



W H I T E P I N E

consulting group

Lizbeth Converse Wilson

Managing Partner

v: 612.819.8352

e: lizbeth@whitepineconsulting.com

Expertise

Service Provider Markets (ILEC's, CLEC's and xSP's)

Business Development and Strategic Partnerships

Marketing Strategy and Positioning

Mult-Service Networking Infrastructure

IP Network Services

Directory Enable Networks

Communication Applications (IP Telephony, Unified Communications, Messaging, CRM)

Biography

Lizbeth co-founded White Pine Consulting Group in January of 2001 with Craig Weinstock to assist early stage technology companies in their marketing strategy and business development activities.

Before starting White Pine Lizbeth was vice president of Avaya Communications' Service Provider Solutions, one of Avaya's key strategic growth areas. In this role she had overall responsibility for the growth and strategic direction of Avaya's solutions in the global service provider market.

Lizbeth joined Lucent and later Avaya as the marketing and business development vice president for the InterNetworking group, responsible for all data networking solutions. She joined Lucent in 1998 when the company acquired Quadrotek, where she was vice president, business development. Quadrotek developed and marketed the industries leading IP Services products. At Quadrotek, Lizbeth developed and executed its strategic partnerships and OEM channel strategy and led the acquisition activity with Lucent.

Lizbeth has more than 10 years of experience in high growth technology companies – beginning with Apertus Technologies, where she was a founding partner, officer, and held the position of corporate vice president of sales and marketing.