

Brian A. Cute
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EXPERIENCE

AFILIAS, U.S.A.

May 2007 to Present

- Internet Infrastructure Solutions Provider

Vice President

Responsible for policy development and government relations coordination. Develop newTLD opportunities for Afiliast backend registry services. Develop strategy for ICANN newTLD policy and implementation processes. Represent Afiliast in the Vertical Integration, High Security Zone TLD and Centralized Zone File Access working groups. Represent Afiliast before the U.S. Department of Commerce and other government bodies concerning ICANN and Internet Governance issues. Develop strategy for Internet Governance in a variety of *fora* including the ITU.

Responsible for Afiliast Discovery Services line of business offering supply chain visibility and “track and trace” service. Develop and execute Afiliast Discovery Service market entry strategy and marketing campaign for various industry verticals. Manage relationship with GS1 organization and oversee Afiliast Discovery Services standards development activities. Work with industry and governments to develop policy frameworks relating to governance, privacy and security for the Internet of Things

VERISIGN, INC.

May 2004 to March 2007

- Internet Infrastructure Provider

Vice President, -- Government Relations

Responsible for VeriSign global government relations and policy supporting Internet, communications and security lines of business. Successfully managed \$4 million annual budget and 6 government relations professionals in Washington, D.C. and Berlin, Germany. Directed government relations and public relations support of .com and .net infrastructure expansion program in China, Egypt and Bulgaria. Managed mobile content and mobile payments policy issues for Jamba! mobile ring tone business. Developed industry best practices and marketing guidelines to promote safe youth mobile environment.

Developed and executed strategy for VeriSign participation in the United Nations World Summit on the Information Society and lobbied numerous governments concerning Internet Governance and ICANN issues. Represented VeriSign in international *fora* including the inaugural Internet Governance Forum (IGF) in Athens, Greece. Conceived and organized IGF Critical Infrastructure Security Workshop and participated in DNS Root Zone File Management Workshop. Participated in European Union Commission RFID Consultation and U.S. Senate RFID Caucus.

NETWORK SOLUTIONS, LLC

January 2003 to May 2004

- Domain Name Registrar and Web Services Provider

Director of Policy

Responsible for global public policy matters affecting all company lines of business and operations. Advise CEO and business units on impact of regulations, rules and contractual obligations on revenue, expenses and operations. Responsible for managing company relationship with the Internet Corporation for Assigned Names and Numbers (ICANN) and for influencing ICANN policies and practices.

NETWORK SOLUTIONS, LLC (cont.)

Advise business units on the development of new registrar and registry services including private registrations and Wait List Service. Develop corporate public policy web site concerning online privacy issues. Work with law enforcement to address to address cybercrime issues and notice and takedown procedures. Review international privacy law regimes to address ICANN contractual obligations concerning provision of customer personal data to third parties. Advocate corporate positions in ICANN policy development process concerning domain name transfers, deletions, WHOIS and new registry services.

TELEGLOBE COMMUNICATIONS CORP.

February 2000 to January 2003

- Global Communications Network Operator

Senior Counsel – Regulatory & Government Affairs

Advise North American, European and Asian operating units on telecommunication regulatory and government affairs. Devise foreign market entry strategies for telecommunication and IP services and network operations. Advise country managers on impact of domestic and foreign legislative and regulatory regimes on sales, marketing and operation of terrestrial fiber, submarine cable and satellite assets.

Represent company before the Federal Communications Commission, U.S. Trade Representative, Canadian Radio-television and Telecommunications Commission and state public utilities commissions. File comments with U.S. and foreign regulatory agencies advocating local, long distance and international telecommunications competition. Track proposed legislation, regulation and international trade negotiations concerning wireline and wireless telecommunications competition, IP services and Internet policy. Responsible for developing, and implementing corporate policies and practices concerning privacy, Voice over Internet Protocol (VoIP), CALEA, DMCA, encryption, data retention and data transfer. Represent company in trade associations including the United States Council for International Business, Comptel and the European Competitive Telecommunication Association.

THE HELEIN LAW GROUP

1996 to 2000

- Law Firm Specializing in Telecommunications Law

Associate

Counsel long distance, international and information service providers on U.S. and foreign market commercial, regulatory and litigation matters. Negotiate and draft telecommunications service contracts, billing and collection agreements and privately held asset purchase agreements; draft and file tariffs; obtain operating licenses. Negotiate, litigate and settle carrier disputes; negotiate and settle state and federal enforcement actions against clients; draft and file comments and reply comments in state and federal regulatory proceedings.

UNITED STATES DEPARTMENT OF COMMERCE 1991 to 1996

- Bureau of Export Administration, Office of Antiboycott Compliance and Office of Export Enforcement

Compliance Officer

Investigate U.S. exporters and enforce the antiboycott and export control provisions of the Export Administration Act and Regulations; prepare administrative complaints; draft memoranda of law; negotiate settlement agreements; advise export community on interpretation of the Act and Regulations.

EDUCATION

Licence spéciale en droit européen, L'Université Libre de Bruxelles, Belgium, 1994

Honors: *Avec Distinction*

L.L.M. in European Union law with a focus on E.U. institutions, the founding treaties and the creation of a single European market; two-year program; curriculum in French.

Juris Doctor, University of Bridgeport, Bridgeport, Connecticut, 1991
Class Rank: Top 25%
Honors: *Outstanding Legal Scholarship*, Faculty Award, 1991
Notes and Comments Editor, *Connecticut Probate Law Journal*, 1989 to 1991
Internship: United States Court of Appeals for the Second Circuit, Fall 1989
Chambers of Judge J. Daniel Mahoney. Drafted bench memoranda and assisted judge in preparation for oral argument; wrote draft opinions.

Bachelor of Arts, University of Vermont, Burlington, Vermont, 1986

WRITING/PUBLICATION

Are You Ready for a National Traceability System?, *Food Quality Magazine*, November 2009

Traceability: Discovering the Fix, *Food Safety Magazine*, April/May 2009

Are ITSPs Having Their Cake and Eating it Too?, *Rural Telecommunications*,
March and April, 1998

Internet Embarasse Les Opérateurs Américains, *Le Journal du Téléphone*,
November, 1996

Note, Methods of Notice in Termination of Parental Rights Hearings, *Connecticut Probate Law Journal*, Vol. 5.2, Winter 1991

PUBLIC SPEAKING

Guest speaker to numerous Internet and communications industry conferences concerning Internet Governance, domain name industry, competition, European Union market liberalization, IP enabled services issues and the Internet of Things.

ICANN Studienkreiss, January 2010

Internet Governance Forum USA, September 2009

The Internet of Things Europe, May 2009

Internet Caucus, State of the Net Conference, February 2006

European Commission, RFID Workshop, June 2006

U.S. Senate RFID Task Force, June 2006

Internet Governance Forum, Critical Internet Infrastructure Workshop, October 2006

Internet Governance Forum, DNS Root Zone File Management Workshop, October 2006

MEMBERSHIPS

ISOC-DC, *Council Member*, 2009-2010

European American Business Council, *Board Member*, 2006

United States Telecommunications Training Institute, *Board Member*, 2006

BAR ADMISSIONS

New York and Connecticut

LANGUAGES

French: Fluent