

PRESTON G.M. WILLIAMS III

EXECUTIVE PROFILE

Strategic leader and entrepreneur with 23+ years of experience leading top performing, cross-functional, teams in Canada, Brazil, The United States, Asia Pacific (APAC), Europe, the Middle East and Africa (EMEA).

Advanced and creative communicator adept at cultivating trust with a broad base of individuals, including staff, clients, senior management, and board members.

Savvy executive level strategist with a successful record of implementing sound, reliable and dynamic information technology and financial management solutions through Fortune Global 500 companies.

Core competencies:

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| * Sales, Marketing & Business Planning | * Branding & Positioning |
| * Alliance & Partnership Development | * Staff Management & Team Building |
| * Budgeting & Cost Control (P&L) | * Global Systems Integration & Deployment |

PROFESSIONAL EXPERIENCE

GBC **GBC** – General Business Consultants, Inc., Pinebrook, New Jersey, 2002 – Present
GBC® is an innovative (partner owned) IT company which offers a variety of professional and technical services. The company's core competencies include, IT Asset Management, Engineering, IT Consulting, Networking, Outsourcing, Social Services and Web Presence Development 4 countries: the United States, Kenya, Liberia and Uganda.

Senior Partner, GBC Global Services | Board Chairman

Strategic thinker with a "Big Picture" approach. Successfully developed alliances and partnerships with EDP, the Global Trade and Technology Network (GTN), IBM, DELL, Avaya Communications and the United States Agency for International Development (USAID).

Key Achievement(s):

- Responsible for creating corporate "go-to-market" strategies and accompanying policies for all GBC locations.
- Developed aggressive "cradle-to-grave" sales & marketing plan targeted at increasing new contract bookings to \$4.2 MM - a 120% increase year over year.

CEO - Chief Executive Officer & Managing Partner

Entrepreneur: Founded and incorporated consulting company: GBC® - General Business Consultants, Inc. (www.gbc-inc.net) to provide information technology services to small and medium businesses. Committed to provide knowledge acquired from previous experience to small businesses which could not readily afford the higher cost for services available through larger corporations.

Key Achievement(s):

- Established corporate headquarters in the USA and offices in Kenya, Liberia and Uganda.
- Created GBC Global Services Division to ensure standard service delivery at all GBC locations.
- Grew revenue **250%** over a period of 2 years.
- Established Board of Directors.



LU – Langston University Langston, Oklahoma, 2006 – 2007
Langston University is a 110+ year old university in Oklahoma, USA. The institution operates 3 campuses: Langston, Oklahoma City and Tulsa, Oklahoma. LU offers degrees from the undergraduate level to the Doctorate.

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CIO - Chief Information Officer

Served as Langston University's first CIO. Provided leadership and vision as head of Information Technology Services (ITS) Division and created IT component of the university's Ten Year Strategic Development Plan.

Key Achievement(s):

- Managed IT component for university's certification with the North Central Higher Learning Commission – LU received NCA Accreditation through 2017.
- Developed new university web site after 6 years of stagnation.
- Brokered a working partnership with several members of the Oklahoma State Board of Regents.
- Elected to the 5 person Executive Team of the Oklahoma State Council on Information Technology (CoIT).
- Created wireless network & introduced online enrollment.



D&B – Dun & Bradstreet

Short Hills, New Jersey, 2004 – 2005

D&B (NYSE:DNB) is the world's leading source of commercial information and insight on businesses. The 165+ year old company's global commercial database contains more than 140 million business records. The database is enhanced by D&B's proprietary DUNSRight® Quality Process.

Product Manager - Global Data Collection

As Product Manager for Global Data Collection with DNB Sales & Marketing Solutions, was instrumental in identifying key global business variables and new revenue streams. Responsible for creating new business definitions as a key member of D&B's Global Standards Committee.

Key Achievements:

- Launched two new global products (Corporate Family Tree Plus & Customer Defection Alert). Product launches reported in international publications: Estimated ROI: **\$10+ MM**.
- InfoCommerce Report: **USA** "New D&B Service Offers Deeper Corporate Linkage Data".
- Data Publishers Association: **UK**, "New D&B Service Offers Deeper Corporate Linkage Data".
- DUNSRight® certified.



IBM – International Business Machines

Charlotte, North Carolina, 1997 – 2001

With more than 175,000 professionals working in 170 countries, IBM Global Services (NYSE:IBM) is the world's largest business service provider. Services range from business transformation consulting to software, hardware, fundamental research, financing and the component technologies used to build larger systems.

Project Executive - IBM Global Services (IGS)

Managed high-impact and mission critical projects with an "out-of-the box" approach. Executed "end-to-end" project/program management processes from Value Statement Creation to Business Case Development to Full Cycle Deployment.

