

# Arunas Chesonis

Chairman and CEO of PAETEC



# The Beginning

- ◉ Arunis started at a telecommunications company called ACC.
  - > He really enjoyed this job
- ◉ ACC was bought out by Teleport/AT&T in 1997.
  - > Arunis was excited at first, but then became greatly disappointed in the way that the company was run.

# Job Cuts

- The new owners of ACC did not want to resign any of the employees who were signed before the company was sold.

- With his growing unhappiness in the running of ACC, he decided to leave and start his own telecommunications company.



# Making the Dream Team

- Arunas thought that some of the current employees were also disappointed in the way that ACC was being run but he did not know truly how many.
- He made a list of 75 co-workers that he wanted to help start his company with.
- Expecting to get maybe 10 or 11 of them to agree, he got 71.

# The Dream Team's Chemistry

- As expected, the team that Arunis had put together worked excellently. They raised all of the money necessary to get started.
- After only 15 months, PAETEC had raised \$46 million in Equities and has only grown from there.



PAETEC

President of QED Technologies  
**DON GOLINI**



# About Don

- ▣ B.S., Optics,  
University of Rochester
- ▣ M.S., Electro-Optics,  
Tufts University

# About Don continued...

- ▣ Don always wanted to do something that he had a passion for but also be able to be successful.
- ▣ He started in pre-med but later decided to turn to engineering, which was his true love.
- ▣ Don wanted to take this one step further and do optical engineering.

# Many Options

- ▣ Optical engineering helped him set himself apart from every other engineer.
- ▣ During one of his first jobs Don was told by a co-worker that there would never be a problem finding a job in the field of optical engineering.
- ▣ His co-worker, Witkor Rupp, told him that “people will be crawling over one another to offer him jobs.”

# Passion vs. Success

- ▣ Don was faced with the question of do you want to be rich or have a career that you love.
- ▣ Don believed that if you follow your passion, then success will come.
- ▣ Don chose a career that he really loved and has become extremely successful.

# QED

- ▣ In 1996 Don opened his own company, QED Technologies.
- ▣ QED is a manufacturing company involved in optical technology and polishing.
- ▣ QED now has companies world wide in the US, Asia and Europe.

“Spend ten years doing something... if it can be differentiated and specialized, even better... because if you’re the best at something, you can leverage that.”