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**From:** Ryan Meche [REDACTED]  
**Sent:** Thursday, January 7, 2021 9:46 AM  
**To:** Paula Calise <paula.calise@linkedexec.com> (paula.calise@linkedexec.com)  
**Subject:** Updated Resume  
**Attachments:** Ryan Meche Resume 2021.pdf; Cover\_Letter\_Ryan Meche.pdf

Good morning Paula. Please see that attached updated resume. Lezlie did a great job!

She was able to more accurately depict my technical, business, and management skills.

She also included quotes from the reference letters. The first quote is from the mayor of Scott, LA which is in Lafayette Parish. I think its important to have his buy in as Josh is not only the mayor, but the parish president. He ran on the slogan of "We are one Parish". I worked with the mayor of Scott to expand fiber to the city through an EDA grant. This upcoming fiber expansion through his city will allow the mayor the opportunity for economic growth by having ultra-high broadband access on the cities frontage road that is parallel to I-10. This was extremely important to him in order to attract business to this corridor.

The bottom of the resume includes a quote from an executive Vice President at Eatel( a large privately held telecom company in the Baton Rouge area). It illustrates that I am not only technical but have knowledge on policy and business growth.

Lastly, I have attached the cover letter separately as it was previously attached to the older resume.

Have a great day and do not hesitate to contact me if you require any additional information.

-Ryan

## Ryan Meche, PE



Mayor-President Guillory:

Its an honor and privilege to apply for the vacant LUS Fiber Director position. I believe that my proven leadership abilities and my extensive professional experience make me an excellent candidate for this position. I have a track record of identifying growth opportunities and extensive knowledge, not only on the technical side, but also the operational and business side of the telecom industry based upon my extensive range of work performed over my 17 year career. With the audits, press, and newly discovered information it is clear that the time is now to develop a refreshed market strategy, leverage existing and new relationships, in conjunction with your new vision for the company to take LUS Fiber to new heights of success.

My upward movement with LUS, including increased responsibilities and promotions, demonstrates consistent reward and growth, as a result of hard work and dedication to improve this organization and our community resources. My expertise in telecommunications, commitment to personal and professional excellence, and proficient communication skills has allowed me to positively affect business growth, customer satisfaction and retention. While attaining these achievements, I have also been instrumental in keeping LUS Fiber on the cutting edge of ever-changing technology by staying current and active in various organizations.

If you have questions, or would like to schedule an interview, please contact me at (337) 962-6991 or via email at your earliest convenience. I look forward to meeting you to further discuss employment opportunities and advancements with LUS for the betterment of Fiber and what it can offer for the continued growth of Lafayette.

Respectfully,

Ryan Meche, PE

# RYAN MECHE, PE

Target:

## DIRECTOR, LUS Fiber

Growth-focused leader with 17+ years' experience, including a career-long tenure with LUS and 9 years' (concurrent) entrepreneurial experience as a Consulting Engineer for a broad range of municipally and publicly owned companies. Proven ability to identify growth opportunities and leverage relationships with state and local leaders in government, business, and the community to achieve results. Extensive knowledge spanning technical, operational, and financial aspects of high-growth businesses. Blends insight from LUS and a broad range of other fiber companies to drive innovation and success.

**Growth Leadership | Solutions Engineering | Project Management | Technical, Business, & Financial Acumen  
Sales & Marketing | Service Delivery | Product Development | Software Engineering | Technology Integration  
Influential Relationships | Cross-Functional Team Building | Complex Communication**

*"I would highly recommend Mr. Meche for...this position. His energy and willingness to serve is contagious and he would be a tremendous asset...[he] exemplified a deep knowledge of fiber capacity, an enthusiasm for expanding services throughout the parish, and an understanding of our needs, wants, and concerns" – Mayor, City of Scott*

## PROFESSIONAL EXPERIENCE

**LUS Fiber**, Lafayette, LA

**2004 – Present**

Providing a cutting-edge Fiber Optic network for internet, television, and phone services.

*Tenure Overview: Helped build LUS Fiber from the ground floor and consistently sought out to keep the business on the cutting edge of ever-changing technology. Repeatedly promoted and entrusted with key leadership responsibilities. Continuously demonstrate a deep commitment to the growth and success of LUS Fiber and the ever changing broadband industry.*

### **ENGINEERING MANAGER / EXECUTIVE MANAGEMENT TEAM**, 2015 – Present

Collaborate with other members of the Executive Management Team to lead all aspects of strategic planning in operations, sales, marketing, product development, budgeting / financials, training, and technology.

