

Daniel Thain Kingsley, Jr

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US Citizen, US Security clearance: Secret (valid since Feb 2019)

Professional Experience: I worked as a USAID direct hire (GS-15) in the E3 Bureau of USAID from 01/2011 to 10/2017, and for the State Dept as Team Leader of the Indo-Pacific Framework Program from 2018 to 5/2019. My work in the digital development space has focused on legal and regulatory, skill building and capacity building, and digital infrastructure pilots, replication and scaling issues related to the expansion of internet into rural regions. The specific interventions were in the legal, trade, enterprise development and financial services and in adaptive management areas of foreign assistance. During my time working at USAID I was the digital development representative to State Dept officials on: digital inclusion, legal policy, private-public sector partnerships, gender, economic growth and infrastructure issues in the ASEAN and African regions. As a USAID COR/AOR of three global mechanisms and global program director of the Global Broadband and Innovation IQC, I worked on a full spectrum of programs-creating over 15 in 10 different countries, simultaneously. Prior to 2010 I served on the USAID Tsunami Task force in Sri Lanka focusing on market rebuilding through private sector partnerships (working for USAID Indonesia).

09/01/2018 to 5/2019: Team Leader, State Department,-Indo-Pacific Framework, Program Design & PMP (East Asia Pacific and South Central Asia Regions). Washington DC (Deloitte Consulting)

As Team Leader, I am in the process, with a team of 7 other members, of creating the State Department's EAP and SCA Bureau Program framework under the Indo-Pacific Economic Growth Pillar; focus on three main sectors of Economic Growth, Energy and Infrastructure.

- In doing so, specific tasks are to facilitate consultations with Government officials and others identified by the client;
- Lead development of work plan;
- Through inter-agency facilitated trainings identify capacity building, training, legal and technical assistance interventions to meet foreign assistance consistent with the White house Indo-Pacific Strategy in the Indo-pacific region (both the SCA and EAP regions).
- Monitor and contribute to literature review and situational analysis, and through this research create a macro-level CLA framework for both the EAP and SCA regions;
- Lead development of proposed program design, incorporating theory of change, CLA framework, root cause analysis and other methods to prepare a macro, multi-regional program framework;
- Oversee production of final program design document;
- Supervise development of Performance Management Plan (PMP);
- Lead presentation of final Program Design and PMP;
- Draft final program brief for SCA and EAP senior leadership

05/01/2018-7/2019: Advisor for USAID Implemented Programs, Washington DC Through several consulting contracts with private and public sector organizations, such as Deloitte, Chemonics and others, I have been providing part time consulting services on USAID solicitations including the ASEAN regional IGNITE program and the SMELINKs program in Vietnam. Tasked focused on designing

methodologies consistent with US economic growth policy and building strong adaptive management frameworks into programs for eventual implementation.

1/10/2017 to 3/3/2018: Director, International Interventions, Kingsley-Bate Ltd., Washington DC

International trade, and policy and licensing agreements with the local and national governments in Myanmar. Assisting foreign investors on regulatory and licensing issues, and building public sector partnerships for US companies in the ASEAN region.

1/10/2011 to 9/30/2017: USAID Direct Hire-Director, Global Broadband & Innovations Program (USAID/E3 & USAID/ Lab/Digital Inclusion Teams), Washington DC

