



## Larry York

### Executive Director

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**Larry York** is an Executive Director at TC2 who specializes in transformational change at large enterprises in an era of major transition to all-IP-based networks. Larry's extensive background at carriers, enterprise users, and more than 17 years consulting with some of the world's most recognized brand-name multinational companies enables these organizations to recognize major, ongoing cost advantages and permanently positions them to procure services from multiple vendors in IT network communications. Larry's clients also gain access to global best practices for cost reduction solutions with market-leading commercial arrangements.

Based in Minneapolis, Larry leverages core skills in benchmarking, rate reviews and global procurements. He utilizes insider experience managing large negotiations at two of the three largest U.S. telecom suppliers to develop business case support required by account teams to obtain "leading edge" proposal support from supplier executive management. Larry then works with customers to maximize the ROI for customer negotiations, with particular attention to managing internal and external communications during projects. These results yield maximum results in everything from straight transport to the entire range of managed services and outsourcing deals, IP networking transitions, and full UC&C strategy and solution development.

Among Larry's many specific achievements, he led strategy development and negotiations for an RFP worth \$250 million, resulting in a major healthcare provider's managed equipment outsourcing agreement with a major carrier. Larry also successfully negotiated a global telecommunications contract for a name-brand consumer products company, providing for risk-free migration to another carrier and saving \$30 million over the contract term. And he developed a strategy for a major retailer to exit a consortium and enter into a stand-alone agreement providing more contract flexibility and over \$14 million in additional savings.

Before coming to TC2, Larry held key managerial, deal liaison, and negotiating positions for Verizon and Sprint, and he was an audit officer for Wachovia Bank of Georgia and for Price Waterhouse. Larry holds a Bachelor of Science in Business Administration from the University of Arizona with a double major in accounting and finance.

## Education

- University of Arizona, B.S.