

MICHAEL BEACH

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Business Operations executive with a track record of managing, monitoring and auditing cost payments, achieving cost reductions, negotiating supplier contracts and recovering over-payments within highly complex, technology driven, service provider environments. In-depth knowledge of intricacies of regulatory requirements, tariff provisions, and application of contract law terms and conditions necessary to launch new products and open new markets. Extensive experience as an expert witness and lobbyist with ability to condense complex details at high level and explain them to others. Bankruptcy recovery experience.

HighTide Partners

2008 - present

Business operations consulting firm and outsourced resource provider.

BUSINESS OPERATIONS CONSULTANT

Outside resource to technology driven service providers offering strategic guidance and tactical project implementation in the management and reduction of operations costs to improve efficiency and profitability. Target clients include those in telecommunications, energy/power, and medical industries; particularly those transforming from regulated to highly competitive business models. Capabilities are particularly valuable for joint ventures, mergers, acquisitions, integrations, bankruptcies, and other events requiring unique expertise.

Verizon

2006 - 2008

Global communications service provider.

EXECUTIVE DIRECTOR, BUSINESS OPERATIONS COST MANAGEMENT

Appointed to integrate, consolidate, manage, reduce, audit, dispute and resolve \$7 billion payments to global, third-party alliance partners and outsourced providers for merged MCI and Verizon operations. Initiated project to replace multiple legacy auditing systems creating a modular, end-to-end system capable of integrating third-party applications. Reporting to VP - Alliance Cost Management and member of the Global Network Operations group, managed a team of 200.

- Team leader in reducing cost by \$1.5 billion via technology initiatives from \$7 billion annual spend.
- Saved \$240 million via merger synergy consolidations and process improvements.
- Initiated new audit system to save \$25 million operating costs and \$18 million through improved audit and use of cost data for business intelligence.

MCI

2003 - 2006

Global competitive communications service provider.

VICE PRESIDENT, VENDOR MANAGEMENT

Responsible for cost management, business relations, supplier settlements, customer support and leading multi-billion dollar negotiations. Managed both small and large, geographically dispersed U.S. and international teams. Combining knowledge of the regulatory environment and technology, uncovered revenue generating or cost avoidance opportunities. Expert witness and regulatory lobbyist. Negotiated commercial contracts with Bell companies to continue local service when appeals court changed regulatory obligations. State regulatory testimony supporting Verizon merger.

- Exceeded \$100 million annual vendor savings objectives.
- Saved \$8 million via multiple outsourced 3rd-party cost audits.
- Expert testimony supported state merger approval with limited conditions.

MCI WorldCom

1998 - 2003

Global voice, data and Internet communications service provider.

VICE PRESIDENT, CARRIER MANAGEMENT

Responsible for carrier supplier relations, all local interconnect and service contract negotiation, vendor audit and payment, and local market expansion for western half of the U.S. Role expanded in 2001 to include all US, Europe and Asia. Negotiated resolution of \$7 billion in vendor claims for MCI emergence from bankruptcy.

- Launched new regional organization that grew local revenue to \$800 million in 24 months.

MCI

1974 - 1997

Competitive telecommunications service provider.

VICE PRESIDENT, LOCAL MARKETS, 1996-1997

Directed local interconnect negotiations and state arbitrations with all Bell companies resulting in service contracts necessary to compete for local service. Coordinated company position on contract terms and conditions between diverse internal stakeholders.

DIRECTOR, TELCO COST, 1989 – 1995

Managed vendor and cost management organization for US region delivering savings up to \$95 million annually. Negotiated interconnection agreements for joint venture in New Zealand and Australia enabling first long distance competition in those countries.

OPERATIONS DIRECTOR, 1985-1988

Organized and directed 14-state operations team responsible for long distance network and service installation, maintenance and customer support.

DIRECTOR, STATE POLICY, 1981-1984

Created first state policy organization responsible for US regulatory and legislative action and secured 21 state certificates allowing MCI compete with AT&T for intrastate long distance services. Consulted with carriers from England, New Zealand, Australia, Japan and Canada regarding emerging competition, deregulation and requirements for equal access. Supported U.S. Department of Justice in antitrust action and AT&T divestiture.

DIRECTOR, OPERATIONS SUPPORT, 1979-1981

Developed and directed first technical training group, national account technical support team, and long distance network management center.

OPERATIONS MANAGER, 1974-1979

Responsible for installation and maintenance of customer voice and data services in Missouri and Texas. National Accounts Manager for American, Braniff and TWA airlines.

Education:

Executive Seminar, Owen Graduate School of Management, Vanderbilt University
Bachelor of Science, Business Administration, University of Phoenix

Other:

US Air Force, Telecommunication Systems Controller 1969-1973