

Tyrone Griggs

1106 Oak Knoll Terrace, Rockville, MD. 20850

Cell: (847)-226-8653, t09griggs@gmail.com

PROFILE

I have been a leader in the IT marketplace for over 20 years. In this timeframe, I have developed unique IT and sourcing strategies for clients in the insurance, retail, public utilities, and financial marketplaces. I have performed roles of technical client sales, network engineering consulting, executive account management, and Technical Solution Management for Strategic Outsourcing clients. I have just completed a 20 month consulting assignment with the Colgate-Palmolive Corporation, for the management of their global Telecom procurement services. In that role, I successfully negotiated global contracts with Cisco Systems, Vodafone, Telefonica, Verizon Business, PCCW and Telstra. Over my career I have worked closely with corporate IT executives, directors, and managers to deliver the required objectives for their IT organizations, as well as their overall corporations.

Procurement Experience and Sourcing History

I have had a 20 plus year history leading and negotiating large complex sourcing agreements. In the four years that I spent in the Strategic Outsourcing business, I was successful in negotiating the infrastructure contracts for Lenovo. I completed software and hardware agreements for their Cisco System contracts, their Avaya platform agreements, and their application licenses for their IBM Lotus/NOTES and SAP systems. I have developed both corporate IT infrastructure and procurement sourcing strategies across a large cross section of business enterprises. I have worked with many industry leading corporations in the banking, finance, insurance, engineering, and medical and product services marketplace. I have been successful in understanding the corporations critical business initiatives and mapping both the IT and sourcing strategy to meet the overall objectives.

I have been responsible over my 20 year career of both strategic development and planning, as well as the implementation of these enterprise-wide plans that delivered both marketplace competitiveness and financial savings for the corporation.

I have lead large complex global and regional sourcing opportunities with major corporations that were leading edge technology products, applications, and services. I successfully negotiated global, regional, and country contracts for all aspects of IT services. I have been responsible for all aspects of the procurement life cycle. I also provided customers with consultative services that provided them with an enterprise-wide transformation strategy, as well as an annual financial savings roadmap.

Lenovo

I lead the global team that established the first Lenovo global infrastructure enterprise in 2006. This groundbreaking initiative enabled Lenovo to launch their new PC Product and Services business to the world marketplace. The new Lenovo global infrastructure consisted of a mega data center in Beijing, China, an integrated global Server platform, along with their SAP and Lotus/Notes application services. I successfully sourced and negotiated all contracts, such as their the global data network, their server and network LAN equipment, as well as their infrastructure software licenses for Cisco, Avaya, Lotus/NOTES and SAP.

Allstate Insurance

I successfully lead the team that sourced the first US wide Frame Relay transport network for the Allstate Agency business in 1992. Throughout the 18 year career that I directed the infrastructure strategy and design services, as well as all global hardware, software, and Telecommunication sourcing for the Allstate account. I successfully negotiated the sourcing agreements that delivered annual savings to Allstate for their IT data center infrastructure, Desktop platforms, and their US and global transport infrastructure.

I provided Allstate Insurance with data center design and implementation services throughout my 18 year tenure. This resulted in the successful deployment of Allstate's global mega data centers, which was an annual spend of \$300M to \$500M of server and application services with Suppliers such as IBM, Sun, Cisco, and Oracle.

CAREER HISTORY

1984 to 2009: IBM Corporation

2008 to 2009:

Strategy and Sourcing - IBM Business Transformation Outsourcing

I recently completed a successful assignment managing the global Telecommunication sourcing services for the Colgate-Palmolive Corporation. I was responsible for leading the negotiation on all global contracts and emerging technology initiatives, which included contract leasing agreement, regional and country agreements for equipment and software licensing. I have assisted in the developed a global procurement strategy for Colgate-Palmolive that is based upon a 5 year roadmap. This global strategy will enable Colgate to fully enable their converged communication infrastructure that will integrate all of their strategic Suppliers, such as Verizon Business, Cisco, IBM, and SAP.

Key procurement sourcing accomplishments that were implemented at Colgate:

- Successfully built regional & country supply chain processes
- Established global strategic partnerships with key Suppliers
- Created synergies between IT, procurement, finance and legal

2003 to 2007:

Consultant Technical Solution Manager - IBM Global Services IT Outsourcing

Responsible for the complete technical design and sourcing of US and global based outsourcing solutions that were sold to customers across all industries and marketplaces. In the four years as a Consulting Technical Solution Manager, I have successfully sold networking and IT infrastructure services, as well as provided consulting services that focused on global converged communication services, specializing in Contact Center infrastructure transformations, data center consolidations, and application services initiatives. I was successful in delivering value-added services across a vast section of industry leading corporations:

- Banking and financial institutions
- Insurance services corporations
- Engineering corporations
- Consumer Products corporations
- Retail services corporations
- Hospital and Medical corporations

1984 to 2003:

Allstate Insurance Company – IBM Global Services IT Outsourcing

I supported the Allstate Account for about 18 years, supporting their entire US and global business enterprise. I performed several roles over the 18 year career at Allstate which resulted in the successful sale of \$150M in annual revenue for Network, Mainframe, Application and infrastructure services.

- Delivered quarterly CIO/Executives IT & technology briefings
- Strategy planning for IT infrastructure services
- Developed a competitive sourcing strategy & roadmap
- Lead engineering design & development of product services
- Executive accountability of IT financial spend and savings
- Managed a diverse team of technical and financial professionals
- Account Delivery Management
- Project and Implementation Management
- Network Engineering Design & Consulting

PROFESSIONAL EDUCATION

1981, B.S. Degree in Mathematics and Computer Science

Central State University, Wilberforce, Ohio

1981, IT and Network Infrastructure Sales and Consulting Certification Program

Sperry Univac Corporation, Minneapolis, MN