

2017 MBE BOARD OF DIRECTORS NOMINATIONS

Submission Date

2017-10-18 20:49:49

A. I wish to be nominated for this Board of Directors position. (Select One)

NATIVE AMERICAN SEAT

B. Your Name

Lisa Hanlon

C. Company Name

Teltech Communications, LLC

D. Please list or describe your qualifications for the position you are running for; i.e. examples of your leadership)

I have started and run a telecom business for over 18 years. To many, this qualifies me as a leader, but my company wouldn't be here today if it didn't have a solid team. What I have learned about being a "leader" is that you have to be willing to wear many hats to achieve your goal but most importantly you have to be passionate and believe in the "mission".

I believe in the mission of our council and would like to continue to contribute my experiences to both the MBE's but to the Corporations.

E. Please describe your background and business experience.

I am the Executive Chairman of Teltech Communications, a company that I co-founded in 1999. In this role, I am responsible for business development, strategy and execution of the strategic goals and initiatives of the company.

Under my leadership, Teltech has evolved from a telecom reverse logistics partner to offering four core areas of focus. Today we offer a complete logistics solution; forward and reverse logistics, just in time delivery, site ready packaged and tested equipment, equipment sales and recycling. Teltech has also been able to diversify its solution portfolio to provide field service solutions which includes resource training, program and project management and turn key project services for Heterogeneous network solutions. Our Innovative Solutions Group focuses on remote power and communications offerings with multiple applications that include drones, cell-on-wings, satellite and power. Most recently, through the attrition of the field services needs we added recruiting and staffing solution for the telecom and pharmaceutical industries.

I currently serve on the Board of Directors in the Native American seat and I am the co-founder of Women for Wounded Warriors, a non-profit organization that provides resources, support, and employment opportunities for spouses, family members and caregivers for our American Veterans.

Prior to co-founding Teltech, I studied pre-med at the University of North Carolina-Greensboro and the University of Colorado-Boulder. I am a graduate of the Tuck-WBENC Executive Education Program.

F. Please describe the areas of expertise you can bring to assist the Board of Directors.

I understand the challenges and needs of a minority woman-owned business.

My success has come from the mentorship and relationships from not only the minority woman-owned community but from the corporations as well.

I believe that from experience, I can encourage other MBE's and corporations to embrace and join the efforts of the best NMSDC council.

G. Please list any and all Council and personal achievements that would demonstrate your readiness to hold this position.

- Currently serving on the Board of Directors
- Past Board Member for WBENC
- Past Board Member for the Veteran's Center of North Texas
- Co-founded a non-profit, Women for Wounded Warriors
- Women's Business Council Southwest – Supplier of the Year, Class 3 in 2004
- Graduate of the Tuck-WBENC Executive Leadership Program
- Executive Advisory Member for Women Impacting Public Policy (WIPP)

H. This position is designed to represent ALL MBEs associated with the Council and not your own personal or business interest. How do you intend to ensure you are representative of ALL?

Over the years, I have mentored and supported many minority and woman owned businesses. I believe that it is important to share not only our successes but our "failures". When it comes to helping others be successful you can't have a personal agenda. Personal or professional success comes from being diverse and being inclusive.

I. Additional information you would like to share:

I am passionate about mentoring and supporting other minority and woman-owned businesses. I have recently moved into the Executive Chairman role at Teltech which gives more time to focus on the strategic imperatives and mission of the D/FW MSDC.

To be on the BOD of the D/FW MSDC is no different than running your own business. You must wear many hats and believe and promote the mission to lead other MBE's, it is a team effort.

No more than 3 succinct bullet points that describe your involvement with or commitments to the Council (please cite most recent)

- Donate time for the DFWMSDC BOD.
- E-Awards Premier Sponsor
- Sponsored 2 teams at the Annual Golf and Tennis Classic

No more than 4 succinct bullet points that describe how your experience or skill (as an MBE, industry expert, or in a previous role) has prepared you to contribute positively as a board member for the DFW/MSDC.

