

THE TRI MIL CONSULTING TEAM IS PROUD TO WORK WITH SOME OF THE MOST EXCITING VISIONARIES AND COMPANIES TO BRING NEW SERVICES AND SOLUTIONS IN THE EVER EVOLVING DIGITAL MARKETPLACE.

Based in the NYC metro area, but working globally, Tri Mil Consulting is a boutique management and technology consulting company that assists clients in meeting their unique business and technical needs. Serving as a trusted adviser to clients that span a wide range of industries, with deep experience in telecom, software, mobile applications, healthcare, financial services, and education, we help clients launch new businesses, achieve efficiencies in their business processes, business development initiatives and generate higher returns on their technology investments, reducing risk and accelerating returns.

We generally start projects by completing a thorough analysis of our clients' needs and goals and deliver proven, complete and actionable strategies specific to each project. We do not stop there, however – as a full-service firm, we turn recommendations into action and implement custom solutions, including helping build and bring to market new and often industry disruptive solutions that help our clients compete and grow.

Our comprehensive business management and technology consulting service offerings include:

- Technology Consulting
- Management Consulting
- Transaction Consulting
- Ecosystem, Business & Channel Partner Development
- Progressive Product Development & Go-To-Market Programs



PROJECT EXAMPLES

NETWORK SECURITY SOLUTIONS PROVIDER

Contributed to the establishment and growth of one of the leading independent network testing facility, security and consultancy companies in the US. Put in place all operational procedures, product definitions and service sets, built and ran security lab for the first several years, supported customer, corporate and real estate initiatives.

NATIONAL IP CONVERGENCE & UNIFIED COMMUNICATIONS PROVIDER

Consulted with executive management of the third largest telecommunications companies in the world on unified communications, messaging, IP Telephony and IP TV strategy. Defined go to market leveraging an all IP Core.

GLOBAL TELECOMMUNICATIONS COMPANY

Provided operational and next generation product development consulting services to a full-service telecommunications provider (CLEC), assisting in the establishment next generation services through the transformation of its offering to business communications, call centers and proprietary software solutions.

LARGE SYSTEMS INTEGRATOR

Provided consulting to its global telecom practice supporting a major carrier solutions strategy and roll out in the US.



Jeff Singman
Principal

Jeff established Tri Mil consulting in 2008, bringing his passion for media, software and technology together to provide advisory services to companies, from start-ups to multi-billion multi-national companies.

Jeff helps companies establish clear business goals that lead to focused marketing initiatives, product development and revenue generation activities for public and private companies. He is creative, while also focused on execution and go-to-market, and is expert at connecting people and ideas with resources, processes and ecosystems that accelerate success as change itself accelerates.

Jeff's experiences cross IT, security, telecom and software, with depth in industries including media, entertainment, financial, and healthcare verticals.

Jeff provides international and domestic technology oriented client companies with business development, marketing, sales, product development and operational management services. Client engagements are executed through consultative services or senior position fulfillment, with notable clients including NSS LABS, CenturyTel, RNK Communications, Wave2Wave, Unisys, Virtua and Inspira Health, 3United, IP Trade, The Vault.com, Mobile Data Systems and Kamera.

As a senior member of the management team and advisor to X-Factor Communications, Jeff helped establish the company as a software and services enterprise, providing multi-device digital media solutions to Government, Healthcare, Education, Financial and Advertising industries.

Jeff was COO, Bright Sky Holdings & GM, Media Commerce Systems, a technology incubator focused on advanced digital software solutions in the digital advertising market. In this role, Jeff managed all operational aspects of the company's go to market activities, software and product development. He introduced automation and transaction systems supporting advanced advertising initiatives including dynamic ad-insertion on video-on-demand.

Jeff also served as General Manager, North America, for IP Trade, advanced IP enabled multimedia turret and telecom solutions for the financial markets. For Lucid Security, Jeff was SVP and COO, leading this provider of advanced Intrusion Prevention Systems to its sales to Trustwave Inc., an industry leader in the PCI market. Prior to this, Jeff was SVP, Moneyline Networks, heading up product management, resulting in the sale of the business to Reuters Inc.

Jeff was a pioneer in conferencing and IP video as VP & General Manager, Conferencing for Global Crossing, managing a staff of 650 people, 5 global call centers and a multi-million dollar P&L. Customers included 68% of the Fortune 100 and 38% of the Fortune 1000 companies, with \$172M in revenue.

Jeff started his career at NBC, the National Broadcasting company, where he grew up in the ranks from 1985 – 2000, ultimately leading digitization initiatives for this major national US network as Director, Engineering and Strategic Development.

PROJECT EXAMPLES, cont.

HOSPITAL SYSTEMS

Managed \$10M initiative to implement interactive patient systems to over 2,000 beds, integrated into clinical workflow, including vendor solution assessments, testing, staff feedback, vendor selection, financial modeling, senior management briefings and final negotiations to contract. Improved bed utilization, patient satisfaction and clinical outcomes.

Managed and implemented a \$7M initiative to transition the telecom infrastructure from TDM to VOIP/UC for a large healthcare system. Designed and deployed telemedicine video conferencing and imaging services supporting Teleneurology emergency care services (TPA Administration).

HEALTHCARE IT COMPANY

Implemented operating room, video distance learning system for a major hospital system, designed IP infrastructure supporting first ever real-time robotic surgery system used between US and French hospitals.

MOBILE APPLICATIONS & SOFTWARE COMPANY

Provided marketing and business development services for one of the world's top QR code scanning and processing companies.

INVESTMENT BANKING FIRM

Working with a top VC in the US, provided corporate, operational and product development consulting services resulting in two successful exits totaling \$80M in enterprise value.

PRIVATE EQUITY FIRM

Supported one of the most successful and largest private equity firms in the world with telecom, technology, software and mobile portfolio investments.