



# Theresa Knutson

## Practice Director

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**Theresa Knutson** is a Practice Director based in Des Moines, Iowa, with over 30 years of finance and ICT experience, and leads TC2's IT Cost Management practice.

In her role leading TC2's IT Cost Management practice, Theresa leads a wide range of projects, including contract compliance, audit and optimization projects, competitive procurements for TEM services, and implementation of TEM solutions and reviews of enterprises' financial processes for telecommunications and IT-related spend. Theresa also provides TC2's clients with financial expertise over a broad range of areas including accounting, forecasting, accruals, and reporting, as well as coverage for companies that have vacancies in key positions or where incremental expertise is required to support, or to train, existing personnel.

Theresa has a deep understanding of the critical tasks required to implement contracts once deals are completed and often works with clients post-transaction to ensure that the value of the deal is delivered on a timely basis. This post-transaction support includes audit services, optimization and cost savings reviews, and implementation of ICT reporting services, including improvements in telecom expense management, whether done internally or externally through a third-party provider. Her capability to "audit the auditor" is extremely valuable to enterprises that rely solely on a TEM provider to audit their telecom invoices. Theresa also specializes in the audit and verification of complex contractual credits and rebates to ensure that her clients receive the maximum value from these elements in the underlying supplier contracts, including advice on how to maximize credits to deliver the highest level of regulatory and tax savings.

In all these services, Theresa's primary focus is to deliver immediate tactical savings while also positioning clients with a long-term competitive ICT strategy that continually delivers incremental savings. On all projects, she works closely with her clients to make sure they have the training and skills necessary to closely manage and monitor their telecom spend.

Theresa's prior experience includes leadership positions in audit at KPMG Peat Marwick in Atlanta and as leader of Gateway Computer's global networking group where she was recognized as a hands-on leader with exceptional ability to identify and implement cost-saving measures across a wide span of transport, maintenance and outsourcing spend. Theresa holds a Bachelor of Accountancy degree from the University of North Dakota and is a CPA.

## Education & Memberships

- University of North Dakota, B.A.