



Patricia Gilpatrick

Director

pgilpatrick@techcaliber.com

Phone: 410-667-4665

Pat Gilpatrick is a Director at TC2 based in the Baltimore/Washington DC area. A member of TC2 since its founding in 2000, Pat has over 30 years of direct telecommunications experience, and specializes in leading global procurement efforts for multinational enterprises for both core telecom services and managed equipment requirements. Many of these projects have resulted in tens of millions of dollars in savings on an annualized basis.

Pat brings long previous experience at AT&T in various customer-facing roles to her work at TC2. She is able to leverage her insider experience in representing enterprise clients to conduct successful carrier negotiations. In particular, Pat's keen understanding of a carrier account team's drivers to provide leading-edge offers from their management helps to shape and inform a solid business case for her clients' requirements. Her collaborative style then positions her clients to optimize their telecom investment over the long term, with a great deal of her engagements resulting from repeat business.

Pat has managed some of TC2's largest projects, recently concluding a major competitive procurement for a Fortune 100 manufacturer that resulted in over \$18 million in annualized savings. These savings emerged from a technological migration to global MPLS services plus a vendor migration of managed equipment services for both data and telephony platforms. Other projects have included global procurement RFPs for major financial institution (voice, wireless and data services), a global consumer products company (global managed data, telephony, video, and core transport services), various benchmarking initiatives, and in-term rate review negotiations.

Pat's tenure at AT&T included sales management and global account responsibilities, where she was consistently recognized for her strong relational abilities and technical depth. Her final role prior to joining TechCaliber was as an offer manager in support of AT&T's largest financial clients based in New York City. Her responsibilities included the negotiation of pricing and service bundles for these clients in support of the Global Account sector, all conducted in highly competitive environments.

Pat holds a B.S. in Business Administration from the University of Tennessee and a M.B.A. from the University of California at Berkeley.

Education

- University of California at Berkeley, MBA
- University of Tennessee, B.S.