodek
Director, Retail Operations
TouchTone Communications Inc.

Experience: 1998 – 2002 TouchTone Communications of NJ, Inc. Whippany, NJ

Director, Retail Operations

- Manage the retail division including sales, customer support, provisioning, and all other aspects pertaining to the day to day operations of the company as well as identifying and making necessary decisions to ensure growth and profitability.
- Work directly with Sales Manager and Support Representatives to ensure a constant flow of new business and monitor salesman and customer needs.
- Work directly with Customer Service Manager, Provisioning Manager and Support Representatives to maintain the highest level of customer satisfaction as well as the most effective and efficient methods for provisioning.
- Work directly with Business Development Manager to monitor changes in the industry environment and identify new products and rates to maintain a competitive advantage.
- Maintain a consistent line of communication with underlying providers to ensure that customers are properly connected, serviced, and billed.
- Regularly address concerns associated with the above functions with the President, Vice President, and Financial Officer of the company to ensure that the company has the ability to stay competitive within the industry while maintaining profitability.
- Create and work within budgets set for marketing, sales, support, and operations.
- Previously held positions of Customer Service Manager, Provisioning Manager, and Sales Manager which includes hands on training with all internal systems and operations as well as communicating with internal personnel, end customers, independent salesmen, underlying carriers, suppliers, etc.

1996 – 1998 William Scott & Co. LLC, Investment Banking Union, NJ

Senior Account Executive

- Licensed Series 7 Representative as per the requirements of the SEC and NASD.
- Worked directly with clients to determine long-term and short-term financial goals and helped clients choose the appropriate investments to achieve these goals based upon performance and risk factors.
- Managed a small team of Junior Account Executives which required teaching and assisting them with managing client accounts and determining proper investment strategies for each individual investor.
- Monitored market fluctuations utilizing technical and fundamental analysis to determine possible future market movements in order to provide advise to clients and Junior Account Executives.

Education: 1992 – 1996 Rutgers University New Brunswick, NJ
 1994 – 1996 Rutgers University School of Business New Brunswick, NJ

Degree

- Major, Finance
- Minor, Psychology

Related Courses of Study

- Business Management, Accounting, Marketing, Management Information Systems

Organizations and Activities

- Pi Kappa Alpha Fraternity – Founding Father, Fundraising Chairman
- Toastmasters International – President, Rutgers University Chapter, Public Speaking Organization
- LIBOR – Member, Model Investment Banking Organization

MARCELLO ANZALONE
Treasurer and Chief Financial Officer
TouchTone Communications, Inc.

PROFESSIONAL EXPERIENCE

Treasurer, Chief Financial Officer

May 2002-present

TouchTone Communications, Inc., Whippany, NJ

- ◆ Responsible for managing the financial affairs of TouchTone Communications, which includes dealing with budgets, investments and development of new business.
- ◆ Oversee the day-to-day reporting of financial information to insure quality of financial reporting.
- ◆ Review all contractual agreements between TouchTone and vendors/customers.
- ◆ Evaluate credit worthiness of all current and prospective customers.

Vice President, Senior Dealer

September 2000-May 2002

Banca Nazionale Del Lavoro, New York, NY

- ◆ Evaluate trading opportunities by monitoring global macro economic conditions and support trade ideas through technical analysis.
- ◆ Take proprietary positions on an outright or relative value basis utilizing interest rate futures, swaps, Treasuries, foreign exchange spot and forwards.
- ◆ Establish the bank's presence in the foreign exchange swap and non-dollar interest rate markets.
- ◆ Develop relationships with numerous counterparts to enhance the bank's liquidity.
- ◆ Develop risk management models to assist in monitoring cash flows and interest rate exposures.
- ◆ Assist the sales force in marketing the bank to corporate customers.

Assistant Vice President, Capital Markets Dealer

1998 – September 2000

KBC Bank, New York, NY (formerly Krediet Bank)

- ◆ Initiated proprietary positions on an outright or relative value basis utilizing futures, options, agencies and the sovereign debt of G-7 countries.
- ◆ Made markets in interest rate products including, non-dollar interest rate swaps, cross currency swaps, caps, and floors for corporate clients and inter-bank counterparts.
- ◆ Created structures and provided pricing for the Project Finance group utilizing treasury locks and basis swaps up to thirty years.
- ◆ Developed trading models using @ analyst to assist in pricing swaps and TED spreads.
- ◆ Performed due diligence on investment grade bonds for inclusion in money market portfolio.
- ◆ Trained the sales force giving them the necessary tools to market fixed income derivatives to a diverse group of clients.

Assistant Vice President, Foreign Exchange Dealer

1993 – 1998

Bank Brussels Lambert, New York, NY

- ◆ Traded all major forward currency swaps on a proprietary basis.
- ◆ Market maker in G-20 currency pairs for customers and inter-bank counterparts in swaps up to ten years.
- ◆ Utilized foreign exchange futures as well as Euro-currency interest rate futures to manage position risk and to initiate proprietary positions to augment trading revenue.
- ◆ Extensive experience in all European currency forwards in both market making and proprietary position taking.
- ◆ Provided substantial liquidity for the inter-bank market in most European currency pairs during New York trading hours with an emphasis of forward Belgian, and ECU.
- ◆ Developed a number of spreadsheets to help trading and sales-staff better understand risk within portfolios.
- ◆ Achieved two to three times budget in each of the years worked.

Dealer, Money Markets

1990 – 1993

National Bank of Canada, New York, NY

- ◆ Traded short-term US Government securities book on a proprietary basis.
- ◆ Hedged the Bank's interest rate exposure using futures and interest rate swaps.
- ◆ Arbitrage currency deposits through foreign exchange spot and forward markets.
- ◆ Implemented system based program to track profitability for each trading center.

EDUCATION

Level III CFA Candidate, Association for Investment Management and Research, 2002.

Bachelor of Science, Finance - Cum Laude and Dean's List
Seton Hall University, South Orange, New Jersey