



Brent Knight

Senior Consultant

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Brent Knight is a Senior Consultant at TC2 based in Raleigh, North Carolina, with over 25 years of experience in the IT services industry. He is a proven leader in executing global strategic sourcing initiatives and driving significant cost savings for his clients.

Brent has a deep focus in IT financial management and analysis and is responsible for leading the cost modeling and financial analysis for TC2's most complex engagements. He has in-depth knowledge of cloud computing, managed services and IT outsourcing, and network services. Brent's network sourcing expertise includes global Internet network solutions, legacy MPLS, IP Voice, UC solutions, and SD-WAN. Recent cloud work has included cloud business case development and analysis, cloud consumption cost modeling and forecasting, and CSP comparative pricing analysis and benchmarking.

Brent provides comprehensive sourcing support, ranging from benchmarking and business case development to TCO savings assessment and key commercial terms review and negotiation. He specializes in developing and managing complex scenario analysis models to accurately project financial impacts from various solution alternatives.

Recent projects include the procurement of cloud services for over 1,200 applications, a 650-site MPLS/DIA network that was competitively bid for refresh along with new SD-WAN service, and a 1,200-circuit global "Internet First" RFP along with SIP in North America and Europe. These procurements achieved savings of greater than 45% for our clients.

Brent's experience includes 20 years at Verizon where he served in senior offer management positions developing industry-leading proposals to acquire and maintain enterprise customers. Combining this experience with his years at TC2 provides an "insider" 360-degree perspective on the contract proposal and negotiation process. He understands the critical internal "deal team" processes that a carrier like Verizon utilizes and leverages this insight to help secure optimal financial and contractual solutions for TC2's customers.

Brent holds a Bachelor of Arts in Economics from the University of North Carolina – Chapel Hill and an MBA from the University of North Carolina – Chapel Hill.

Education & Memberships

- University of North Carolina at Chapel Hill, MBA
- University of North Carolina at Chapel Hill, B.A.