Key Achievement(s):

- Managed **\$50+ MM** AMAT Leap Global Project. Team included 13 direct reports in North America, Europe, the Middle East and Asia Pacific.
- Managed **\$130+MM** UNCF Technology Enhancement Capital Campaign (TECC) Project to create 21st century technology infrastructure at 39 universities and colleges. Managed multiple vendors and led cross-functional team including 24 direct reports and 540+ IBM staff in 12 states.
- IBM Leadership Award Recipient | IBM Signature Selling Methodology (SSM) certified.

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AC – Andersen Consulting Charlotte, North Carolina, 1997
Andersen Consulting became Accenture (NYSE:ACN) on January 1, 2001. The 20+ BB Company offers global management consulting, technology services and employs more than 181,000 individuals in over 120 countries.

Consultant – Information Technology

Successfully managed staff of 65 engineers & technicians on Y2K systems assessment project covering 14 Hospitals and 5 Medical Practices. Project yielded **\$3 MM** in savings to client (CHS).

McGladrey & Pullen
Certified Public Accountants

M&P – McGladrey & Pullen

Minneapolis, Minnesota, 1995 – 1997

McGladrey & Pullen, LLP, (a partner-owned CPA firm) is a leading national CPA firm focused on meeting the audit and accounting needs of midsized companies. The company serves clients from approximately 100 offices across the United States.

Consultant / Network Manager – Information Technology Group (ITG)

Managed several Value Added Reseller (VAR) relationships and installed (ERP) Enterprise Resource Planning solutions including Great Plains Dynamics LAN and Platinum.

First Trust – First Bank System

St. Paul, Minnesota, 1992 – 1994

Debt Management Analyst

Performed Debt Service on Single Family Mortgage Loans, Escrowed Accounts and Guaranteed Investment Contracts (GICs).

Key Achievement(s):

- Settled “early call” on account valued over **\$300 MM**.

HID – Health Information Designs Inc.

Rosslyn, Virginia, 1991 – 1992

Computer Operations Specialist

Used Mainframe Systems to process multivariate drug research analyses (DUR Reports).

LP - Lynn-Phill

Washington, DC 1990 – 1991

Controller / Corporate Secretary

Managed Accounting Division and increased revenue by 312% year to year through application of GAAP.



PriceWaterhouse PW – Price Waterhouse

Monrovia, Liberia/Washington, DC 1985 – 1989

In 1998, Price Waterhouse merged with Coopers & Lybrand to form PricewaterhouseCoopers. The firm is structured as a network of member firms, connected through membership in PricewaterhouseCoopers International Limited. (PwCIL), a UK membership-based company.

Senior Auditor

Managed several audit engagements in banking, insurance, mining, computer operations/management, road construction and manufacturing in Liberia, Sierra Leone, The Ivory Coast (Côte d'Ivoire) & the USA.

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EDUCATION

CIS – Certified Implementation Specialist
GREAT PLAINS UNIVERSITY – Fargo, North Dakota, USA

CPA – Certified Public Accountant
LIBERIAN INSTITUTE OF CERTIFIED PUBLIC ACCOUNTANTS – Monrovia, Liberia

M. Sc. - Master of Science – Regional Planning
Specialization: Regional Resource Allocation & System Dynamics
UNIVERSITY OF LIBERIA – Monrovia, Liberia


B. Sc. - Bachelor of Science – Economics
CUTTINGTON UNIVERSITY COLLEGE – Suakoko, Liberia

INDUSTRY EXPERIENCE

Automotive, Biotechnology, Biometrics, Construction, and Real Estate, Commercial Banking, Communications, Consumer Products, Electronics, Federal Government, HealthCare, Higher Education, Investment Banking/Securities, Life & Property Insurance, Marketing Services, Metals, Mid Market, Mining, Nanotechnology, Oil & Gas, Pharmaceuticals, Power & Utilities, Professional Services, Semiconductor, Software & Business Services.

AWARDS & ASSOCIATIONS

- Advisory Council Member: Oklahoma Innovative Technology (InnoTech)
 - Member: Massachusetts Institute of Technology (MIT) Enterprise Forum of Cambridge
 - Former Member: Exec. Council: Oklahoma Council on Information Technology (CoIT)
 - Former Chairman: Technology Committee - (CoIT)
 - Member: CITPG - Carolina Information Technology Professionals Group
 - Corporate Affiliation: Harvard Business School
 - Chairman: GBC Board of Directors

 - Leadership Award: IBM Global Services – 1999 | Member of 
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PUBLICATION(S) & TRADE REFERENCE(S)



InfoCommerce Report: March 2005, Volume 15, Number 3, Page 6.
Article Title: New D&B Service Offers Deeper Corporate Linkage Data.



Data Publishers Association: United Kingdom