- I look at obstacles as opportunities
- I like to support and mentor others MBE and WBE
- I instill throughout our organization, Buy Those That Buy Us, and use as many MBE/WBE firms as possible

I have learned to listen and seek guidance from my peers and customers

**J. UPLOAD A HEADSHOT
HERE (at least 300 dpi in
JPEG format)**



[LH Headshot_Color.jpg](#)

Printed Name

Lisa Hanlon

Company Name

Teltech Communications, LLC

E-mail

lhanlon@teltech.com

2017 MBE BOARD OF DIRECTORS NOMINATIONS

Submission Date

2017-09-27 18:27:01

A. I wish to be nominated for this Board of Directors position. (Select One)

NATIVE AMERICAN SEAT

B. Your Name

Anthony Patricio

C. Company Name

Spero Solutions

D. Please list or describe your qualifications for the position you are running for; i.e. examples of your leadership)

For nearly four years I served as the Chairman of the Board for the Dallas-Fort Worth Native American Chamber of Commerce. As the Chair of the DFW Native American Chamber of Commerce I worked with Bob Whistler to merge the American Indian Chamber of Commerce, and the DFW Native American Chamber. For over two years I served on the National Native American Advisory Council for Big Brothers Big Sisters of America. I am currently Chair of the Advisory Council for North Texas Leaders and Executives Advocating for Diversity, and I also sit on the Board of Directors, and the Human Resource Advisory Council for North Texas LEAD. I have been a national and local advocate for Native American owned business through my work with the chamber. In addition, my company, Spero Solutions has worked with the Navajo Nation, the Forest County Potawatomi of Wisconsin, and the Osage Nation of Oklahoma.

E. Please describe your background and business experience.

I spent 9 years as a Director of National Sales with Aerotek, the largest technical staffing company in North America. My success at Aerotek, gave me the skill and the confidence to leave and build an IT staffing company of my own. I launched Spero Solutions over 8 years ago without any outside funds or investors. I bootstrapped our growth organically by winning one customer at a time, and reinvesting profits back into the business. Collectively, I have over 17 years of professional experience in the staffing and recruiting space supporting many of the largest employers and biggest brands in the region including numerous Fortune 500 companies. As the Chair of the DFW Native American Chamber of Commerce I helped the Chamber grow the number of Native American owned firms by over 200% in the first two years. I also engaged new corporate partnerships for the Chamber with AT&T, Pepsi Co, and Raytheon. As the Chairman of the Advisory Council for North Texas LEAD, I lead a group of community and business leaders to add a voice for diversity to many of the top employers in North Texas including JC Penny, Lockheed Martin, American Airlines, and BNSF. As the Chair of the Advisory Council I have engaged several organizations to become new corporate partners of LEAD including Sabre, Optum (a division of United Healthcare), Big Brothers Big Sisters, and Mouser Electronics.

F. Please describe the areas of expertise you can bring to assist the Board of Directors.

My business expertise is focused heavily within sales, marketing, technology, human resources, as well as diversity & inclusion. I have spent nearly 20 years in the staffing and recruiting business building talent acquisition strategies for some of the largest companies in North Texas. Over the last 8 years I have been building Spero Solutions, into one of the most successful Native American owned IT staffing companies in North America. I understand the unique value that a minority owned business, specifically a Native American owned business can bring to an organization. I have a track record of building and growing wherever I go. The DFW Minority Supplier Development Council is consistently one of the top NMSDC councils in the country. DFW Council brings tremendous value to the North Texas region. My hope is to offer my skill, knowledge, and leadership to continue to build on the outstanding work the DFW MSDC has already done, and help to add a voice for all minority or woman owned businesses. I offer a unique strength in this role specifically, in that I have experience advocating for Native American and Tribally owned small business in my previous work with the DFW Native American Chamber of Commerce.

G. Please list any and all Council and personal achievements that would demonstrate your readiness to hold this position.

