



## PROFESSIONAL PROJECTS DETAIL

PROJECT	VALUE	DESCRIPTION
<b>VIASAT-1/2/3 CONSTELLATION</b> BUSINESS PLANNING, STRATEGY, LEADERSHIP	<b>\$1B+</b>	» Developed and maintained the main business plans and financial models for Viasat's billion-dollar bet on a breakthrough broadband technology in global markets and dozens of new verticals.
<b>BID AND PROPOSALS</b> FINANCIAL MODELING AND NEGOTIATION	<b>\$300M</b>	» Managed financial model and pricing strategy for Viasat's largest contract win ever over \$300M., NBN Australia. Further, aided the early competitive hardware business dominate the market with sales over \$100M.
<b>COMMERCIAL AIR MANAGEMENT</b> BUSINESS MODELING, STRATEGY, LEADERSHIP	<b>\$1B+</b>	» Created Viasat's initial financial model (based on a new free-to-pax business model) for its investment into the highly-visible, highly-successful, growth business of Commercial Air. » Responsible for early-stage finance and reporting for new business which is now the most successful part of the company.
<b>GLOBAL BUSINESS SOLUTIONS</b> EXECUTIVE FINANCIAL MANAGEMENT	<b>\$50M/Yr</b>	» Planned and acquired leadership into wireless distribution and enterprise broadband. » After acquisition, finance executive in charge of growing complex business with revenues over \$50M.
<b>PARTNERSHIPS / JOINT VENTURES</b> NEGOTIATION, LEADERSHIP, ANALYSIS	<b>\$200M+</b>	» Developed business model and proposal for Viasat's sale of broadband capacity to its Canadian partner for over \$250M. Other partnership models in South America and Europe valued over several hundred million.
<b>LORAL LEGAL SETTLEMENT / OTHER</b> NEGOTIATION, LEADERSHIP, ANALYSIS	<b>\$200M+</b>	» Developed key business analysis for legal IP settlements and negotiations;; some publicly valued at hundreds of millions of dollars.

*\*Many more non-public, un-executed, future projects not listed.*

For additional Information, go to: <https://yanivalfasy.com>