



Ben Fox

Managing Director

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Ben Fox is a Managing Director at TC2 based in London, UK. Ben specializes in leading complex IT strategy, procurement, negotiation, and transformation projects, typically spanning multiple geographical regions, technologies, and vendors. With values ranging from \$10 million to over \$1 billion, these projects often involve 7- or 8-figure annual savings coupled with fundamental upgrades of clients' IT services, operations, and infrastructure.

Crucial to Ben's work is his expertise in a wide range of IT services and technologies, managed and outsourced service models, and global IT procurements and negotiations. Many of Ben's recent projects have involved the large-scale deployment of new technologies, IT outsourcing, and the development of rigorous transformation business cases, which have spanned a diverse portfolio of IT deals including cloud, SaaS, software, digital workplace services, data center outsourcing, enterprise networking, managed print and fintech services.

Ben has a deep understanding of the critical tasks required to develop and implement technology and procurement strategies, write tender documents, analyze baseline costs and inventory, model the Total Cost of Ownership of complex bids, and lead negotiations with suppliers. He combines meticulous analysis and preparation with a constructive, rather than adversarial, approach to negotiations to gain maximum benefit for clients. Ben has led the negotiations for some of the industry's largest and most complex enterprise IT transactions.

Ben also has particularly extensive experience and deep expertise in enterprise networking and telecom services and infrastructure, including network transport technologies, LAN, WAN, and security technologies and services, unified communications and contact center, wireless services, negotiating with Cisco and other network OEMs, and managed network services and outsourcing.

Ben became a TC2 consultant after serving in the London telecommunications sourcing group of the Deloitte consulting arm. At Deloitte, Ben specialized in telecommunications network sourcing and outsourcing projects, including \$100 million+ long-term telecom outsourcing deals for large UK companies. Ben holds a Master of Science in Physics from the Imperial College London University.

Education & Memberships

- Imperial College London University, M.S. Physics