



Ben Fox

Managing Director

bfox@techcaliber.com

Phone: 1582-462-126

Ben Fox is a Managing Director at TC2 based in London, UK. Ben specializes in leading complex, global telecom and IT procurement 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 and network services.

Crucial to Ben's work is his expertise in a range of network transport and related IT services, 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 business cases for the transformation of clients' network and IT services and technologies.

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 decade's largest and most complex enterprise telecom and IT transactions.

Ben also has extensive experience in global wireless services, including numerous U.S. wireless procurements, in-country and pan-European wireless deals, and global wireless procurements encompassing service in North America, EMEA, Asia Pacific and Latin America. Ben has also assisted large enterprises in assessing the potential benefits of managed mobility services on a global basis.

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

- Imperial College London University, M.S. Physics