

Exhibit “ B”

Kenneth H. MacDonald
4742 Beachwood Court
Carlsbad, Ca. 92008
(858) 583-1605

<mailto:ken@networkservicescorp.com>

SUMMARY: Twenty eight years professional work experience including twenty four years in management in both the telecom and energy industry. Key strengths in recruiting, developing and motivating strong sales and sales management teams. Self-reliant and willing to take initiative. Proficient in all aspects of business planning and profit and loss management. Proven leadership skills with the ability to execute and manage through rapid growth and diversity.

EXPERIENCE :

Network Services Corp. — 2007-present

Network Services Corp is a full service communications and energy brokerage company. The company specializing in coordinating, facilitating and maintaining telecommunications voice, data and wireless needs for small and medium sized businesses in addition the company can assist customer in evaluating competitive electric markets, evaluating pricing and negotiating agreements with Alternative Energy Suppliers. The company has agreements in place as an authorized Solutions Provider with premier telecommunications companies. The company also has agreements in place with Alternative Energy Suppliers serving customers throughout the United States. These partnerships allow Network Services Corp. provide a number of services to our ever growing customer base and maintain an unprecedented level of customer satisfaction.

President – Encinitas, Ca. 2007 – present

Responsible for the initial start up phase of company, strategically positioning company by increasing Revenue profitably and managing all aspect of the Profit & loss.

- 2008 -2013 Increased revenue run rate 180% year over year
- Exceeding business plan EBITDA objectives.
- Raised two rounds of capital funding
- Established and built a direct sales organization.
- Built sub agent /partnership programs in telecom and energy from ground floor
- Improved company branding through marketing initiatives
- 2013 recognized as one of San Diego' s fastest growing telecom companies.

Phone Systems Plus, Inc - 2006- 2007

Phone Systems Plus, Inc. is a Business Communications Solution provider, an authorized **NEC America** sales and service dealership,

Vice President Sales – San Diego, Ca. 2006- 2007

Responsible for increasing company revenue and maintaining profitability, managing all channels of sales distribution,

- Exceeding business plan YTD generating 108% of revenue objective.
- Improved company branding through marketing initiatives.
- Developed new division- Network Services, creating revenue opportunity.

XO COMMUNICATIONS - 1997 - 2005

XO Communications is a leading broadband communications company providing Networking solutions designed exclusively for businesses, from growing companies to Fortune 500 enterprises. XO delivers a broad range of business communication solutions, including voice; Web hosting, Internet access, VOIP and private data networking solutions, in any combination.

Vice President General Manager- XO, San Diego, Ca. 2002 – 2005

Managed sales, service and installations of voice and data products to businesses throughout Southern California. Responsible for growing revenue profitably and Strategically positioning value proposition. Accountable for P&L of \$27 million Annualized revenue.

Year 2005

- 100% YTD P&L revenue objective

Year 2004

- 84% YTD Net sales production
- 101% YTD P&L revenue objective

Year 2003

- 116% YTD Net sales production
- 97% of YTD P&L revenue objective
- Ranked # 4 Nationwide YTD NBR

Vice President General Manager - XO One, Chicago, IL 1998 -2002

Responsible for establishing new division and role out of XO One building Concentric products and services in Chicago market. Identified and negotiated building licensing agreements. Accountable and responsible for EBITDA, net revenue, project management and operations.

Year 2002

- 100% of YTD revenue objective
- 170% of YTD EBITDA attainment

Year 2001

- Achieved 97% year over year revenue growth
- Established positive EBITDA in Detroit market

Year 2000

- Ranked #1 company wide 175% YTD net revenue objective
- Ranked #1 company wide 257% of EBITDA attainment
- Ranked #1 company wide 201% of new line objective
- Ranked #1 exceeding disconnect target
- Set company record for new city posting positive EBITDA

City Sales Director – XO, Chicago, IL 1997 to 1998

Responsible for initial rollout of local service in Chicago market, recruiting, hiring, training and developing sales reps. played an integral role in product development, marketing, sales compensation and alternative sales channels.

- Exceeded quota by achieving 140% of objective

MFS COMMUNICATIONS (MCI - WORLDCOM, INC.) 1988-1997

Provides businesses with integrated telecommunications services including local long distance and data services. (MFS was acquired by Worldcom in January 1997)

Manager of Alternate Sales Channels, Central Division – 1995-1997

Responsible for recruiting, hiring, training and developing independent sales agents.

Designed and developed Agent Program and grew to 20 agents generating an average of \$ 60,000.00 in monthly revenues.

- Ranked #1 nationwide among all Agent Managers achieving 136% of my sales quota
- 108% of billed revenue quota
- Established largest revenue producing Sales Agent in company.
- Contributed over 50% of overall revenue generated by Central Division.

City Sales Director, Chicago, IL - 1994-1995

Responsible for initial rollout of facilities based local services. Hired, trained, developed and motivated four sales managers overseeing 36 sales representatives.

- Generated \$8.2 million in total annual revenues
- Increased sales 30% over previous year
- Achieved business revenue plan

Branch Manager, Pittsburgh, PA - 1992-1994

Responsible for profit margins in each switching facility. Handled related budgeting, planning and business analysis. Managed sales and service managers and their teams. Generated total annual revenues of \$2.4 million.

- Exceeded business plan revenues generating 126% of branch sales quota
- Improved branch-ranking company wide from #18 to #2.
- Developed and promoted two employees into management positions

Managing Director, Orange County, CA – 1990-1992

Supervised eight sales representatives. Responsible for recruiting, hiring and training and motivating.

- Recognized as #1 Managing Director in U.S. earning 146% of sales quota.
- Generated \$3.2 million in annual revenues
- Developed and promoted two employees into management

Senior Sales Representative, Orange County, CA 1988-1990

- Achieved 157% of sales quota
- Ranked #5 Sales representative in country

ADVANCED NETWORK DESIGN, INC. – 1986 – 1988

Sales Representative - La Mirada, CA

Direct Sales of telecommunications consulting services targeting CFO's, Presidents and Vice Presidents of finance of large companies in southern California.

EDUCATION: Whittier College, Whittier, CA – 1985