

WARREN L. HENDERSON, JR.

12190 Perris Blvd., F-278
Moreno Valley, California 92557
warrenhcl@hotmail.com

Cell 909.242.5232

TEACHER: MATHEMATICS

Pre-intern, emergency teacher at Colton (California) High School and Bloomington HS, in the Colton Joint Unified School District.

Substitute teacher in Moreno Valley Unified School District.

Private, in-home, tutoring in all Mathematics disciplines.

TECHNOLOGY INDUSTRY EXECUTIVE / PROJECT MANAGER / DIRECTOR

***Advanced Data, Voice & Telecommunications Technologies
Research & Development ... Engineering ... Product Management ... Training***

Pioneer in data and voice communications control systems including theoretical, practical, applications and modeling. Leader in development of international standards for data communications testing. Combines excellent technical, analytical and engineering qualifications with demonstrated achievement in product management, marketing and business development. Strong leadership, team building and problem solving expertise.

Core competencies:

- | | |
|---|---------------------------------------|
| ▪ Telephony & Data Communications | ▪ Product Testing & Evaluation |
| ▪ Data, DSL, Cable & Wireless Modems | ▪ Compression & Error Control Systems |
| ▪ Project Management / Special Projects | ▪ Client Presentations & Negotiations |
| ▪ Engineering Management | ▪ Cross-Functional Team Leadership |
| ▪ Resource Planning & Management | ▪ Teaching & Training |

PROFESSIONAL EXPERIENCE

Henderson Communications Laboratories, Moreno Valley, CA 1976-2002
Communications technology company providing performance evaluation/testing and product marketing consulting for communications-related products including data, DSL, cable and wireless modems.

PRESIDENT/CHIEF EXECUTIVE OFFICER

Founder of independent testing laboratory that introduced worldwide standards for modems and modem products. Guide strategic planning, tactical goal setting and product/service offerings for company. Implement best practices and staff training based on recommendations of standards committees.

Training, Consulting & Client Support:

- Developed programs to train clients' staff in latest testing technology methods.
- Administered customer services from inquiry and proposal through product testing and report delivery.
- Supplied Bell and Independent Telephone Operating companies with training programs covering central office equipment and transmission technology services.
- Negotiated annual equipment contracts with GTE. Arranged complete EF&I subcontracts with Computer Sciences Corporation, Hughes Aircraft, Motorola-CODEX and GTE Lenkurt Systems.

Technical Expertise / R&D:

- Developed standardized performance evaluation procedures that quickly gained widespread technology industry acceptance and application in manufacturers' competitive marketing efforts.
- Conducted product performance evaluation testing for product development certification, new product introduction and competitive bidding situations. Researched market needs, market penetration, market/technology directions and technology applications.
- Specialized in data and voice-relation communications issues, particularly PSTN, DSL and T1 facilities modeling and application evaluation.
- Designed networks and network models for industry standards.

Business Development/Strategic Partnerships:

- Positioned HCL as preeminent performance evaluation laboratory in industry, driving sustained revenue and profit growth.
- Developed long-term business relationships with major corporate clients including IBM, Compaq Computers, HP Systems, Intel, MCI, Pacific Bell, Nynex, Bell Atlantic, Prodigy, CompuServe, 3Com, Merck Pharmaceutical, Motorola, Lucent, Rockwell, US Robotics, Nortel, Cisco, Asend, TDK/Silicon Systems, Processing Telecommunications Technologies, Texas Instruments and the US Census Bureau.
- Facilitated arms-length arrangement between Lucent, Motorola and Rockwell to establish K56flex modem modulation product and later the V.90 digital modem standard.

Product Testing/Evaluation:

- Hired by client companies to process testing and marketing input, evaluate the data relative to appropriate criteria and recommend courses of action --- design changes or market approach.
- Influenced system or process designs in notable products: Casio Palm PC, Ascend RAS (Max), Xircom PCMCIA modem products and the IBM ThinkPad PC.
- Produced testing procedures for PSTN modems (1988, 1991, 1994, 1997, 2000, 2001), cellular modems (1994) and DSL modems (2001).
- Created marketing pieces for clients that explained results of HCL product testing/evaluation.
- Focused company on modem research & development and international testing for voice-grade analog and digital (V.90) modems, FAX, cellular, ISDN, DSL and SVD products and technology.

EDUCATION & TRAINING

BS, Electrical Engineering, New Jersey Institute of Technology, Newark, NJ

Technical/Applications Training:

Remote Access Control & Testing, ADC Telecommunications
Network Performance Measurement & Analysis, Hekimian Laboratories
Outside Plant Cable Pressurization & Monitoring, Sparton Southwest
ISDN Network Simulation & Testing, Racal-Milgo & Spirent-TAS
Building & Managing Data Communications Networks, Motorola-Codex
Cellular Network Transmission Technology, UCLA

Business Leadership Training:

Sales & Management, Dale Carnegie
Contracts & Business Law, Western States College of Law
Project Management & Fund Raising, American Cancer Society
Business Management, Accounting, Marketing, Personnel Law, various university extension programs