

MICHAEL W. MATELIS

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EDUCATION

2002, *BA in Economics, Minor in Information Systems*, University of North Carolina at Chapel Hill

PROFESSIONAL EXPERIENCE

2021 - Present, *Vice President*, Compass Lexecon, Washington, DC
2017 - 2021, *Senior Economist*, Compass Lexecon, Washington, DC
2009 - 2017, *Manager, Senior Manager, Director, Senior Director*, FTI Consulting, Washington, DC
2002 - 2008, *Manager, Senior Consultant, Consultant, Senior Management Analyst, Management Analyst*, BearingPoint, McLean, VA

SELECT CONSULTING ENGAGEMENTS

- Supported development of materials used in expert testimony assessing the economic impact of contractual arrangements between Sutter Health and California insurance carriers to customers. Led team efforts managing case data and evaluating models calculating potential damages incurred (2018-2021).
- Led efforts to conduct survey and analyze results in support of expert testimony assessing consumer value of certain technology enabled by patents of KAIFI LLC, utilized by cellular carriers (2020-2021).
- Assisted in development of expert statement assessing proposed model of the Surface Transportation Board to identify commodities suitable for rail transportation regulation for Norfolk Southern. Led efforts to develop results of alternative approaches examining other economic influences (2021).
- Managed efforts to design and conduct survey in support of expert testimony assessing consumer value of patented technology of Fintiv, Inc. embedded in certain mobile phones (2020-2021).
- Supported development of paper proposing methodology for determining trade impacts of duties for client Global Affairs Canada as part of a dispute arbitration (2020-2021).
- Supported efforts to develop expert testimony assessing the impact of fuel surcharge programs on rates charged to various customers by clients BNSF, CSXT, NS, and UP. Managed case data, reviewed models, supported development of reply analyses (2020-2021).
- Supported efforts to analyze local markets around potential acquisitions for client Compassion-First Pet Hospitals. Analyzed sales data and led efforts defining market areas around acquisition targets to facilitate discussions with the Federal Trade Commission (2019-2020).

- Supported development of expert testimony for proposed joint venture of client Peabody Coal contested by the Federal Trade Commission. Developed materials related to the energy industry and expected efficiencies of the joint venture (2019-2020).
- Supported proposed merger of client Cengage through second request by the Department of Justice. Led efforts to assess market position, business initiatives, and expected impacts to consumers. Supported development of white papers and presentations of findings (2019-2020).
- Managed team efforts to design and conduct survey in support of expert testimony assessing consumer value of patented technology of Rovi Guides, Inc. and Tivo Solutions, Inc. utilized by video cable operators (2019-2020).
- Led efforts in support of expert testimony assessing impact of misrepresentative statements on sales for client Rimini (2018).
- Supported client US Foods through second request by the Federal Trade Commission in merger with Sysco. Managed data productions and conducted analysis of competitive issues. Supported development of white papers and presentations of findings (2018-2019).
- Led efforts to conduct survey and analyze results in support of expert testimony assessing consumer value of automobile feature enabled by technology owned by Velocity Patent, LLC (2018).
- Supported development of materials used in testimony on behalf of clients BNSF and UP in case examining impact of fuel surcharges on pricing to customers for rail transportation services (2017-2018).
- Led efforts to conduct survey and analyze results in support of expert testimony quantifying usage patterns of consumers on website enabled by technology owned by Sound View Innovations, LLC (2017).
- Developed and implemented various economic models addressing revenues, costs, and operations as evidence supporting client CSXT in dispute with customer over freight rates (2016-2017).
- Provided formal comments on methods to expedite cases at Surface Transportation Board in Docket No. EP 733 Expediting Rate Cases, Reply Comments of CSX Transportation Inc., Joint Verified Statement of Benton V. Fisher and Michael Matelis (2016).
- Supported effort to analyze impacts and quantify incurred costs of Amtrak delays on Canadian National network in support of verified statement (2015).
- Developed evidence addressing operations and finances supporting client CSXT in dispute with customer over freight rates (2014-2015).
- Performed quantitative, economic, and financial analyses submitted as evidence supporting client Norfolk Southern in dispute with customer over freight rates (2013).
- Reviewed operating plan and developed evidence on behalf of client Norfolk Southern in dispute with customer over freight rates (2011-2012).
- Managed data production, processed data, and supported development of expert testimony on behalf of clients BNSF, CSXT, NS, and UP for a class-action case involving the use of fuel surcharges (2010 – 2015).