



Frank Jules

President
Global Business Solutions
AT&T

As President-Global Business Solutions, Frank Jules is responsible for serving AT&T business customers around the world. Global Business Solutions, a key driver of AT&T growth services, is responsible for \$44.5B in revenue serving business customers across Enterprise, Mid-Markets, Government, Education, Healthcare, and Systems Integrator markets. Under Jules' leadership, the organization is focused on developing and designing comprehensive solutions that transform customer business operations and dramatically expand their capabilities.



Global Business Solutions provides a full array of integrated solutions to its customers, including wireline and wireless services, enterprise mobility applications and applications management, advanced network management, network-based security, cloud services, digital media solutions, unified communications and collaboration, hosting, network sourcing, and consulting services.

Before assuming his current position, Mr. Jules was Executive Vice President of Global Business Solutions responsible for the Sales, Marketing and Customer Service organizations serving AT&T's largest business retail customers. Under Jules' leadership, Global Business Solutions focused on delivering an excellent customer experience, from the development and design of comprehensive solutions, through implementation and life cycle management of those solutions.

Prior to November 2010, Mr. Jules was President and CEO of AT&T Advertising Solutions. In this role he was responsible for all functions of the \$5B print and online advertising search solutions business. This included the AT&T Real Yellow Pages, which offers the most effective print Yellow Pages advertising in its markets as well as the YP.COM network, which provides advertisers with exposure to more than 1.5 billion annual consumer searches across computers, mobile devices and the IPTV platform, U-Verse.

Previously, Mr. Jules was Senior Vice President for AT&T Global Business Solutions heading up the \$3B Consulting, Integration, and Equipment Solutions business. Before that appointment, Mr. Jules

was Senior Vice President for AT&T Business Marketing, responsible for creating and executing the go-to-market strategy for the business segment.

Prior to that role, he was President of SBC's Global & Enterprise Markets (East), responsible for SBC's largest and most complex global customers, SBC Telecom and SBC's federal government business segments.

Mr. Jules originally joined SBC with Ameritech in 1994 as Vice President of Sales and Service for Ameritech Enhanced Business Services. He was appointed to several roles, including Vice President of Sales, Service and Field Operations for Ameritech's Custom Business Unit; President of Enhanced Business Services; and President of Sales and Channel Management for Ameritech General Business Services. Jules was named President-Sales for Ameritech Business Communications Services in October 1999 and was responsible for \$5B in Ameritech/SBC revenue.

Mr. Jules also served as CEO of US LEC, a 14-state regional facilities-based telecommunications carrier in North Carolina. He helped the company navigate through significant industry challenges. His experience also included serving as Vice President of Marketing and Product Development for wireless products at Northern Telecom. Additionally, Jules held several sales, management and marketing positions during 10 years at IBM. He started his career at New York Telephone in the sales and marketing organization.

Mr. Jules received a Bachelor of Liberal Arts degree from Iona College in 1978.