

A RESOLUTION SUPPORTING THE NOMINATION OF ROBERT GRIFFIN TO SERVE AS A MEMBER OF THE OKLAHOMA BROADBAND EXPANSION COUNCIL

IN THE TRIBAL COUNCIL OF THE CHOCTAW NATION

RONALD PERRY INTRODUCED THE FOLLOWING COUNCIL RESOLUTION

A COUNCIL RESOLUTION

TO APPROVE a Resolution supporting the nomination of Robert Griffin, Choctaw Nation of Oklahoma (“the Nation”) tribal member, to serve as a member of the Oklahoma Broadband Expansion Council as a representative of the Choctaw Nation of Oklahoma.

WHEREAS, the Oklahoma Broadband Expansion Council is soliciting nominations for the tribal liaison member of the Council;

WHEREAS, in accordance with Article VII, Section 2 of the Constitution of the Choctaw Nation of Oklahoma, the Chief has the power to “establish and appoint committees, members and delegates to represent the Choctaw Nation with the advice and consent of the Tribal Council.”;

WHEREAS, Chief Gary Batton nominates Robert Griffin, Choctaw Nation Tribal Broadband Coordinator, to serve as a member of the Oklahoma Broadband Expansion Council to represent the Nation, our broadband infrastructure needs, our communities, Choctaw Nation Members, and Oklahoma’s Indian Country as a whole;

WHEREAS, Mr. Griffin’s longstanding service, leadership, and expertise in technology and partnership with tribal nations makes him a great fit for this role;

WHEREAS, the Tribal Council of the Nation supports efforts to build and grow the Nation’s relationship with the State of Oklahoma, grow its relationship and partnership with other governments and businesses around the State, and build strong relationships with other tribal nations;

WHEREAS, Mr. Griffin is highly qualified and equipped to serve on the Oklahoma Broadband Expansion Council due to his lifelong commitment to technology and working with rural areas to provide needed broadband infrastructure. Mr. Griffin has more than two decades of experience in technology, building partnerships among stakeholders, and maintaining a strong relationship with Oklahoma’s Indian Country and understanding its broadband needs; and

WHEREAS, the Tribal Council has determined it is in the best interest of the Nation to support the nomination of Robert Griffin to serve on the Oklahoma Broadband Expansion Council as a representative of the Nation.

THEREFORE BE IT RESOLVED by the Tribal Council of the Choctaw Nation of Oklahoma that this Resolution be cited as approval for supporting the nomination of Robert Griffin to serve on the Oklahoma Broadband Expansion Council.


CERTIFICATION

I, the undersigned, as speaker of the Tribal Council of the Choctaw Nation of Oklahoma, do hereby certify that the Tribal Council is composed of twelve (12) seats. Eight (8) members must be present to constitute a quorum. I further certify that twelve (12) members answered roll call and that a quorum was present at the Regular Session of the Tribal Council at Tuskahoma, Oklahoma on February 11, 2023. I further certify that the foregoing Council Resolution CR- 15 -23 was adopted at such meeting by the affirmative vote of twelve (12) members, zero (0) negative votes, and zero (0) abstaining.

**A RESOLUTION SUPPORTING THE NOMINATION OF ROBERT GRIFFIN TO SERVE AS A
MEMBER OF THE OKLAHOMA BROADBAND EXPANSION COUNCIL**



Ronald Perry, Secretary
Choctaw Nation Tribal Council



Thomas Williston, Speaker
Choctaw Nation Tribal Council



Gary Batton, Chief
Choctaw Nation of Oklahoma

Date 2-14-23

A RESOLUTION SUPPORTING THE NOMINATION OF ROBERT GRIFFIN TO SERVE AS A MEMBER OF THE OKLAHOMA BROADBAND EXPANSION COUNCIL

Purpose/Need of Council Resolution: The purpose of this Resolution is to support the nomination of Robert Griffin to serve as a member of the Oklahoma Broadband Expansion Council as a representative of the Choctaw Nation of Oklahoma. Mr. Griffin is a member of the Choctaw Nation who has utilized his background and expertise to lead the coordination of broadband services on the reservation. Mr. Griffin will serve the interests of the Nation and represent the Choctaw Nation of Oklahoma and Oklahoma's Indian Country well. If selected, Mr. Griffin will represent all tribal nations in Oklahoma on this statewide committee, and serve the Nation's goal of expanding broadband access in rural areas across the reservation.

Title of Council Resolution: A RESOLUTION SUPPORTING THE NOMINATION OF ROBERT GRIFFIN TO SERVE AS A MEMBER OF THE OKLAHOMA BROADBAND EXPANSION COUNCIL

Agency: Chief's Office, Government Relations

Budget: N/A

Match Required: N/A

Request by: Sara Jane Smallwood Cocke, Government Relations



ROBERT GRIFFIN

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<https://www.linkedin.com/in/robagriffin/>

I specialize in transforming businesses by increasing their efficiencies and improving their technology platforms. My 20+ years of experience allows me to understand current business cycles and look for areas of improvement quickly and effectively. One of my strengths is having the capacity of understanding the technical aspect of a specific service and then communicating that information to a diverse group of audiences clearly. I combine my management, selling, training and technical capabilities to create a unique blend of professionalism and business savvy that I use to effectively manage customer and business relationships.

Specialties: MPLS, VoIP, Data Networking, Cloud Based Services, Applications, Managed Services, Colocation, Software, IT Infrastructure, SD-WAN, Security, Mobility, Mobile Device Management, IOT, Firewalls, High Bandwidth Internet Connectivity, Sales Force, Consulting, Hardware, Router, Project Management and Customer Experience.

