

**James P. Massa**  
jmassa@loomllc.com

**Consultant to Industry, Government, and Not-for-profit:**

- Loom Enterprises ([www.loomllc.com](http://www.loomllc.com)) 2005 – Nov 2012
  - Management consulting services including organizational relationships  
Mergers, Acquisitions, Joint Ventures, Alliances, Partnerships  
Sector focus : Alternative energies and green technology
  - June 2010 to present: Sustainable Essentials Enterprises
  - July 2008 to present: Green Earth Tech (Carbonator™)
  - Sept 2007 to 2010: MGE (diesel engine alternative fuel solutions)
  - May 2006 to December 2007: Earth To Air (Geothermal)
  - June 2004 to 2006 Various not-for-profit organizations

**Large Industry & Government Experience - 25 year successful career in high tech:**

- Cisco Systems:
  - Retired in June of 2006 after 14 years with Cisco Systems.
  - Cisco's growth while there: \$365M in 1992 to \$26B in 2006.
- Positions Held:
  - 2003-2005: Vice President and Chief Strategist of Global Government Solutions:
    - Public sector grew from 5% to 24%
    - \$8B market sector of Cisco's \$26B revenues globally.
  - 2001-2003: Vice President, Global Defense and Space (established organization)
    - Global P/L responsibility
    - Marketing, Manufacturing (including ITAR specs)
    - Specialized Engineering, Sales, Customer Support, Security
  - 1998-2001: Vice President, Global Govt. Alliances (established organization)
    - Global responsibility
    - Marketing, Sales, Customer Support, Security
  - 1995-1998: Vice President Federal Operations (turnaround performance)
    - Direct line responsibility of 400+ person organization
    - 300% growth in 3 years.
  - 1992-1995: Regional Manager, Southeast (turnaround performance: worst to first)
    - 179% growth first year and 86% the second year.
    - Many competitive win backs: Coca Cola, Delta Airline, GTE, etc.

**Government Engagement:**

James has held SCI security clearances; was involved in industry's support of Government response to the 9/11 terrorist attacks; has served on a variety of advisory councils and Boards:

- Chair for Internet Infrastructure Subcommittee of the National Security Telecommunications Advisory Committee (NSTAC) an **advisory council to the President of the United States.**
- United States Telecommunications Training Institute (USTTI) Board Director
- Business Executives for National Security (BENS) associate
- United Services Organization (USO) Board Director
- Armed Forces Communications Electronics Association (AFCEA) Board Director

**Successful Start Ups with Initial Public Offerings (IPOs)**

1989-1992: **Alantec**      1988-1989: **Mitek**      1985-1988: **Excelan**

**Personal:**

James lives near Washington, DC. James holds a BA degree with a double major in computer science/business administration. James enjoys fitness, guitar and photography of his family. His passion is to help charitable organizations impact the world for good both locally and globally.