

DAVID J. DANTO

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RECOMMENDATIONS & REFERENCES From LinkedIn <https://www.linkedin.com/in/daviddanto/>

LinkedIn Recommendations:



Joe Burton
Chief Executive Officer at
TeleSign

October 7, 2020, Joe was senior to David but didn't manage directly

I've known Dave for over 15 years as an expert in the UC industry, and more recently as a colleague at Poly.

Dave has a rare blend of skills. He is a keen observer and seems to always have his finger on the pulse of the industry and know where it is going. He has both earned the respect of customers globally and of key UC vendors.

His ability to take the perspective of each person in the UC ecosystem: the customer, the IT person, the reseller, and the vendors is just incredible. Dave's advice and counsel to me has always been on the mark and appreciated.

With all of that going for him, he is still one of the nicest people I've ever met.

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**Ann Kaufman**  
IT Management Consultant  
at Self Employed

July 20, 2015, Ann was a client of David's

David was the senior VC specialist [consultant], working with me on a large, international videoconferencing solution and installation. He brought a wealth of knowledge (we were migrating from old VC products to new), experience, and understanding (we had the 'typical' challenges with room construction, plus some that were atypical) 'to the table'.

Throughout the project, David was always sincere, professional, and respectful to extremely demanding customers. His guidance, not only in the technical solution, but in the room challenges, proved to be invaluable. His overall industry knowledge was second to none of the other consultants on the project.

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Mark Freeman

Head of Global Food at
LinkedIn

May 24, 2014, Mark was a client
of David's

David has worked for Microsoft over the last 2 or 3 years to support strategy development in our domestic and international sites. He guided the teams to success through his industry expertise, creative ideas, and overall drive to get things done. He was able to come in at the right level of technology language so that a non-technical person could understand all the concepts. I compliment David on his patients when it came to moving concepts along and his technology knowledge overall. I would recommend him above all other as a resource for success
Mark Freeman - Global Employee Services Manager for Microsoft

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**Shannon Morton**

Managing Director at  
JPMorgan Chase & Co.

September 17, 2010, Shannon  
reported directly to David

I worked for and with David Danto for two plus years of my over 10 year career at JPMorgan Chase. I must say being part of his team and staff was a truly refreshing experience. His experience as a seasoned manager in the industry is apparent by the way in which he is able to interact and effectively manage a variety of personality types in positive way, prioritize tasks for the team in a very clear and concise manner, and positively encourage the members to work toward common goal or objective. When I worked directly for him, David was firm to ensure everyone was marching to the same tune but very fair in the way he treated his team members - to ensure that both the business objectives and people objectives for the organization were in balance. Unlike many managers we see in senior management positions today, David truly cares about his team personally and professionally. He is personally invested in their well being, ensuring they have the appropriate knowledge, skills and support to be successful and helping provide direction when things were less clear. David is available at any hour of the day for coaching or questioning, he is highly skilled in the area he manages, so he can be counted on for both technical direction, as well as managerial direction and support.

David should truly be viewed as a "model" of what good managers should be and how they should interact to manage a highly effective workforce in a very competitive environment.

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Bob Hagerty

Independent Board Chair at Plantronics; Board Advisor OWAL.AI

August 20, 2010, David was a client of Bob's

I worked with David for the last five years. I can say without reservation he is one of the most informed and knowledgeable leaders in the collaboration space. He has a deep grasp of the technology, and is as current on new ideas as any in the user community.

He served on our customer advisory team and always cut through to the important questions and gave extraordinarily useful feedback. He is one of the top thought leaders in the Video industry, his work with the IMCCA is closely followed and his feedback on new ideas and requirements for future solutions a must.

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**Denise Sangster**

10 Most Influential Global Women in Tech | Transformational Game-Changer & Disruptive Innovator | Engineering the New Partner Profitability Journey | Data Storyteller | Customer Experience Catalyst | IT Wondrous Women™

July 26, 2010, Denise worked with David but at different companies

David is a brilliant thinker and evangelist for the video conferencing, A/V and multimedia industry. He knows his stuff -- the products and technology, the competition—strengths and weaknesses, the partners that get it right, and the people that make the industry tick. His writings and analyses are insightful, focused, and actionable. I have watched him develop and manage lasting partnerships with industry vendors who constantly seek his advice and counsel. David is truly a visionary who brings unique skills to bear in every interaction: bullet proof technology expertise, an ability to crystallize complex issues, and canny insights on how to develop a path to success. !

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George Avgerakis

Commercial Real Estate Developer

December 5, 2008, David worked with George in the same group

David is like a technical parachute. As the surface of technical knowledge expands and the territory of every "expert" diminishes, David continues to expand his knowledge borders and serves as a reliable asset in times of great need. As a co-lecturer with David, I could be sure that whenever a clever student had asked the "gotcha" question or screwed up the lab equipment beyond recognition, David would merely chuckle, answer or fix as needed and make it look like his partner was the smarter guy.