- Designed inclusive SME programs in the connectivity, infrastructure and energy space at the regional, national and sub-national levels; working with missions and Bureaus and leveraging private sector partnerships across all traditional USAID sectors. Specifically, assisting USAID missions in the field through the three mechanisms I managed, as AOR and COR, utilizing adaptive management tools and expertise to advance and bring value-added to programs focused on education, health and legal and regulatory issues affecting market sectors in Laos, Myanmar, the Philippines, Vietnam and Indonesia.
- Providing digital financial services to micro- and small enterprise (SME) funds, TA to management, transaction facilitation and infrastructure, sea scape preservation, illegal logging and peatland issues, public private partnerships facilitation, and public-private dialogue both through ASEAN workshops and the bi-lateral country programs mentioned earlier.
- My work in the delivery of capacity building interventions focused on three key areas: legal and regulatory, piloting new low cost technologies, and skill building, and capacity building at both the host country government level and in the national and sub-national private sector.
- Developed innovative programs through “root cause” analysis to build work force capacity to improve digital literacy for the specific purpose of expanding market options.
- I designed over 15 programs in Africa and Asia from 2012 to 2016. I have engagements with multiple stakeholders across all levels to maximize the outputs of each of these programs, including the local and national governments, private sectors and NGOs. My analytical experience in both the private sector and international development is evidenced through my work with the international conferences and work shops on digital inclusion and Digital Development program management, planning and strategies.
- Representing USAID on digital issues with the State Dept, I was the representative to the ASEAN Secretariat on all digital issues on behalf of the US government. In addition:
- I have worked in the ASEAN and African regions through the Asia, BFS and Africa Bureaus, as a representative of USAID/E3, in cooperation with all teams in the Digital Development Center, to find digital solutions for cross-cutting program inclusivity in the health, education, governance sectors, and to improve vulnerable populations and gender equality.
- Additionally, over the past six years, my experience ranges from training of USAID and State Department officers in local government digital policy, connectivity and DFS strategies in mission programming.
- I assisted in STIP assessments in both RDCS creation and in producing and reviewing STIP activities for CDCS at the Cambodian, Indonesian, Ugandan, Ghana and Zambian missions. My projects were

mostly in the economic growth, connectivity policy and rural infrastructure built-out digital development space utilizing new technologies such as TV white space.

- I was a featured speaker and panelist expert on digital development and regulatory issues at the annual ITU Asia conference from 2013 to 2015, and represented the US government as the US representative at the ASEAN Secretariat TELSOM from 2013 to 2015.
- I have demonstrated project management experience, with the capacity to develop DFS and digital inclusion project plans and coordinate a team to deliver on those plans through the partnerships I have leveraged through the budgets I have, managed with both USAID and the World Bank.
- USAID Corporate representative for Cisco; engaged in introducing and facilitating contracts with SME's for programs in over 15 countries including 5 in the ASEAN region.
- Resolve licensing, policy and regulatory issues together with implementing partners directly with ASEAN governments to assist them with technical assistance that allowed for low cost technologies, improved competition and an expansion of geographic accessibility to broadband for SME's, Agricultural Cooperatives, and small-scale service providers in the technology sector.
- Reference information the historical background of programs I managed at USAID as direct hire and COP: (URL) <http://inclusion.digitaldevelopment.org/last-mile-connectivity-initiative>

1/2010- 1/2011 Deputy Chief of Party, Food for Peace ISP (USAID) - Amex Int'l, USA. Washington DC

Managing, and provided leadership and problem-solving solutions; mentoring 15 young development professionals in providing FFP program assistance implementation and management activities.

2008- 2010 President, Kingsley Associates Washington DC

- Created a partnership between Aid to Artisans (ATA) and over small and medium enterprises, and built capacity through cooperation with the Rhode Island School of design and major US retailers including Pier 1 Imports, World Goods, Walmart, Elm Street and others to export artisan products from over 10 countries.
- Assisted in planning a livelihood and SME development program for a program in Haiti immediately following 2010 earthquake in three rural regions,. Built the capacity of over 15 SME's to engage in contracts for production with US importers at New York and Los Angeles based import events.

2006-2007: Director, Business Development, ICMA. Washington DC

- Created Business Development Plans, and designed country specific local governance, and community based governance programs: Nigeria, Ethiopia, Afghanistan, Indonesia, Haiti, Jordan, Egypt.
- Formal presentations on local governance to State Department in DC and Indonesia, Vietnam, RDMA, Sri Lanka, Haiti, Ethiopia, Afghanistan, Jordan, Kenya, Egypt, Nigeria, E. Africa missions.

2005- 2006: COP, Global Infrastructure Partnership (GIDP/USAID), Washington DC

Provided technical, management and financial management support to facilitate infrastructure development, and downstream value chain management of the water, transportation, energy and ICT sectors through facilitation of joint venture partnerships with host country SME's at strategic stages of partnerships and contractual interventions.

- Managed the global program with a budget ceiling of \$100M.
- Designed country programs in Africa and LAC through pilot programs.

