

Eliot Ivan Bernstein

Full Name: Gary Winnick
Last Name: Winnick
First Name: Gary
Job Title: Founder & Chairman of the Board
Company: Global Crossing, Ltd./Pacific Capital Group

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Categories: iviewit investor

Gary is a former Drexel guy

"We are building the world's first seamless fiber optic network - connecting oceans, continents, and cities of the world and setting new world standards in bandwidth capacity, technology, and pricing. Global Crossing is creating a global information highway for use by all who live on this planet."

- Gary Winnick, Founder

Gary Winnick is founder and chairman of Global Crossing, Ltd., which is building and operating the world's most advanced global IP-based fiber optic network throughout the world.

Mr. Winnick founded Global Crossing in March 1997 to meet the exploding demand for mega-capacity, fully-networked global undersea systems. He led the company's highly successful initial public offering in August, 1998, and headed the company's successful effort to raise capital through banks, high-yield offerings and other project financing.

Gary Winnick also serves as founder, chairman and chief executive officer of Pacific Capital Group. Since 1985, Pacific Capital has been a leading principal equity investor and merchant banker providing capital to global companies in the telecommunications, media, insurance, real estate, health care and financial services industries. He serves on the National Advisory Board of Chase Manhattan Bank.

Mr. Winnick is a native of Roslyn, New York and a graduate of C.W. Post College. A global philanthropist, he has contributed throughout the world to universities, libraries, literacy and mentoring programs; hospitals and medical research; and museums and the arts. He and his family donate their time as well as contribute financially to a variety of civic causes to improve our local, national and world communities. Spanning the continents, Global Crossing is building fiber-optic cable systems under the oceans and across the globe. Its Atlantic Crossing connects the US and the UK, the Netherlands, and Germany. Other planned cables include the Pacific Crossing system connecting the US and Asia; the Mid-Atlantic Crossing connecting the eastern US, Bermuda, the Caribbean, and Central America; the Pan American Crossing linking the western US and Central America; and the South America Crossing. The company also provides local and long-distance telephone service to about 2 million customers in the US, Canada, and the UK. Global Crossing plans to issue a tracking stock for its GlobalCenter Web hosting unit.

Co-Chairman; Chairman, Global Marine Systems; VC and Managing Director, Pacific Capital Group: [Lodwrick M. Cook](http://www.globalcrossing.com/feblodwrck%5Fcook%2Ehtm&frames=yes&esc=yes) [/cgi-bin/offsite?url=http%3A%2F%2Fwww%2Eglobalcrossing%2Ecom%2Ffeblodwrck%5Fcook%2Ehtm&frames=yes&esc=yes](http://www.globalcrossing.com/feblodwrck%5Fcook%2Ehtm&frames=yes&esc=yes), age 70

Co-Chairman; Chairman and CEO, Pacific Capital Group: [Gary Winnick](http://www.Globalcrossing.com/febgary%5Fwinnick%2Ehtm&frames=yes&esc=yes) [/cgi-bin/offsite?url=http%3A%2F%2Fwww%2Eglobalcrossing%2Ecom%2Febgary%5Fwinnick%2Ehtm&frames=yes&esc=yes](http://www.Globalcrossing.com/febgary%5Fwinnick%2Ehtm&frames=yes&esc=yes)
 ≥, age 51

VC; President and Director, Pacific Capital Group: [Thomas J. Casey](http://www.Globalcrossing.com/febthomas%5Fcasey%2Ehtm&frames=yes&esc=yes) [/cgi-bin/offsite?url=http%3A%2F%2Fwww%2Eglobalcrossing%2Ecom%2Febthomas%5Fcasey%2Ehtm&frames=yes&esc=yes](http://www.Globalcrossing.com/febthomas%5Fcasey%2Ehtm&frames=yes&esc=yes)
 s>, age 46

VC, Asia Global Crossing: [John M. "Jack" Scanlon](http://www.Globalcrossing.com/febjack%5Fscanlon%2Ehtm&frames=yes&esc=yes) [/cgi-bin/offsite?url=http%3A%2F%2Fwww%2Eglobalcrossing%2Ecom%2Febjack%5Fscanlon%2Ehtm&frames=yes&esc=yes](http://www.Globalcrossing.com/febjack%5Fscanlon%2Ehtm&frames=yes&esc=yes)
 ≥, age 57

CEO; CEO, GlobalCenter: Leo Hindery

CEO, Asia Global Crossing: John Legere

President of the Americas: [Joseph P. Clayton](http://www.Globalcrossing.com/febjoey%5Fclayton%2Ehtm&frames=yes&esc=yes) [/cgi-bin/offsite?url=http%3A%2F%2Fwww%2Eglobalcrossing%2Ecom%2Febjoey%5Fclayton%2Ehtm&frames=yes&esc=yes](http://www.Globalcrossing.com/febjoey%5Fclayton%2Ehtm&frames=yes&esc=yes)

