

ROBERT “BOB” MONSHEIMER

Profile

Mr. Monsheimer is a leading industry expert in last mile access and pricing solutions. He led last mile solution development for 18 years at Verizon Federal, where he served as a Distinguished Engineer, Distinguished Architect, and Solution Architect.

Relevant Experience

Prior to starting with Suss Consulting, Mr. Monsheimer was the leading last mile access solution development and pricing strategy expert for Verizon Federal. He designed, engineered and negotiated last mile access for the Verizon Network and EIS master contracts. He created a program that streamlined the process for obtaining quotes from carriers for difficult areas and worked closely with Verizon’s partners to expand their networks with last-mile connectivity. Mr. Monsheimer provided cost saving last-mile solutions for sites at a wide variety of federal agencies including DOD, DHS, Interior, HHS, Department of Labor, and Indian Health Service. Mr. Monsheimer identified and negotiated partnerships with small and socio-economically disadvantaged providers to achieve cost-effective solutions while meeting the government’s socio-economic program requirements.

Mr. Monsheimer is widely known in the industry through his work developing access solutions with rural carriers to design unique solutions for remote areas with challenging conditions. He develops innovative last mile connectivity when others say that no solutions are possible. For example, he implemented effective last mile solutions for the Bureau of Indian Education Havasupai facility in the Grand Canyon. Mr. Monsheimer has also been the last mile access technical and pricing lead on numerous successful government bids for state government competitions. His work allowed a major win in West Virginia by creating partnerships with smaller carriers in the state. Mr. Monsheimer uses multiple forms of access to solve complex issues in all forms of last mile access, including fixed wireless, Ethernet, waves, satellite, and hybrids.

Prior to joining Verizon Federal, Mr., Monsheimer developed last mile network access solutions for companies including WinStar, Citynet, and Comsat. At WinStar, he worked with their product marketing group to design the industry’s first wireless networking solution, which became part of a \$500 million contract win. At Comsat, he partnered with cellular and satellite providers to provide unique access for ships and land-mobile requirements. At Citynet, for a requirement in Albuquerque NM, he planned and implemented the first network that ran through an active sewer system.

Mr., Monsheimer has a CPA and has been active in working with local governments to review tax and spending policies as the Vice President of a local taxpayers’ league.

Education

Master of Business and Public Administration, Southeastern University
Bachelor of Science, Fairmont State University

Certifications

C.P.A. State of Maryland active
Senior coach for Self-Expression and Leadership Landmark Worldwide