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**Ben Loy, CQD**  
Program Manager - Business  
Technology Deployment  
Operations at Google  
September 16, 2008, David was  
senior to Ben but didn't manage  
directly

I had the pleasure of working with David for collectively four and a half years at Lehman. His knowledge of AV and video conferencing technology is formidable and he's always out in front of the latest offerings in the industry. He's staggering in his project management skills, able to keep a large amount of complex projects happening all over the globe on schedule and held to the highest standards. He's also masterful in his seemingly effortless ability to engage and manage relationships with vendors, manufacturers and end users. But most of all, he never keeps the "big picture" far from his mind: he never loses sight that technical details are very important, but not as important as the end users' overall experience.

Over the years that I've worked with him at Lehman he's been an enormous influence on me and I would recommend him to anyone looking for their organization to be on the forefront of audio visual and collaboration technology.

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Fran Lager, PMP
Lead IT Project Manager at
Kaiser Permanente IT
August 21, 2008, Fran worked
with David in different groups

David is a stellar Multimedia engineer. I supported the IT/voice infrastructure for Western North America at Lehman Brothers. David was always only an email away. No matter what came up, no matter how small or large David either had a solution or a referral to an issue I encountered. Not only a brilliant multimedia engineer who is so well connected within his industry, he is wonderfully responsive and just and all around nice person. I look forward to the day I am lucky enough to work with him again!

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**Carol Zelkin**  
Executive Director at IMCCA  
February 27, 2008, David worked  
with Carol in the same group

David Danto was elected by the IMCCA board to fill the new position of Director of Emerging Technologies because of his extraordinary talent for understanding new technologies and where and how they can be applied. He was immediately ardent about the position and has provided an invaluable service to our members through his diligent evaluations and intelligent reviews. David is a gifted individual with exceptional capabilities that he generously shares and for this we are most grateful.

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Michael Duda

Program Manager, Global Deployments Operations at Google

June 12, 2008, Michael reported directly to David

I reported to David for almost two years during his stay at Lehman Brothers. Although subordinate recommendations are not that common on LinkedIn, here are some things I got from working with him:

- * He always showed by example how to be classy, helpful, available and understanding in any situation.
- * One of his best tendencies is to show someone how THEY can do something correctly instead of how it was correctly done in the past by someone else. This is not to be overlooked.
- * His instinct to always "do the right thing" showed me how ethics stand up to (and meet) real world demands.
- * His vendor/consultant management skills should be taught in a class (Are they? Infocomm?)
- * His sense of humor combined with his deep knowledge base brings out the best in those who report to him.

I wish David the best of luck in the future. He is a fantastic individual that I would recommend in any capacity he seems fit for him.

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**Michael Wheeler**

Managing Director, Westerly Partners

April 23, 2007, Michael managed David directly

David is the unique mix of creative executive and very capable manager. He not only designed, but supervised the building of our New York studio operation.

David understood where technology was going but also how to separate the real from the vaporware. He appreciated and showed respect for the important role our suppliers played in our success in his negotiations with them. He also was a terrific manager in terms of the team he selected and trained.

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Anthony Robinson
Multimedia and Unified
Communications
Professional

March 19, 2008, Anthony
reported directly to David

David and I have worked together for the last six years. I reported to him indirectly at first, and later was his direct report running the EMEA Multimedia Engineering Services until my departure from the firm.

His guidance, mentoring and solid management style during that time were invaluable. David has a '24/7' attitude and availability which is greatly appreciated, as he does not hesitate to work within the norms of cultures and geographies other than his own. His strategic planning is remarkable, as he is invariably 'on the nose' with his solutions. His exceptional knowledge and understanding of emerging technologies have enabled him to provide both innovative and cost effective audiovisual and broadcast solutions in a world of ever increasing constraints.

I recommend David without hesitation. He is clearly one of the most dedicated, hard-working individuals I know. His integrity is only matched by his leadership and insight.

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**Dave Berlin**  
Executive Vice President at  
Yorktel

February 29, 2008, David was a  
client of Dave's

I have had the pleasure of working with Dave as a technology integrator since the late 1980's - when he was the guy that Michael Bloomberg tasked to turn the Bloomberg TV vision into reality. David often retained my firm to then help turn his plans into reality. Under David's leadership we have successfully built tens of millions of dollars worth of complex technology spaces in the ensuing years, with most of them under incredible time pressures. Through these nearly two decades I have witnessed Dave blend the most current technologies into his designs to achieve great real world results yet still finish each job in an economical manner. Much to his credit, he coordinates these projects in full partnership with manufacturers, with vendors (such as myself), and with a team of dedicated individuals that he assembles and leads. Anyone who has worked for or with him on a project will tell you how much they respect him, and how much he respects them - the true mark of a leader.

More than any other of my clients, Dave has helped shape VCA into one of the top 10 systems integrators in the country. I appreciate his business and value his friendship.

## **Reference Contacts:**

Denise Sangster: [Denise@globaltouch.com](mailto:Denise@globaltouch.com); Michael Wheeler: [mike@mikewheeler.net](mailto:mike@mikewheeler.net);