President and COO: [David L. Lee](http://www.Globalcrossing.com/febdauid%5Flee%2Ehtm&frames=yes&esc=yes) [/cgi-bin/offsite?url=http%3A%2F%2Fwww%2Eglobalcrossing%2Ecom%2Febdauid%5Flee%2Ehtm&frames=yes&esc=yes](http://www.Globalcrossing.com/febdauid%5Flee%2Ehtm&frames=yes&esc=yes),
 age 49

EVP, Construction and Operations: [Robert B. Sheh](http://www.Globalcrossing.com/febbo%5Fsheh%2Ehtm&frames=yes&esc=yes) [/cgi-bin/offsite?url=http%3A%2F%2Fwww%2Eglobalcrossing%2Ecom%2Febbo%5Fsheh%2Ehtm&frames=yes&esc=yes](http://www.Globalcrossing.com/febbo%5Fsheh%2Ehtm&frames=yes&esc=yes),
 age 59

SVP, Corporate Affairs: [Abbott L. Brown](http://www.Globalcrossing.com/febabbott%5Fbrown%2Ehtm&frames=yes&esc=yes) [/cgi-bin/offsite?url=http%3A%2F%2Fwww%2Eglobalcrossing%2Ecom%2Febabbott%5Fbrown%2Ehtm&frames=yes&esc=yes](http://www.Globalcrossing.com/febabbott%5Fbrown%2Ehtm&frames=yes&esc=yes)
 ≥, age 55

SVP and CFO: [Dan J. Cohrs](http://www.Globalcrossing.com/febda%5Fcohers%2Ehtm&frames=yes&esc=yes) [/cgi-bin/offsite?url=http%3A%2F%2Fwww%2Eglobalcrossing%2Ecom%2Febda%5Fcohers%2Ehtm&frames=yes&esc=yes](http://www.Globalcrossing.com/febda%5Fcohers%2Ehtm&frames=yes&esc=yes),
 age 45

SVP Operations, Global Crossing Development: [S. Wallace Dawson Jr.](http://www.Globalcrossing.com/febwall%5Fdawson%2Ehtm&frames=yes&esc=yes) [/cgi-bin/offsite?url=http%3A%2F%2Fwww%2Eglobalcrossing%2Ecom%2Febwall%5Fdawson%2Ehtm&frames=yes&esc=yes](http://www.Globalcrossing.com/febwall%5Fdawson%2Ehtm&frames=yes&esc=yes)
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SVP, General Counsel, and Secretary: [James C. Gorton](http://www.Globalcrossing.com/febja%5Fgorton%2Ehtm&frames=yes&esc=yes) [/cgi-bin/offsite?url=http%3A%2F%2Fwww%2Eglobalcrossing%2Ecom%2Febja%5Fgorton%2Ehtm&frames=yes&esc=yes](http://www.Globalcrossing.com/febja%5Fgorton%2Ehtm&frames=yes&esc=yes)
 ≥, age 37

SVP, Corporate Development: [Barry Porter](http://www.Globalcrossing.com/febba%5Fporter%2Ehtm&frames=yes&esc=yes) [/cgi-bin/offsite?url=http%3A%2F%2Fwww%2Eglobalcrossing%2Ecom%2Febba%5Fporter%2Ehtm&frames=yes&esc=yes](http://www.Globalcrossing.com/febba%5Fporter%2Ehtm&frames=yes&esc=yes)
 , age 41

VP, Human Resources: John Comparin

President, Asia Global Crossing -- Asia Pacific: [David Millroy](http://www.Globalcrossing.com/febdauid%5Fmilroy%2Ehtm&frames=yes&esc=yes) [/cgi-bin/offsite?url=http%3A%2F%2Fwww%2Eglobalcrossing%2Ecom%2Febdauid%5Fmilroy%2Ehtm&frames=yes&esc=yes](http://www.Globalcrossing.com/febdauid%5Fmilroy%2Ehtm&frames=yes&esc=yes)