I am a proud member of the Choctaw Nation of Oklahoma and a former Marine.

EXPERIENCE

FEBRUARY 2022-PRESENT

TRIBAL BROADBAND COORDINATOR, CHOCTAW NATION OF OKLAHOMA

I am responsible for managing the Choctaw Nation broadband strategy and overseeing the execution of multiple major initiatives within the Choctaw Nation Reservation. This includes managing our grants process, developing our coverage map, engaging with government officials and reviewing technical projects that will support our housing projects. This strategy includes managing the short and long term 2.5 fixed wireless network across SE Oklahoma. This also requires coordination with multiple Tribal Nations in Oklahoma to create synergies for Native Oklahoma in broadband delivery. This long-term engagement also includes development of training programs to support the construction and maintenance of the new fiber optic network.

AUGUST 2021-JANUARY 2022

CLIENT SOLUTIONS EXECUTIVE III, AT&T

I led a select group of professionals to meet specific company goals within our national business sales organization. We focused on meeting aggressive sales objectives and customize customer solutions to include over 200 available products at AT&T and our supporting vendors such as Ciena, Fortinet, Cisco, Ring Central and Apple. Proposals were based on understanding customer business objectives and delivery of comprehensive solutions within their required budget.

APRIL 2017–AUGUST 2021

DIRECTOR OF ENTERPRISE SALES, DOBSON FIBER

Responsible for leading the Enterprise Sales Team which consisted of 10 Business Sales Consultants and 2 Sales Engineers. Our team averaged 15 million in new contracts each year. I also conducted multiple sales and technical training sessions which included BTB selling, SPIN selling, and technology reviews for all products and business case reviews. I contributed to multiple committees including Sales Operations, Product Marketing, Product Review and Business Development for the overall health and improvement of the company. I am proficient in Salesforce.com

JULY 2014– APRIL 2017

BUSINESS ACCOUNT EXECUTIVE, DOBSON FIBER

Successfully built relationships in the Native American Tribal Community and understanding ongoing government interaction for current issues at hand. Worked with 20+ Sovereign Nations and their leadership which focused on improving technology & connectivity for their members. Member of Leadership Native Oklahoma 2017.

JAN 2014 JULY 2014

STRATEGIC ACCOUNT LEAD III, AT&T DALLAS, TEXAS

Successful at leading a team of 5 individuals that managed a PCG portfolio of 15 Enterprise Accounts including Golds Gym, Omni Hotels, Fleet Pride, Dr. Pepper and Boy Scouts of America. Our diligence and professionalism delivered excellent results in a quick delivery cycle of companies choosing to embrace the best technology solution.

MAY 2012–DECEMBER 2013

INTEGRATED SOLUTIONS SPECIALIST III, AT&T PCG

Led our Premier Client Group in Oklahoma to socialize our portfolio of Application Services, Cloud Connectivity, for SaaS, SaaS, CaaS and IaaS. I showed customers how to take advantage of their network-based operations more efficiently and cost effectively. I consulted with clients on how to extend their MPLS Network into a Virtual Private Cloud within our Internet Data Center footprint by utilizing colocation space, virtualization, and mixed managed services. I succeeded in improving our customers overall business efficiency and helping them to meet business objectives through technology.

NOVEMBER 2010–APRIL 2012

TECHNICAL SALES CONSULTANT, AT&T MOBILITY BUSINESS

I supported 10-15 Account Managers in OK and AR. This included meeting with commercial customers on a regular basis to design IP networks including IP voice and unified communications. This role also included training sales teams and delivering results for enhanced mobility support. This included development of training programs focused on listening to the customer and simplified communication. Our objective was to deliver a Unified Seller to small and medium size business and improve our overall revenue in our mobility space. This strategy helped support our top sellers to the highest achievement in regional rankings on a regular basis

JUNE 2005–FEBRUARY 2009

SOLUTION PROVIDER CHANNEL SALES TECHNICAL SALES CONSULTANT II, AT&T

My role was devoted to training our Existing voice solution providers and migrate their product knowledge sets into Legacy AT&T's entire data product set. My territory included all of TX, OK and KS. Eventually I provided more advanced training for new processes and procedure to the highest producers. The last portion of my engagement in this channel was spent supporting an assigned group of solution providers in KS. This consisted of designing, proposing, and delivering MPLS networks to medium and large customers.

FEBRUARY 2003–MAY 2005

ENTERPRISE TECHNICAL SALES MANAGER, AT&T

I led a group of 10 Technical Sales Executives in OK that sold Managed Services, Data Networking Solutions accompanied by hardware recommendations to Enterprise Customers. We successfully delivered detailed presentations, responses to large RFP's, network design with delivery, cost analysis including total cost of ownership models. My quota for 2003 was \$12.6M with results of \$19.9M resulting in 158% attainment. Results for 2004 were more than \$890k in net new monthly revenue or \$35M in newly contracted revenue. I have received over 1,000 hours of training since joining AT&T. I began my AT&T Career in Dallas, TX as a Regional sales manager

EDUCATION

**UNIVERSITY OF OKLAHOMA
PSYCHOLOGY**

CERTIFICATIONS

VMWare Sales Professional VSP5

AWS Cloud Practitioner Cloud Security & Compliance

AWS Direct Connect

Ciena Partner Learning

Digital Body Language