

Cameron Sowder

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Summary

Proven Consultant and Expert Witness in Telecommunications and related Technologies. Accomplished 25+ year career successfully working across management elements of telecom, including invoice processing and payments, inventory and asset details, contract negotiation and loading, rate plan analysis, audit and optimization, vendor management, reporting, mobile device setup, deployment, administration, sales, and policy management. Unique background includes working from all perspectives with enterprises, telecom carriers, technology vendors, and telecom management providers. Developed TEM and MDM programs for AT&T and Sprint as well as several TEM/MDM suppliers. Expertise includes Mobile Device Management (MDM), Enterprise Mobility Management (EMM), Machine to Machine (M2M), and Technology Project Management (TPM). Expert witness in telecom/TEM and mobility/wireless related cases. Telephony and IT/IS/ICT experience includes SDLC, ERP, CRM, security, finance, cloud, and general management. Consistently ranked at the top of telecom expert witness and telecom management searches.

Experience

SowderCom – Telecom Consultant & Expert Witness
March 2004 – Present

Independent Consultant and Expert Witness specializing in Telecom Management and Mobile Management projects, research, delivery, sourcing, sales, implementation, operations, staffing, and auditing. Former Board Director of the Telecom Expense Management Industry Association. Expert witness in 30 cases. Select clients/projects listed below:

State of California – Expert Witness with large prestigious NY law firm for client State of CA in multiple cases involving the largest American wireless carriers. Nine months' worth of work involving data gathering, historical research, contract and billing comparisons, sales tactics and contract negotiations, rate plan implementations and optimizations, and savings analyses comparing what was sold and contracted to what was actually billed. Settled as a direct result of our work.

Cisco Systems – Consultant in all aspects of global 30 person TEM team for Fortune 20 company. Managed TEM vendor and all invoice and inventory processes and details. Managed MDM vendor as well as administration of remote device policies including configuring, locking, and wiping mobile devices such as smartphones, tablets, scanners, fleet management GPS and internet devices, and others. Coordinated responsibilities for telecom invoices, inventory, contracts, vendors, disputes, payments, and reporting. Worked with internal clients and external carriers to ensure invoices are processed correctly with proper financial cost allocations and audits through the lifecycle to payments.

AT&T – Telecom Expense Manager / Telecom Project Manager
January 1997 – March 2004

Responsible for providing complete resolutions to the largest telecommunications customers in the world. Created and managed AT&T's first TEM offerings. Liaison between AT&T and top clients. Utilized advanced skills and knowledge in each department to resolve the most complex of customer issues. Provided resources and answers to meet all necessary business objectives. Supported several teams of representatives in a call center environment. Developed grass-roots customer information and VOIP systems. Met with necessary agencies for compliance audits and FCC/PUC regulatory needs. Created financial presentations and strategies for executives on both sides. Youngest manager in entire division

Education & Certification

Walden University
Doctorate in Technology Entrepreneurship (In Progress)

Keller Graduate School of Management
Masters in Network & Communications Management

DeVry University
Bachelors in Technical Management

AOTMP
Certified Platinum Telecom / Mobility / IT Professional