2003-2005: World Bank- Team Leader, Strengthening the Commercial Legal Environment. Timor-Leste

Team leader for the World Bank IDA program that recommended investment and other commercial laws to improve the potential for local companies- all SME's- to export, manufacture and seek Foreign Direct Investment partners by improving the foreign investment climate for international firms and reduce local regulations for SME's in the newly established country of Timor-Leste. The program sponsored several forums to facilitate discussions between local SME's and foreign investors from SE Asia, Europe, Australia and the U.S,

- Provided the new government with a full spectrum of legal and economic recommendation in consensus with local SME sector specific and export associations.
- Conceptualized consensus building events between local SME associations, foreign firms looking for local partners and government institutions.
- Provided the new GoTL with advice on policy issues to streamline FDI.
- Reviewed regulations and laws from previous Indonesian government, and recommended laws for eventual promulgation by parliament; presented to the Council of Ministers.

2001-2003: Chief of Party, Global Trade and Technology Network (GTN), Washington DC.

A USAID program with an international network of offices in over 20 developing countries.

- Provided sustainable market access through ICT training and access to improve trade opportunities to over 10,000 companies.
- Managed a professional staff of 90 local consultants (non-U.S.) in 20 USAID presence countries.
- Designed specific ICT programs designed to country needs.
- Program developed first international internet-based platform for a USAID program to interconnect implementers, USAID missions and stakeholders.
- Successfully impacted over 1000 SME's in over 30 countries through mitigating over 2000 trade deals worth over US\$100 million.

6/2000-7/2001: Director, TATP Project (Digital Development Small Grants Program) –World Bank, Indonesia.

- Developed business diagnostic for identifying sectors (trade, education, agriculture, healthcare).
- Designed the proposal process and criteria for evaluating proposals/awards.
- Managed the team performing proposal evaluation.
- Developed outreach strategy and implementation workplan; disseminated to rural communities.
- Facilitated strategic alliances with associations, multilateral and bilateral donors.

10/1999 to 1/2001: Senior ICT Advisor, USAID/Indonesia/Economic Growth-Indonesia

I worked directly for the mission on ICT for Development Assessments and the Last Mile Initiative in coordination with the director of the EG office, Mission Director and USAID/DC/Asia on a part time basis under a purchase order issued to Nathan Associates. This required a security clearance.

1/1982- 12/2000: President, Trade Management Indonesia (TMI), Jakarta, Indonesia.

- USAID Indonesia: Mission Advisor to USAID Indonesian Mission on assessing role of cross-sectoral programming to assist SME's in the Economic Growth office.
- Senior Advisor-CSR, Newmont Mining Corp, Jakarta
- Provided trade and investment solutions, advisory services for local and international corporations in the tourism, property and logistics sectors. Client base included: Exxon-Mobil, Garuda Airlines, Nike Corp, Four Seasons, Hyatt Billiton BHP, Aman Resorts, TNC.

6/1980- 1/1982: Country Manager-Indonesia, Amerex Trading Corp. Jakarta, Indonesia

- Managed a \$10 million US-Indonesian joint venture, and sourced investment and trade opportunities in Indonesia.
- Company representative, and authorized representative to negotiate with international and local banks on existing loans and lines of credit.

EDUCATION: Class of 1978, Pomona College, Claremont, Ca. -BA, Economics- Honors

GUEST LECTURER: University of Colorado 2003-2005; Georgetown University School of Public Policy-2010; University of Colorado, Conference on World Affairs (54th, 52nd),

SPECIAL ACCOMPLISHMENTS: United Nations Jury "Year of Microfinance"-2005

BOARDS OF DIRECTORS: Volunteers for Economic Growth (USAID) 2009-2011

TRAINING: COR/AOR TRAINING, USAID-12/2012; Programming Foreign Assistance, 2012; SOW Essentials "Boot Camp", USAID- 6/2/2014

PUBLIC SPEAKING: Speaker & Panelist, ICT4D in Asia/Pacific: Presentation entitled "Digital Development", ADB/Manila- April 29, 2014; "TV White Space Asian regional Launch of Dynamic Spectrum Alliance": presentation entitled "TV White Space and reducing the digital divide", Singapore-June 2013; Speaker & Panelist, ADB/Manila, "ADB Global Conference on ICT": presentation entitled "USAID ICT Programs", Manila-March 2013; Speaker & Panelist, ITU.Regional Conference, "Global Conference on ICT"(Legal/Regulatory Environment), 12/2012

LANGUAGES: INDONESIAN (fluent), MALAY (fluent), SPANISH (fair)