



# TOM ROSATO

Tom Rosato joined Encompass Global Technologies' predecessor company, Com-Site Enterprises as its CFO in 1979. Subsequently, the Company purchased Commercial Air, Power & Cable and in 1985, he became the Chief Operating Officer of both Com-Site Enterprises and Commercial Air. These companies grew from \$3 million in revenues in 1979 to \$100 million in 1988. Three acquisitions of mechanical service businesses and a unique specialization in the design and construction of mission-critical facilities spurred this spectacular growth.

After corporate reorganization in 1988, Tom became the CEO of the Company's service related entities. In 1999, after a series of mergers, the Company became a division of Encompass Services Corporation, headquartered in Houston, Texas. Encompass Services Corporation is a company with over 30,000 employees, nearly \$4 billion in annual revenues, and operations in hundreds of locations throughout the United States. As a result of the merger, the Company changed its name to Encompass Global Technologies. The Company continues to focus on the most complicated electrical and mechanical configurations involved in turnkey design and installation, preventive maintenance, and emergency response services for electrical power distribution systems, DC battery systems, emergency power generation systems, HVAC systems, fire prevention and security systems for various mission-critical facilities under strict time constraints. Annual sales for the Company exceeded \$200 million last year and it is projected that sales will top \$300 million in 2001.

Examples of mission-critical environments include Web hosting, ISP & ASP facilities, collocation facilities, network control & operation centers, data centers & server rooms, telecommunication switch & POP sites, software labs, hi-tech office complexes, trading floors and telco hotels, most of which operate 100% of the time.

Encompass Global Technologies' partial client list includes: IBM Global Services, Sprint, MCI-WorldCom, Qwest, Iridium, MFS, EDS, NEXTEL, Williams Communications, Frontier Communications and Global One. For more information on the company, visit their website at: [www.encompassglobaltech.com](http://www.encompassglobaltech.com). If you'd like additional information on the Company give Fred Green a call in Boston at 508-543-2321.

As you continue to read this story, you will see why Fred Green and Joe Mancuso have a favor to return to Tom Rosato and Encompass Global Technologies.

The story begins in the late spring of last year when Tom's Northeast Regional Vice President, Kirby Gallagher, added former Boston CEO Club Member, Fred Green to his team as a business development consultant. Fred mentioned to Kirby that he was aware that Joe Mancuso, President of the National CEO Clubs in New York was very interested in re-activating the Boston Chapter of the CEO Club, which had been inactive since 1996. Fred suggested to Kirby that a great way to introduce Encompass Global Technologies to the Boston area would be to sponsor that re-activation. A call and a visit to Joe confirmed that he would agree to the proposal if Fred would become the Chairman of the Club and lead the effort. Kirby approached Tom with the proposal, and Tom gave the go-ahead to sponsor the project.

The work began immediately. The centerpiece of the effort was the development and implementation of three 10,000-piece mailings along with the enlistment of the loyal, veteran members of the inactive Boston CEO Club. Visits to other CEO Club Meetings and enlisting the advice of other CEO Club Chairmen such as Doug Strouse of Baltimore, Tom McCabe of Washington and Lance Burke of Pittsburgh as well as Joe Mancuso's guidance in New York was extremely helpful. John Brown of the Dallas CEO Club showed his support by attending the first meeting.

Many days, nights and weekends throughout the fall were devoted to the kick-off effort and on December 7, 2000, Fred Green introduced Joe Mancuso to over 100 CEOs and guests at the Harvard Club in Boston. It was the most successful start-up of a CEO Club in the 24-year history of the organization! The Boston Chapter of the CEO Club was officially launched! Tom Rosato and Encompass Global Technologies were presented with a Corporate Lifetime Membership in the CEO Club for their sponsorship.

Recently the Boston CEO Club finished its third meeting with over 59 members signed up. The Club has also established two Presidential Advisory Councils. The CEO Clubs owe a debt of gratitude to the man that had the foresight and trust to sponsor this extension of the CEO Club in Boston – Mr. Thomas P. Rosato.

## **Encompass Global Technologies**

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