I have track record of being a relentless advocate for Small and Minority owned businesses wherever I go. My work with North Texas LEAD demonstrates my passion to advocate for workforce diversity and inclusion. I have nearly twenty (20) years of expertise that I believe can help the Council. First, I have experience engaging small and minority owned businesses through my work as the Chair of the DFW Native American Chamber. I am accustomed to advocating for small and minority owned (M/WBE) business with both corporate and private entities. In my time with the chamber I worked closely with Fortune 500 companies as well as state and municipal agencies. In addition, I have attended national conferences for Native American owned businesses including the RES Conference in Las Vegas, and the Executive Council Sessions, organized by the National Congress of American Indians, and held bi-annually in Washington DC. I am a certified Diversity and Inclusion trainer through Franklin Covey, and have been a longtime advocate for Diversity and Inclusion in the workforce. My work as the Chair of the DFW Native American Chamber led me to be selected to Chair the Advisory Council for North Texas LEAD. Over the last four years with North Texas LEAD, I continue to bring value to the organization by opening doors for LEAD to all the organizations I meet with and have partnered with small and minority owned businesses to engage large opportunities. North Texas LEAD is a national leading non-profit dedicated to workforce diversity and inclusion. My work with LEAD has also opened doors and created opportunity for hundreds of minority business leaders in North Texas to identify and engage career opportunities in management level roles with some of the largest employers in Texas.

H. This position is designed to represent ALL MBEs associated with the Council and not your own personal or business interest. How do you intend to ensure you are representative of ALL?

I am accustomed to working on behalf of all small, diverse, and/or minority owned business including M/WBE's, DBE, 8(a)'s, etc. The entire time I Chaired the Native American Chamber we never had an Executive Director or full-time staff member. Our entire Board of Directors was volunteer, and that included myself. As the Chairman of the Chamber I was also the defacto Executive Director attending countless events on the Chambers behalf. Every community or business event I attended I carried the Chamber and its members with me as their voice. There is no doubt that I want my company to grow and be successful. I have always been of the mind that you can't do that alone. I also believe that you receive so much more giving, rather than taking, and I have always had a heart for service, which is probably why I have spent my entire professional career in a service industry, staffing. As a Director of the Council, I would put Council business first and put the needs of the members first.

4 succinct bullet points that describe how your experience or skill (as an MBE, industry expert, or in a previous role) has prepared you to contribute positively as a board member for the DFW/MSDC.

- In the five years (May 2012 – Present) I have served as Chairman of the Advisory Council for North Texas LEAD, I have worked closely with corporate partners such as Lockheed Martin, JC Penney, American Airlines, Texas Health Resources, and other top employers in North Texas to foster growth and commitment to the North Texas LEAD mission and vision. In addition, I have helped to secure three corporate partners for North Texas LEAD (MedSynergies, Sabre, and Big Brothers Big Sisters).
- I have extensive experience working with the business and economic development corporations owned and operated by Tribal Nations. This includes executing national projects supporting Nova Corp. (owned by the Navajo Nation), Tallgrass Enterprises (owned by the Osage Nation of Oklahoma), and 1 Prospect Technologies (owned by the Forest County Potawatomi Nation of Wisconsin).
- Currently sit on the M/WBE Advisory Committee with the Dallas Independent School District.

2 succinct bullet points that describes how you have supported and contributed to the Native – American business community.

- In the four years (August 2009 – March 2013), I was Chairman of the DFW Native American Chamber of Commerce, we doubled our membership of Native American owned firms. I worked closely with private corporations (AT&T, Comerica Bank, JP Morgan, Wells Fargo, Raytheon, Pepsi, and others), public agencies (DISD, City of Dallas, DART, DFW Airport, etc.), and Tribal Nations (Choctaw Nation, Chickasaw Nation, Comanche Nation, Cherokee Nation, and Muscogee Creek Nation) to secure funds and strategic partnerships.
- In the nearly three years (January 2013 – August of 2015) I served as a board member for the National Native American Advisory Council for Big Brothers Big Sisters of America, I worked closely with Native American leaders across the country to drive engagement on behalf of Native American children. I was responsible for securing a \$250,000 endowment from Matt Rose, CEO and Chairman of Burlington Northern Santa Fe Railroad (BNSF) to support Native American youth education on tribal lands.

I. Additional information you would like to share:

I thank you for the time and the opportunity to present my experience to the Council. I would be honored to be the Native American Board Member, and offer a voice for Native American owned businesses in our community. Given the opportunity to serve as a Council Board Member I promise to work on behalf of the mission of the DFW Minority Supplier Development Council, and on behalf of the needs of it's members. I sincerely thank you for your consideration.

J. UPLOAD A HEADSHOT HERE (at least 300 dpi in JPEG format)



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Printed Name

Anthony Patriccio

Company Name

Spero Solutions

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