



Colin Brooks – Managing Director Consulting and Services

Currently Managing Director of Consulting and Services with Hot Telecom, Colin is also an Associate Partner at Value Partners Management Consulting.

He has over 30 years of global experience in the telecoms industry, conducting business in more than 60 countries worldwide. Previously Colin was CEO of BT Telconsult with global responsibility for all BT Telco consulting engagements, along with the development and delivery of Telco based managed services and outsource contracts.

Colin's experience ranges across managing customer service organisations, mergers and acquisitions, joint venture management and advising and assisting telecoms companies in the development of their business through strategic consulting, long term operational engagements and managed service solutions.

Colin Brooks' Selected Experience

HOT TELECOM – Managing Director Consulting and Services

- Appointed to grow and develop the consulting and managed services business.
- Derives and sets strategy, identifies market requirements, develops propositions and services and takes them rapidly to clients with principal focus on emerging markets.
- Responsible for client relationships, sales and delivery of all consulting and managed services.

Value Partners Management Consulting – Associate Partner

- Works alongside Partners and senior regional management to identify and develop sales opportunities, advise on scope and contract negotiations and play an active role in steering the delivery of projects.
- Maintains and leverages long term C-level relationships in the Telco segment, whilst introducing and facilitating new relationships and business growth.

BT Telconsult Ltd (UK) - CEO and Chairman

- Appointed to the Board of Directors of BT Telconsult and nominated as Chairman in 2010.
- Converged consulting and managed/outsource services into one cohesive business unit, realising long term sustainable business growth with a US\$250 million pipeline.
- Leading on major sales initiatives at board level, maintaining a hands-on leadership approach.
- Developed partnership programs with clients at holding company level leading to new business across asset portfolio.
- Reduced central operating costs by 20%, whilst maintaining revenue growth to exceed budget.
- Launched major recruitment drive to enhance service capabilities in MEA, APAC, CEE and LATAM.
- Member of the BT Global Professional Services Leadership Team.



BT Telconsult Ltd (UK) – General Manager

- Re-opened BT's overseas telecom consultancy business, growing annual revenues from zero to US\$30 million in emerging markets within 5 years.
- Received BT Global Services Award for excellence in recognition of Oger/Turk Telecom deal and relationship. A project worth in excess of US\$35 million.
- Personal hands-on leadership of all business and client activities to ensure successful start-up.
- Developed board level relationships in Asia and the MEA, leading the negotiations and taking management responsibility for the delivery of several multi-million dollar consulting contracts in these geographies.
- Established regional business units in Asia, MEA, Europe and the Americas to grow local presence and long term sustainable business.
- Developed practices and service specialisms ensuring high calibre expertise in all client deliverables.

Acquisition Director - Asia Pacific

- Led the multidisciplinary team responsible for the successful implementation of BT's strategic alliances and joint venture companies across the Asia-Pacific region.
- Working as part of the Mergers and Acquisition teams on all BT joint venture acquisitions in Asia ensuring that financially sound and deliverable deals were negotiated.
- Implemented all legal, commercial, financial and operational clauses agreed in the alliances' shareholder agreements, ensuring the successful implementation of BT's Asian alliances worth in excess of US\$2 billion.
- Managed ongoing support initiatives to BT's Asian ventures, improving operational and commercial performance in line with each company's business plans. Principal focus on JV companies in India, Korea, Hong Kong, Malaysia, Singapore, New Zealand.
- Managed and reported on JV performance and value indicators feeding directly into BT Group scorecard (share price affecting).