



**Russ Reshaw**  
**E-rate Compliance Specialist**

- 15 years as Vice President of Spectrum Communications, Inc., a Southern California network integration company specializing in technology communications for K-12 educational agencies.
- Responsibilities included the oversight of business operations, banking, bonding, VAR relationships, manufacturer relationships and customer relationships. Directed business development and sales departments.
- Managed company growth in annual revenue from 1 to 52 million dollars within a ten year time period which resulted in being awarded the *Inc. 500* “Fastest-growing Business” for six consecutive years.
- Company was awarded \$5 million in the first year of the E-rate program under internal connections and eventually went on to install and complete 130 million in projects under the E-rate program.
- In-depth knowledge of the rules, guidelines and evolution of the E-rate program. Won numerous appeals at the FCC level for rejected funding commitment decision letters to customers. Familiar with processes of customer audits, congressional reviews and program compliance. Was never red lighted under the USAC processes. Have strong relationships with Washington, D.C. policy makers and lobbyists.
- Has attended all USAC training sessions since the beginning of the E-rate program.
- Knowledge of the technology trends within the industry and the specific applications to K-12, digital classroom and the need for curriculum applications. Knowledge of procurement vehicles, public contract code and construction for California educational institutions. Working experience with educational business operations and E-rate compliance for programs such as CIPA.
- Measurable success in creating inner-departmental communications and planning for maximization technology, construction and funding of educational customers.
- Facilitated district inner-departmental communication for funding and construction coordination.