

# Topics

from THE ONSTOTT GROUP

## NMS: Gearing up for New Market Opportunities

**N**MS Communications is a leading provider of communications technologies and solutions for next-generation enhanced communications services and efficient networks. Founded in 1983, the company has been publicly traded since 1994. With over 20 years of technology leadership, NMS has an established global customer base, with over 50% of the company's revenue from outside the US. All of the top 100 mobile operators and virtually every major network equipment manufacturer are NMS customers. The company also boasts a strong strategic network of technology and channel partners.

NMS has achieved a profitable, growing core business in platform solutions, which has provided a solid base for new initiatives. During the telecom downturn, NMS invested for the future. As new market opportunities have presented themselves, the company has undertaken a number of new product initiatives. Planning for these new initiatives prompted the need for a different type of talent and experience on the management team.

In the fall of 2002, Bob Schechter, Chairman and CEO of NMS, approached The Onstott Group about conducting a search for a Senior Vice President of Sales. The company was looking for a strong sales leader with deep international experience and knowledge of the service provider market. This individual also needed to be

highly adaptable in a changing marketplace. Multiple platforms and distribution channels across geographies accounted for a very complex sales organization.

Because the international experience was a key component of the position, Pat Campbell and Joe Onstott cast a wide global net to develop a candidate pool. The successful candidate, Colin Doherty,

hit the specs on all cylinders. At the time, Colin was President and Chief Marketing Officer, Carrier Networks for Nortel Europe, responsible for the switching and data products portfolio for both wireline and wireless network operators. Colin accepted an offer from NMS in December 2002. Since

joining the company, Colin has been promoted to SVP, Worldwide Sales and Marketing.

One of Colin's objectives has been to strengthen the global management team at NMS, particularly in light of the company's new products and strategic market focus. The Onstott Group recently recruited Tim Walsh as Vice President Developer Sales Americas. Tim brings a strong knowledge of the platform business and the wireless industry as well as a high energy level and "can-do" attitude.

NMS' most recent numbers indicate that second quarter revenues increased 20% over the corresponding quarter in 2003. "We achieved important milestones with our

*(continued on page 3)*



# Industry Briefs

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## BOARD OF DIRECTORS APPOINTMENTS

Jim Sims has been appointed to the *Enterasys Networks, Inc.* Board of Directors. Jim, who has a long, successful record of innovation, financial experience and successful company growth in the technology marketplace, is currently Chairman and CEO of GEN3 Partners, a Boston- and St. Petersburg, Russia-based R&D services firm that helps Fortune 500 companies overcome barriers to developing and commercializing product innovations. Enterasys is a global provider of Secure Networks™ for enterprise customers.

## COMPUTERS, SOFTWARE AND SYSTEMS

Steve Fisch has been named Chief Executive Officer of *Reconda International Corporation*. Steve is an experienced entrepreneur in both large and early-stage businesses, primarily in the software industry. Before joining Reconda, Steve was Chief Operating Officer for IONA Technology. Reconda is a leading provider of robust, web-based, Web-Sphere MQ focused middleware support products that are changing the way IT personnel manage and track business transactions

across enterprise messaging networks.

*Progress Software*, an operating company of Progress Software Corporation and a leading supplier of technology for building the world's best business applications, has named Paul McNulty Vice President of Worldwide Marketing. In this role, Paul will oversee the development and execution of global marketing strategies and initiatives. He brings more than 20 years of high tech and international marketing, product marketing and product management experience. Paul joined Progress Software from Pegasystems, where he was a vice president.

Tibor Vais has joined *PowerSteering Software, Inc.* as Senior Vice President of Products. Tibor brings over 20 years of experience in general management of software companies and technical background in product development. Prior to joining PowerSteering, Tibor was CTO at New-River. PowerSteering helps Global 2000 companies execute enterprise-wide strategic initiatives with a breakthrough Web-based software platform.

*Systinet*, the leading independent provider of soft-

ware products for building service-oriented architectures (SOA), today announced the appointment of Rick Akie as Vice President of Sales and David Butler as Vice President of Marketing. Rick most recently served as Vice President at TIBCO Software where he built and led commercial and government sales teams. David is the former Vice President of Product Strategy and Corporate Marketing at Spotfire, Inc. where he defined and delivered an award-winning business intelligence platform for analytic applications. With more than forty years of combined sales and marketing experience, Rick and Dave both bring to Systinet a track record of helping major companies and government organizations successfully implement software technology.

## TELECOMMUNICATIONS

Congratulations to Tim Walsh who has joined *NMS Communications, Inc.* as Vice President Developer Sales, Americas. NMS Communications designs, delivers and supports technology-leading systems and system building blocks for the most innovative voice, video and data services on wireless and wireline networks. Tim joins NMS from Comverse, where he was a Sales Vice President.

*Enterasys Networks, Inc.*, a global provider of Secure Networks™ for enterprise customers, has appointed Michael Rivers as Executive Vice President of Worldwide Sales and Services. Michael is responsible for leading the company's sales organization, driving revenue through value-added resellers and systems integrators and expanding the company's business relationships with global enterprises. Michael brings more than 20 years of sales, marketing and executive leadership with global vendors of enterprise networking and network security products. He joins from Inkra Networks, where he served as Vice President of Worldwide Sales and Business Development.

