

John Legieza

Experience

Snavely King Majoros & O'Connor, Inc.

Senior Consultant (2009-Present)

Mr. Legieza provides clients with economic and policy analyses of commercial operations supporting negotiation, settlement and strategic planning. His preparations include assumptions based analysis and a rigid due diligence on all data inputs.

Major projects Mr. Legieza participated in have included: extensive cost and revenue analyses of rail freight logistics, along with preparation and validation of models used for rate negotiations with railroads.

Mr. Legieza has assisted in the preparation of client presentations and prepared analytical research for submission to the Surface Transportation Board. His telecommunications and public utility experience includes preparation of complex regulatory research for submission to regulatory agencies.

Mr. Legieza has expertise in logic, statistics, economics, financial analysis, econometrics, markets and computer modeling. With over 25 years commercial and consulting experience Mr. Legieza has in-depth knowledge of commercial and industrial operations in the transportation, telecommunications and utilities industries and is familiar with a wide range of financial and economic tools and current technology.

CFOPower LLC., *Managing Partner (2001-2009)*

Management of a small consulting firm; responsible for providing quality financial support to start-up, small and medium size companies. Provides expert counsel of economic and financial analyses and audits of commercial operations, for use by management in formulating and implementing commercial best practices strategy.

ICO Communications

Global Brand Manager (1997-2001)

Responsible for financial, economic and market analysis in assignments in corporate strategic planning including researching rate structures, cost of service studies, market identification, market collateral preparation and economic projections.

Mobile Telesystems, Inc Gaithersburg, MD

Director, European Operations (1989-1997)

Responsible for daily operations of the European market

- Developed and implemented appropriate market, product, pricing strategies and field service practices to meet customer requirements and profitably achieve business objectives.
- Directed project team effort, including proposal preparation and technical analysis resulting in the award of two sole-source profitable contracts totaling \$15 million dollars with the US Government
- Developed and managed a solid European distribution network, which contributed annual regional revenues exceeding \$10 million for two consecutive years.

Ford Aerospace Washington DC (1983-1989)

Manager, Financial Planning and Analysis

Responsibilities included corporate financial analysis and planning.

- Managed development of financial models, which evaluated business projects and opportunities. Prepared financial plans.
- Conducted annual and semi-annual audits

RCA Americom Princeton NJ

Administrator (1979-1983)

Responsibilities included Capital Budget analysis and Appropriations review and post auditing.

- Responsible for preparation of all capital expenditure requests.
- Interfaced with Business Unit managers—for purposes of monitoring program/project performance.

Education

Pace University 1979—MBA in Finance
Kings College 1975 – BA Economics and Sociology

Mr. Legieza is an active member of the Mobile Satellite Users Association sits on the Board of Directors. He has served as CFO from 2001-current

