



## ALEX ALAVI, VP STRATEGIC PLANNING & BUSINESS DEVELOPMENT

Mr. Alavi is responsible for strategic planning and business development at incNETWORKS. He brings to incNETWORKS more than 20 years of senior leadership in consulting, strategic planning, business development, product management and marketing experience in the wireline and wireless telecom industry.

Mr. Alavi has held numerous senior leadership roles at Motorola over a 10-year period. Most recently, he directed strategic marketing and business development for the North America region of Motorola's wireless infrastructure business, to help drive over \$2 billion in annual revenue. Earlier at Motorola, Mr. Alavi managed global marketing for its Wireless Data Group, where he helped to develop and launch high performance wireless LAN and networking solutions in enterprises across the U.S., Europe, and Japan to increase sales over 200% and win more industry awards than all competitors combined.

Prior to Motorola, Mr. Alavi spent nearly 10 years with GTE as a product and marketing manager, where he developed and deployed advanced PABX and Class-5 switching systems and services, including provisioning, billing, and network management solutions across public and private enterprise networks in North America.

