



## Mark Sheard

### Managing Director of TC2 UK

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**Mark Sheard** is Managing Director of TC2 UK. Based in London but working globally, he has a successful track record of delivering benefit from multi-million dollar programs. On deals ranging from a few hundred thousand to hundreds of millions of dollars, Mark is recognized for his innovative thinking and ability to assess commercial situations and develop solutions in the client's interest. The results are typically 6-, 7- or 8-figure annual savings and enhanced services. An exceptional negotiator, he extracts maximum benefit for the client through leveraging his technical and commercial insight, detailed commercial modeling and analysis, clarity in requirements development, and a constructive yet determined approach to finalizing a deal.

With over 30 years working experience in networking and information systems, Mark is intimately familiar with all the key elements of telecommunications and managed services procurement. Mark is frequently called upon for his expertise in complex multi-region or global deals. Very much hands on, Mark operates comfortably whether briefing executives, or undertaking detailed analysis, drafting or planning. Specialist focus areas include: business case assessment and development; mobile/wireless services; Internet transport services and SD-WAN, and "Internet first" strategies; networking for Cloud; and managed services and transformation initiatives.

Previously, Mark led the inter-networking team within Deloitte Consulting specializing in strategic sourcing of telecommunications and IT services. Mark was a board Director of a mobile services installation company, where he led all major deal negotiations and implementation projects. As a senior officer, Mark had a successful career in the Royal Air Force (RAF) including acting as the RAF's telecommunications authority and key member of the execution team during a period of major outsourcing initiatives.

Mark has a Master of Science in Telecommunications and Information Systems, an MBA with Strategy Distinction, as well as a Bachelor of Science in Electrical and Electronic Engineering.

## Education

- Open University, MBA

- University of Essex, M.S.
- Manchester University, B.S.