

Richard K. Wilhelm

richard.wilhelm@networksolutions.com cell: 703-283-8457

Overview

With over 20 years of business and technology experience, Mr. Wilhelm has expertise in a wide variety of vertical business domains and technical environments, with a particular focus on Internet infrastructure and telecommunications. In conjunction with technical management responsibilities, he has also held key business responsibilities in the areas of business development, corporate development, and bid management. Additionally, Mr. Wilhelm has extensive experience working in industry organizations such as ICANN, GSMA, and ANSI/ISO.

Experience

July 2008 – present: Vice President, Network Solutions, LLC.

Network Solutions, LLC is a privately held provider of internet services for small businesses and web professionals, providing domain name registration, web hosting, and online marketing services to these customers. Mr. Wilhelm serves as Vice President, Engineering and has responsibility for software development and quality of Network Solutions' web storefront, product platforms, DNS, financial systems and other key components of its operating infrastructure.

In addition to his operating responsibilities, Mr. Wilhelm serves as a board member of both NameJet, a domain auction joint venture, and Central Registry Solutions, a service provider to gTLD applicants. He also provides technology support to Network Solutions' ICANN representation and serves as a member of the ICANN SSAC (Security and Stability Advisory Committee).

May 2001 – July 2008: Vice President, NeuStar, Inc.

NeuStar, Inc is a publicly traded (NYSE:NSR) provider of clearinghouse and directory services to the global communications and Internet industry with 2007 revenues of ~\$429M. Mr. Wilhelm undertook challenging roles of increasing responsibility as the company grew on its journey from a start-up, through its 2003 IPO and beyond.

October 2007 – present: Vice President, Corporate Technology Strategy

Leveraging his operating and business model expertise across the broad base of NeuStar's business portfolio, Mr. Wilhelm occupied a unique role in which he dual-reported into both the CTO and Corp Dev SVP. Accomplishments included:

- Leading NeuStar's GSMA Operator ENUM DNS program, with global operator participation.
- Technical business development, including the ICANN nTLD round, international number portability, and mobile.
- Technical diligence on NeuStar's acquisition of WebMetrics
- Technical representation of NeuStar at ICANN
- Co-author of NeuStar's industry-leading domain take-down policy for prevention of abuse/phishing

April 2003 – October 2007: Vice President, Software Engineering

During a key period of NeuStar's growth, Mr. Wilhelm had responsibility for the technical elements of a broad portion of the Company's product portfolio. During this period, Mr. Wilhelm's role expanded to include more externally oriented activities and relationships, while managing increasing numbers of programs and maintaining smooth operations. Accomplishments included:

- Operations of TLD registry infrastructure, including: software development, application support, and customer support
- Led the technical due diligence and then the integration effort for NeuStar's acquisition of UltraDNS.
- Led the proposal effort and deployment of NeuStar's GSMA Root DNS service
- Led the expansion of NeuStar's registry infrastructure to support IDNs
- Led the implementation of NeuStar's DNSSEC trial in the .US registry
- Technical architect of Sentan's highly regarded .NET registry bid
- Architected expansions of NeuStar's DNS infrastructure
- Led the technical due diligence and then the technical integration effort for NeuStar's acquisition of Nightfire
- International business development, including sales and partner relationships in Japan, Singapore, London, India, China, Amsterdam, and South Africa

November 2001 – April 2003: Sr. Director, Software Engineering (Acting VP)

Implemented a restructuring that greatly reduced costs and increased overall quality of operations. Accomplishments included:

- Instituted a metrics program and established various operational processes.
- Built annual budgets for capex and opex programs, working in conjunction with internal business teams
- Led the successful transition/launch of the .US ccTLD
- Designed service model for US Common Short Codes (CTIA contract) and led team that launched the service
- Delivered the initial deployment of the national number pooling system
- Assisted in the technical diligence and integration of NeuStar's first acquisition

May 2001 – November 2001: Chief Architect

As the principal architect of NeuStar's then ground-breaking thick registry systems for .BIZ, Mr. Wilhelm played a key role in various aspects of its design, including:

- Features for scalability, redundancy, performance, and reliability
- Overall architecture to allow parallel development and subsystem evolution of SRS, DNS, WHOIS, CRM, etc
- Base technology selection, including programming languages, databases, and middleware

October 1999 – March 2001: Vice President, Vector Development, LLC, Arlington, VA

Vector Development LLC was a venture fund, backed by Warburg, Pincus and AEA Investors, which made investments in early stage companies in the B2B demand-chain space. Mr. Wilhelm held responsibility for evaluating the technology aspects of prospective investments and, as a member of a multi-disciplinary team, contributed toward the overall evaluation for the investment decision. Post-investment, Mr. Wilhelm took an active role in defining the portfolio company's product and technology offering.

During late 2000, Mr. Wilhelm assumed the VP Engineering role at OpenShelf, a portfolio company. In this role, he directed the OpenShelf engineering team toward the on-time development of two product releases. Responsibilities included resource allocation, budget development, software architecture/design, interviewing/hiring consultants, and managing scope to immovable deadlines. After working with the OpenShelf CEO to select a permanent VP Engg, he effected a smooth transition.

September 1995 – October 1999: Managing Principal, Strategic Technology Resources, Chicago (now nVisia)

Strategic Technology Resources (STR) is regional consulting firm focusing on the e-business marketplace. Mr. Wilhelm assumed responsibility for the Chicago office in July 1998 after having been promoted to Associate Principal in October 1997. As Managing Principal, had overall responsibility for the activities in the Chicago office of STR and was a member of the executive team responsible for company operations and strategy. Specific responsibilities include:

- All Chicago operations, including P/L, sales, consultants, solution design, delivery, and client management.
- Office's business development including project assessment and scoping, proposal development, project pricing, etc.
- Working with STR's vendor partners to shape joint efforts
- Public technical presentations at forums such as: Inprise-Borland Conference, Iona World, and Client/Server World

June 1989 – September 1995: Manager, Andersen Consulting, Chicago

Promoted to Manager in September 1994. Member of Architecture Resource Group, a small collection of firm-wide experts who provided critical architecture expertise to high-profile object-oriented projects. Served as firm-wide representative to the ANSI X3J16 committee for the standardization of C++ and an active member of its Library Working Group. Frequent presenter at firm-wide seminars on object technology and architecture. Conducted quality assessments of technically aggressive projects. Part of a six-person working group to develop an Architecture Handbook that documented best practices for object-oriented development.

Professional Achievements

- Active participant in ICANN technical/policy fora
- Significant contributor to the ANSI/ISO C++ Standard
- Awarded patent (US#5319543) for invention of workflow server software
- Papers on topics such as Internet architectures accepted and delivered at technical conferences

Education

University of Illinois, Urbana-Champaign, B.S., Engineering/Computer Science (magna cum laude), 1989