



**Paul Scardino**  
**Vice President**  
**Sales and Marketing**

**PAUL SCARDINO** has over 20 years of experience in the satellite communications and telecommunications network field and has been a key to Globecom Systems' success since February 1997. He is responsible for GSI's Corporate Marketing and Sales Organization.

In Mr. Scardino's previous position at GSI, he was Senior Director responsible for all of Globecom Systems Inc.'s projects and accounts within Europe, the Middle East and Africa as well as customer specific worldwide accounts. Some of the more notable accomplishments include a communication network for the Nigerian DoD, an IP/Telephony WAN for Angola's Oil Company, Sonangol/MST linking the US Internet and Public Phone System to Sonangol offices and Angola's network; a ten hub, eighty remote network for telephony for Turk Telekom; a five node video transmission network for Radio Television Portuguese/CPRMarconi in the former-Portuguese colonies of Africa; an Intelsat Standard B earth station for CPRMarconi in the Azores Islands, in Guinea Bissau for Guine Telecom and for Timor Telecom in East Timor; multiple Intelsat Standard and video distribution earth stations for MTN and Telkom South Africa, Video Broadcast Equipment for the Greek PTT (OTE), major earth station upgrades and various Business Unit Minihubs for the Reuters Global Network; an infrastructure hub for Senegal's PTT, Sonatel; a power system upgrade for Telkom Kenya's major Earth Station Facility, the Wireless IP/VoIP Countrywide Network Design for the Romanian prime national radio, television and telecommunications company (SNR) and multiple ISP and VSAT hubs for various private corporations throughout Europe and Africa.

Mr. Scardino came to Globecom Systems from Satellite Transmission Systems, Inc., where he was Program Manager and Project Engineer. During his tenure at Satellite Transmission Systems, over the period from 1988 to January 1997, Mr. Scardino managed major corporate accounts (i.e. Hughes Network Systems, Reuters and various PTTs worldwide) and program teams consisting of representatives from marketing, engineering, production control and program administration. He also managed, designed and implemented satellite communication networks, systems and products for customers in the U.S. and overseas. Some of the more notable accomplishments include a thirty six node network in Sudan bringing remote villages telephone and data services via the INTELSAT Space Segment, Inmarsat Earth Stations for the Greek PTT (OTE), various Business Unit Minihubs for the Reuters Global Network and many VSAT Hubs both nationally and internationally for Hughes Network Systems (HNS).

Mr. Scardino holds an MBA in Management (with Distinction) from Hofstra University in New York, and a BSEE from the Polytechnic University (Polytechnic Institute of Technology) in New York (now Polytechnic Institute of NYU). Mr. Scardino is also a Project Management Institute (PMI) certified Project Management Professional (PMP).