- **Identify, create, and facilitate opportunities for growth** and expansion throughout and beyond the region
- **Position LUS at a competitive advantage in the market versus major telecom giants** by continuously evolving, adapting, and improving processes and products
- **Develop business and technical solutions** through effective cross-functional communication throughout the organization, from techs to c-suite
- **Deconstruct complex systems** into a clear set of objectives and, using a consultative approach, present information to all stakeholders (marketing, sales, accounting) and the full executive management team
- **Supervise all activities and projects performed by network engineering staff**, data center personnel, technical support, billing support, and program developers
- **Provide continual downstream training** to support personnel and guarantee quality performance
- **Drive team collaboration** and motivate employees through appreciation and technical recognition

### Key Contributions

- **Secured \$3 Million EDA Grant for expansion** (a milestone for a municipally owned fiber company)
  - Advocated for LUS Fiber to city and county Mayors in order to expand into new territories
  - Leveraged prior relationships with local leaders, developers, economic development authorities
  - Networked relentlessly so stay in the forefront of the market
- **Increased annual revenue 5%** by identifying and implementing an OTT/Streaming video solution (in only 6 months) which was immediately leveraged to win UL student housing project
- **Increased call efficiency 25%** by decreasing call queue and hold time
- **Ensured customer take rates up to 40%** (10% above national standard) by developing a strategic business plan for growth and expansion which reflects potential profitability in various growth regions around the state
- **Featured in a national article** about innovation and changing in the way video content is consumed by using a new video streaming platform

**LUS Fiber** (Continued)**NETWORK ENGINEER / EXECUTIVE MANAGEMENT TEAM, 2008 – 2015**

Directed the technical support center, tracked progress metrics, and ensured customer needs were met. Managed teams up to 20 engineers / support personnel and 50+ contract crew members. Promoted through 3 levels of Network Engineer roles.

- **Led design, implementation, and troubleshooting** including customer migration through various technologies
- **Designed and supervised construction** of underground and overhead ADSS fiber in a high wind environment

Key Contributions

- **Upgraded the network infrastructure to make LUS ‘future-proof’** to continue growing and providing the high-speed service and high-level resiliency customers expect
- **Secured high-dollar contracts with Google and Netflix** who both now have a presence of local servers
- **Implemented a ‘personal touch’ process** which requires support representatives to write hand-written letters to clients and potential clients on a weekly basis

**ENGINEERING AIDE SPECIALIST / EXECUTIVE MANAGEMENT TEAM (LUS Electric), 2004 – 2007**

Designed the underground and overhead electric infrastructure for commercial and residential developments. Directly led 10 engineers and 20 contract crews. Promoted through 3 levels of Engineering Aide roles.

- **Worked cooperatively on all projects** with engineering firms, developers, and vendors to best meet client needs; led project management, assisted in winning bids, and handled full project logistics
- **Managed Engineering and Business Aides** to assist in medium-to-large developments to ensure success

**Xcel, Lafayette, LA****2012 – Present**

Partners with municipalities, utilities, and coops to provide financial, operational, and engineering design to build and maintain transformational fiber, wireless and broadband networks.

**CONSULTING ENGINEER**

Work with Dalton, Georgia, Sun Prairie, Wisconsin, Opelika, Alabama, Southern Power Company (owner of Southern Power, Florida Power, Georgia Power and Alabama Power), and Quicken Loans (Now Rocket Fiber) to develop business plans to launch and sustain fiber to the home buildouts from a technological and business sustainability model.

- **Lead strategic planning** for economic development, design and engineering, financial planning, and competitive analysis for utility broadband, OTT, and smart city consulting
- **Provide economic modeling** and 5-year forecast for business sustainability
- **Produce cutting edge solutions** capable of competitive communication and enabling long-term success
- **Leverage and create strategic partnerships** to increase revenue and add value-add services

## EDUCATION

**University of Louisiana at Lafayette, Lafayette, LA**  
**MASTER of BUSINESS ADMINISTRATION (MBA)** – Expected: 2022  
**BACHELOR of SCIENCE – Electrical Engineering, Telecom**

## CERTIFICATIONS

Alcatel-Lucent Scalable IP Networks; 4A0-100 Alcatel-Lucent Interior Routing Protocols; 4A0-101 Alcatel-Lucent Multiprotocol Label Switching; 4A0-103 Professional Engineer certification – April 2012

## PUBLIC RECOGNITION

**U.S. Census Bureau, Department of Commerce, Top Sprint Committee**

Selected for a 6-month project to help build solutions for modern problems; assisted as a user advocate and provided use cases, requirements, and helped facilitate the creation of the subsequent prototype, a rural TECH talent dashboard

*“I am privileged to...[recommend]...Ryan Meche [for] the position of Director of LUS Fiber. Ryan is one of those rare exceptions...[with] a keen understanding of the economic drivers of this business, and an appreciation for the strategic perspective required to lead a telecom organization...I believe that his intelligence, passion, and...courage...[to move] beyond his comfort zone...make him an excellent candidate, worthy...to lead LUS Fiber into the future.” – EVP, EATEL*