



Jack Deal

Managing Director

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Jack Deal is a Managing Director at TC2 based in Baltimore, Maryland. Jack has more than 30 years of leadership, negotiations, technical, and financial experience in the telecommunications and professional services industries.

Jack directs consulting engagements covering every phase of strategic sourcing for fixed line, wireless and managed equipment services, from developing the initial strategy through final negotiations. He specializes in complex multinational engagements that include leading carrier technologies such as MPLS, IP trunking, and large-bandwidth Ethernet access provided by global suppliers. Jack is also one of TC2's project leads for wireless services, and has extensive experience managing large-scale mobility sourcing initiatives for enterprise buyers.

Jack delivers value through both substantial cost reductions and improved business terms to clients in many industry sectors, including media and entertainment, financial services, manufacturing, transportation/logistics and retail. He utilizes his deep understanding of the services marketplace, suppliers and their capabilities, and successful sourcing strategies and processes to achieve both market-leading short-term results and competitive long-term advantage for TC2's enterprise clients.

As one of TC2's Managing Directors, Jack also oversees TC2's consulting and professional services practice, including new business development, expansion of existing client relationships, the delivery of customized, high-value results for clients, and review/quality control functions. He also has operational and customer satisfaction responsibilities.

Jack's prior experience includes sales leadership, management and finance positions at CenturyLink, AT&T, and PricewaterhouseCoopers. Jack holds a Bachelor of Science in Business Administration from West Virginia University and an MBA from Loyola University in Maryland. He is also a CPA.

Education

- Loyola College of Maryland, MBA
- West Virginia University, B.S.