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RENOWNED ICT EXPERT DIANE LANDAU SUPPORTS WORLD ECONOMIC GROWTH BY LEVERAGING COMMUNICATIONS INNOVATION, INFRASTRUCTURE, INVESTMENT

*Global Resources CEO celebrates 20 years of international connectivity;
Adds Financial Times "International 100" honor to growing list of accomplishments*

IRVINE, Calif., Nov. 3, 2011 – As the communications industry has advanced over the last 20 years, [Diane Landau](#) not only has seen the world become more connected and prosperous, but, more importantly, has helped make it happen. Her many international achievements have cemented her place this month on the prestigious **Agenda International 100** -- *Financial Times'* list of top global management experts, which will serve as a key resource for multi-national companies seeking to strengthen their boards of directors with individuals possessing extensive global experience and savvy.

When Landau graduated with a master's degree from Harvard University in 1985, there were more phones in Tokyo than in all of Africa. In fact, more than 95 percent of the world's telephones were located in high-income or upper-middle-income countries¹. But today, with nearly three decades of experience in information and communications technology (ICT), Landau has helped companies and more than 50 countries to generate millions of dollars in revenues, while those nations' citizens prosper from the impacts that more accessible and affordable communications provide.

"I believe most people experience technology on a personal level, and those who leverage technology obtain direct and quantifiable benefits as a result," said Landau, the president and CEO of the international consulting firm Global Resources, Inc. "But I have built a career around developing technology and infrastructure investments that impact developing nations from a top-down and international perspective. It's just vital to consider how those tools will flow through the economy and directly back to benefit individual users, while generating the returns everybody wants to see."

Since 1991, the year Global Resources, Inc. was founded, Landau has been working exclusively with developing and emerging countries, designing and implementing ICT and infrastructure projects. A few examples of recent assignments:

- **Azerbaijan:** Landau's expertise led her to Azerbaijan in 2007 as the General Advisor to the Ministry of Communication and Information Technologies. Landau designed the Regional Innovation Zone (RIZ) concept and led all aspects of the global team's efforts – a project that served as a Parliamentary catalyst to redefine tax, customs and legal parameters for conducting business in the country's ICT/high-tech sector, benefitting global suppliers and the people of Azerbaijan.
- **Egypt:** Landau advised EgyptAir's Maintenance and Engineering (EA M&E) subsidiary on the modernization of its ICT systems, developed project terms for the major institutional transformation and led contract negotiations between EA M&E and the selected vendors. Landau continues to work with Egypt, supporting EgyptAir and serving as the ICT Sector Specialist at the U.S. Trade and Development Agency's (USTDA) *Egypt: Forward* ICT Workshop this December.

- **Turkmenistan:** Landau became the first American ICT consultant to work with Turkmenistan after the country began to re-open in 2007, advising and assisting the communications ministry as it launched its first commercial outreach to U.S. companies the following year.

Global Resources consults on global strategy, investment and operations planning and sound governing practices for organizations expanding into and managing operations in developing and emerging markets. Landau serves as a senior advisor and problem solver to boards, CEOs, Fortune 500 technology firms and top international business, government and investment decision-makers, leading teams that have completed nearly 100 ICT and infrastructure projects internationally.

“Global Resources has grown and diversified during the era in which the telecom sector has been dramatically redefined,” said Daniel Stein, the former USTDA regional director for Europe and Eurasia. “Ms. Landau’s ability to comprehend core business drivers and design innovative projects paved the way for our U.S. government Agency to fund one of the first-ever e-government projects and the first fiber pathway to connect Jordan and Israel – which resulted in increased trade while also boosting Jordan’s tourism revenues.”

From her earliest graduate school application to Harvard University’s Kennedy School of Government, Landau had a single, long-term goal: to help developing countries get communications access, resulting in benefits for all countries from those investments. Her application centered on the need for a combined business, engineering and policy education. After two years of studies between MIT, Harvard Business School and Harvard’s Kennedy School of Government, Landau’s master’s degree primed her to assist investors pursuing opportunities in developing and emerging markets, while she helped those countries’ governments create sound commercial, technical and policy plans that would boost their transparency and attractiveness to investors, while yielding needed ICT networks and connectivity.

Since earning her graduate degree, Landau has travelled the globe, with projects in Africa, Europe, North and South America, throughout Asia – South East, the former Soviet Union republics and the Indian Subcontinent – and the Middle East. Before founding Global Resources, she spent five years leading AT&T Network System’s (now Alcatel Lucent) launch into India, which today, along with China, accounts for one-third of the world’s telephone users.

In addition to her professional accomplishments in the field, Landau is also the coauthor of *Chronicles of Corporate Change: Management Lessons from AT&T and its OffSpring* (Lexington Books, 1987) and is frequently quoted in leading international business publications for her industry expertise. She participates in international development and ICT conferences as a dynamic public speaker and is a member of the Women Corporate Directors, Forum for Corporate Directors and several other international development associations.

Most recently, Landau was named by the *Financial Times* to its **Agenda International 100** - a list chosen by a blue-ribbon panel of corporate governance experts as top prospects for public boards requiring international management savvy. Landau’s selection to the **International 100** puts her among those best-equipped to meet the multidimensional challenges of public board service today, and she was recognized at a Nov. 3 “Globalization in the Boardroom” event at The Metropolitan Club in New York. The event will feature noted guest speakers including Sanjay Khosla, director for Best Buy, and Erroll B. Davis, independent director for General Motors Co. and Union Pacific Corp.

In the next 20 years, Landau looks forward to continuing to help companies securely invest in developing and emerging markets and to access talent and resources from those countries, while enhancing individuals’ access to those technologies and investment tools. Landau fully embraces the enormous strides that have been made over the years to link countries and people who did not have communications access. However, she believes work should now be focused on moving to the next stage: ensuring that information flow is globally shared, so that even more individuals and countries can equally contribute to a healthy and profitable economic return for all.

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¹ Kelly, T. (2005). “Twenty Years of Measuring the Missing Link”. *The Economist*, October 2005. London: The Economist. Aug. 25, 2010: <http://www.itu.int/osg/spu/sfo/missinglink/kelly-20-years.pdf>