



Joseph Schmidt

Director

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Joe Schmidt is a TC2 Director with broad global experience leading telecommunications and ICT projects for multinational clients. Joe started his career during a time of major change in the structure of the US telecommunications industry, and is adept at helping enterprises manage through the changes in industry players, technology, and corporate end-user behavior. He has been at the forefront in developing and implementing strategies for enterprise users that deliver leading-edge technologies and solutions with best-in-class pricing and commercial arrangements.

As one of TC2's senior global practitioners and mobile and unified communications practice leads, Joe has a deep understanding of the technology, service delivery, and pricing available from telecommunications and technology service providers from around the world. Joe has lived and worked in the US, United Kingdom, Hong Kong, Singapore, and Canada and experienced first-hand the evolution of mobile broadband services, unified communication solutions, SIP, SD-WAN and hybrid networks, and many other technologies, often in advance of supplier deployments in the US market. A key attribute of Joe's projects is his ability to infuse best practices and lessons learned from working with clients, service providers, and solutions on a global scale.

Joe works closely with TC2's global clients to develop and implement creative solutions that reduce costs, introduce new technologies and services, improve commercial arrangements, and put in place strong governance models. Recent projects include helping a global household brands company procure a worldwide managed Skype for Business with Enterprise Voice solution, negotiating global telecommunications contracts for a multinational consumer products company, and procuring mobile services in Latin America and Asia Pacific for a global healthcare company.

Prior to joining TC2 Joe worked for IBM Global Services, where he held senior-level networking positions; Deloitte Consulting, where he was a Senior Manager and head of the London UK Networking Practice; and Andersen, where he was a Director and original member of the Bandwidth Trading team.

Joe holds a Bachelor of Science in Finance and a minor in Economics from Northern Illinois University.

Education

- Northern Illinois University, B.S.