



Gilbert A. Smith, CPA, PMP – Founder and President

Gilbert Smith has over 25 years of diverse startup and operations experience in the telecom industry. He has successfully launched and managed four start-up companies and has participated in a \$25 million public bond offering. In 2005, he founded Gateway Communications Services, Inc. where he currently serves as President. Gateway Communications provides nationwide 24 by 7 advanced technical support call center services to telecommunications carriers, small business telecommunications services and IT support services. In 2003, he was one of the founders and Chief Financial Officer of LightWave Communications, LLC, which provided residential and business telephone service. This business achieved annualized revenue of \$12 million and gross margins of 40% in less than two years and became net income and cash flow positive within two and a half years. In 2002, as Chief Financial Officer of LightWave Communications, Inc., Mr. Smith orchestrated the sale of LightWave's carrier business and implemented a stock buyback plan for its investors.

Prior to joining LightWave, Mr. Smith spent seven years at Verizon Communications, Inc. in various positions including Chief Financial Officer of Verizon Long Distance, Director of Finance and Controller of Verizon's International Telecom Group, Planning and Program Administration Manager for Verizon's Billing/Customer Care department. As CFO of Verizon Long Distance, Mr. Smith launched Verizon into the \$1.6 billion NY long distance business by developing business, financial and tax operations and processes. This effort included developing infrastructure for Verizon's long distance Consumer and Business Voice and Business Data products.

He began his career with Arthur Andersen where he rose to Audit Manager. Mr. Smith holds a BS degree in Accounting from Howard University and an Executive MBA degree from George Washington University. He is a Certified Public Accountant and a Certified Project Management Professional. Mr. Smith is a member of the National Association of Black Accountants, Inc., the American Institute of Certified Public Accountants and the Project Management Institute.

He serves as Chair of the Trustee Board of Shiloh Baptist Church, Board member of Crittenton Services of Greater Washington, Chair of Howard University Accounting Advisory Counsel and member of the Greater Washington Urban League Finance Committee. Gilbert is a member of the American Institute of Certified Public Accountants, Project Management Institute and the National Association of Black Accountants, Inc. In 2008, Gilbert was recognized as the Outstanding Entrepreneur of the Year by the Metro Washington, DC Chapter of the National Association of Black Accountants, Inc.

He formerly served as President of the Metro Washington, DC Chapter of the National Association of Black Accountants, Inc., Treasurer for Emmaus Services for the Aging, Inc., and Chair of the Budget and Finance Committees for Shiloh Baptist Church. He is married to Cindy Smith and has a daughter Lauren.