

**Darrell F. Dvorak — Vice President, Partnering  
Rosetta–Wireless Corporation**

Darrell Dvorak's 30-year career has focused on creating and building new technology-based businesses. His experience covers the full range of business growth structures, including startups, new organic businesses, acquisitions, and joint ventures. He has been a senior executive in start-up and Fortune 50 companies and served with a premier management consulting firm. His functional skills include partner development, general management, strategy, marketing, finance, and business investment transactions. Technology experience includes software, wireless and wired communications, Internet technology, aerospace, pharmaceuticals, and industrial processes.



At Rosetta, Darrell's focus is on nurturing relationships with manufacturers and cellular carriers, including understanding the interfaces, constraints, requirements, and various implementation issues.

Immediately prior to joining Rosetta, Dvorak consulted for very early stage technology companies, principally focused on organization, funding and building strategic relationships. Most recently he was COO of In-Pipe Technology Company, an early stage firm introducing a new biological technology for wastewater treatment. Darrell organized the business and raised angel and venture capital financing.

Previously, Dvorak was a co-founder and COO of CultureWorx, Inc., a startup software company. He was responsible for raising \$13 million in venture financing, developing the business model, and helped recruit the permanent management team.

Earlier, Dvorak was Vice President of Investments & Alliances for Ameritech Corporation (now SBC Corp.), a \$16 billion communications company. Over an 8-year period, he was responsible for more than 20 strategic transactions involving diverse wireless, wireline, and Internet communication technologies and services. Prior to Ameritech, Darrell held a variety of finance, strategy and business development positions with two pharmaceutical firms, G.D. Searle & Co. (currently a unit of Pfizer Corp.), and Smith Laboratories, Inc., an early-stage firm that became publicly-held. In those positions, he led 15 business development transactions that added new product technologies and created new strategic positions in the U.S., Europe, Asia and Latin America.

For eight years, Dvorak served as a strategy, marketing and financial advisor in positions with the consulting firm A.T. Kearney, Inc. (currently a subsidiary of EDS Corp.) and as a co-founder of a boutique firm, Smock Quinn Group. Mr. Dvorak has advised on diverse strategic and marketing issues, as well as on a broad range of financial issues ranging from restructuring to acquisitions and divestitures. Early in his career he also spent two years with Inland Steel Company as a commercial research analyst.

Mr. Dvorak has a B.S. in International Economics from Georgetown University and an M.B.A. with concentrations in Finance and International Business from the University of Chicago. For the last five years, he has had an affiliation with Tatum Partners LLP, an association of senior operating, financial and information technology executives.