President, Global Crossing Development: [William B. Carter Jr.](http://www.Globalcrossing.com/febwilliam%5Fcarter%2Ehtm&frames=yes&esc=yes) [/cgi-bin/offsite?url=http%3A%2F%2Fwww%2Eglobalcrossing%2Ecom%2Febwilliam%5Fcarter%2Ehtm&frames=yes&esc=yes](http://www.Globalcrossing.com/febwilliam%5Fcarter%2Ehtm&frames=yes&esc=yes)
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CEO, Global Crossing Europe: [Wim Huisman](http://www.Globalcrossing.com/febwi%5Fhuisman%2Ehtm&frames=yes&esc=yes) [/cgi-bin/offsite?url=http%3A%2F%2Fwww%2Eglobalcrossing%2Ecom%2Febwi%5Fhuisman%2Ehtm&frames=yes&esc=yes](http://www.Globalcrossing.com/febwi%5Fhuisman%2Ehtm&frames=yes&esc=yes)
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President, Global Crossing Ireland: [K. Eugene Shutler](http://www.Globalcrossing.com/febega%5Fshutler%2Ehtm&frames=yes&esc=yes) [/cgi-bin/offsite?url=http%3A%2F%2Fwww%2Eglobalcrossing%2Ecom%2Febega%5Fshutler%2Ehtm&frames=yes&esc=yes](http://www.Globalcrossing.com/febega%5Fshutler%2Ehtm&frames=yes&esc=yes)
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President, Global Crossing Japan: Darryl Green

Chief Administrative Officer: John Scarpati

SVP, Network Operations: Ed Mulligan

Managing Director Global Crossing, U.K.: Martin Lea

President, Global Crossing Conferencing: Don Poulter

Network for the New Millennium

It's not the same old world. Boundaries of all kinds are disappearing every day. Businesses are operating with

fewer borders holding them back. People almost everywhere are communicating more freely and more frequently than ever before.

It's today's world. The e-world. And to make it work - to make the global e-economy soar - today's world needs something better than yesterday's networks. Something better than a patched together mix of legacy copper, old-model underseas "club cable" consortia with scores of partners, hand-off after hand-off between carriers, with tolls charged again and again.

One Planet. One Network. That's what Global Crossing is creating. A brand new fiber web, offering seamless end-to-end connectivity between more than 200 leading business cities worldwide. Designed and being built with the latest dense wave division multiplexing (DWDM) technology, expandable again and again. And without legacy constraints, Global Crossing has quickly become a leading low-cost provider in segment after segment of its markets.

This unmatched network lets Global Crossing offer customers a constantly expanding suite of services and solutions for their datacentric communications needs worldwide. Faster. Simpler. Cheaper. Better.

It adds up to the capacity to change the world.

Certainty

Carriers can rely on the fact that all announced systems on the Global Crossing Network are fully funded, supply contracts have been signed, and in-service dates have been advertised.

Growing and Evolving to Meet Your Needs

The Global Crossing Network has been designed to meet the world's growing and evolving telecommunications needs with a combination of state-of-the-art design and proactive planning. The result is a system that's reliable and cost-effective, representing the best of all worlds.

Our Network's advantages include:

Cutting-Edge Technology

The Global Crossing Network is being engineered and constructed using the latest in fiber optic technology, including self-healing ring structures, erbium-doped fiber amplifier repeaters, wavelength division multiplexing, and the use of redundant capacity to ensure instantaneous restoration.

This approach enables the Global Crossing Network to offer:

- Competitively priced capacity relative to existing alternatives;
- Unsurpassed network reliability;
- Substantially more capacity than existing cable systems; and
- Rapid upgrades to any undersea facility, without physical modification of the submerged portion of the system.

Flexibility in Our Product Offerings

Our independent network is not driven by the specific need of one or a few large carrier customers. Our offers are more diverse and can be broadened to include much more than traditional station-to-station service. Global Crossing offerings include backhaul services from cable stations to population centers and more direct city-to-city packages, which simplifies connection services from multiple entities.

Flexibility in Finance

Market risk and return on investment have become determining factors in submarine cable investment decisions, especially in light of the size and scope of new projects - and the difficulty of pooling resources. Global Crossing's flexibility reduces the risks carriers face when directing today's investment dollars toward tomorrow's unknown needs. As an alternative to investing in cable construction, carriers can either purchase reserved capacity on the Global Crossing Network or purchase discrete amounts of capacity on demand.

Staying on Top of the Future

In the past several years, the telecommunications industry has been the scene of extraordinary change and

growth. Looking forward, Global Crossing has several key objectives to stay ahead of future change and maintain a record of superior quality.

Offices - Global Crossing

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SNAPS Global Crossing is building and operating the world's first independent global fiber
HOT: optic network. The company is included in both the S&P 500 and the Nasdaq 100.
FOUN March 1997
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REGIO Beverly Hills, California San Francisco, California Dallas, Texas Morristown, New
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STOCK GBLX (Nasdaq)
SYMB
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Administrative Officer, Global Crossing Ltd. [Bob Sheh <ebbob_sheh.htm>](#),
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Background