Jim Harold has also joined *Enterasys Networks, Inc.* as Vice President of Partner Sales for the Americas. In this role, Jim is responsible for leading Enterasys' sales efforts through partners, value-added resellers and distributors in the Americas. Jim brings extensive sales and partner management experience in the networking and security industries. Most recently he was Vice President, Channel Sales and Alliances for Infoblox, a leading developer of network identity appliances that connect applications to the network infrastructure.

BOSTON AREA TECHNOLOGY EXECUTIVE  
JOINS THE ONSTOTT GROUP

**ELECTRONICS/  
INSTRUMENTATION**

Congratulations to Greg Baletsa who has joined *Azonix Corporation* as Vice President/General Manager. A division of Crane Company, Azonix is a leading manufacturer of industrial computers, human machine interface systems, high-precision temperature instrumentation and controls, and PC-based distributed control systems. Greg is a seasoned general manager with industry experience in instrumentation, consumer electronics, and enterprise software. Most recently, Greg was a Principal at Stata Venture Partners.

**PROFESSIONAL  
SERVICES**

*Access General*, an Atlanta-based property and casualty insurance company, announced that Jerry Morris has joined the company as Senior Vice President, Claims. Previously Jerry was Director of Claims for Hartford Omni Insurance servicing 47 states with \$260 million in written premium.



**NMS** *(Continued from page 1)*

new product initiatives during the quarter”, said Bob Schechter. “MyCaller, our mobile service offering, has been selected as the preferred ringback solution by one of the world’s largest mobile operators...Additionally, a major European operator has selected AccessGate, our wireless backhaul optimizer, for it’s networks...

AccessGate has also been integrated into Erricson’s Expander solutions...at the same time, our core businesses continue to grow.”

We look forward to following the continued progress at NMS.



**W**E WOULD LIKE TO WELCOME **BRUCE BECK** TO The Onstott Group. Bruce joins the firm with 30 years of successful career experience within the technology sector. Most recently, Bruce was the Vice President of Americas Sales and Business Development for Net to Net Technologies, a communications technology company that was successfully sold.

“We are pleased to have Bruce join the firm,” said company founder Joe Onstott. “Bruce’s years of hiring, assessing, and motivating teams in the technology industry, along with his professionalism and integrity, will help us grow our business and satisfy our clients needs.”

Previously, Bruce held executive sales and marketing positions, and contributed to the successful Initial Public Offerings of Telematics International and Mercury Computer Systems. In addition, Bruce served as Vice President and General Manager of a new business unit he created within a privately financed technology company that was later sold to IBM Tivoli for three times the invested capital.

**“We are pleased to have Bruce join the firm,” said company founder Joe Onstott. “Bruce’s years of hiring, assessing, and motivating teams in the technology industry, along with his professionalism and integrity, will help us grow our business and satisfy our clients needs.”**

Earlier in Bruce’s career he managed the successful turn-around of a technology consulting and system integration practice, where he led engagements at Northern Telecom, Wang Laboratories, The Hart-

ford Insurance Group, Mellon Bank, and CitiGroup. This international firm was later sold to Fujitsu. Bruce spent the first thirteen years of his career at Wang Laboratories where he was promoted to increasing levels of responsibility in various sales, marketing, consulting and management positions.

Bruce earned an M.S. in Finance from Boston College and a B.S. in Business Administration from the University of Illinois.

A longtime Sudbury resident, Bruce now resides in North Hampton, New Hampshire with his wife Jackie, and two dogs, Fuji and Kodak. They have two grown daughters, Joy and Monique. Bruce is an avid golfer and fitness enthusiast who also enjoys various projects around the house and yard.

## ONSTOTT INVITATIONAL DRAWS FULL FIELD

**O**ne sure way to guarantee beautiful weather at a golf tournament is to distribute umbrellas as gifts! The 19th annual Onstott Invitational drew a full field of participants at Woodland Country Club in West Newton, Massachusetts. We played under the bluest of skies, and those Duraflex™ umbrellas got tucked into golf bags to await a blustery day. Both the American Cancer Society and the Cam Neely Foundation benefited by the hard work of the golf committee and generosity of our guests. We would especially like to thank Helen Neal of The Onstott Group for leading the charge in organizing the event.

This year we added three gross prizes to reward the low handicap teams. Both the low gross and low net teams will have their names inscribed on our permanent trophy. Winning teams were:



**FIRST PLACE GROSS:** (l-r) Larry Vaughan, Tom Kinton, Pat Cronin and Bill O'Brien.



**FIRST PLACE NET:** (l-r) Ed Jackowiak, Tom Palka (also on the 2003 winning team), Ken Saia and Jeff Dickerson.

SAVE THE DATE



THE 20<sup>TH</sup>

ONSTOTT  
INVITATIONAL

GOLF

TOURNAMENT

Proceeds to benefit  
the American  
Cancer Society  
and the Cam Neely  
Foundation

MONDAY, AUGUST 8, 2005

WOODLAND COUNTRY CLUB  
WEST NEWTON, MA

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The firm is a member of the Association of Executive Search Consultants, the premier professional association representing search firms worldwide. Its mission is to maintain and enforce the highest professional standards in executive search.

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