



JOE O'NEILL
Principal

Joe O'Neill founded the company in 1991, O'Neill has worked with an impressive roster of blue-chip corporations, industry trade associations, and public sector clients on a wide range of issues, including tax policy, health care, defense, financial services, telecommunications, and energy.

O'Neill, a veteran of Capitol Hill and national politics, served from 1985 to 1991 as president of the National Retail Federation (NRF), one of the country's largest industry trade associations. In that position, he served as the industry's top legislative strategist and chief advisor on all international trade negotiations. During that period, O'Neill led numerous trade delegations to Europe during the Uruguay Round of the General Agreement on Tariffs and Trade.

O'Neill served on the staff of former U.S. Senator and Chairman of the Finance Committee Lloyd Bentsen (D-TX) for twelve years, first in Austin, Texas, and later moving to Washington in 1980 as Chief of Staff. In the summer of 1988, he took a leave of absence from his post at the Retail Federation to serve as Bentsen's campaign manager and Chief of Staff for the Vice Presidential campaign. In November 1992, Treasury Secretary-designate Bentsen again tapped O'Neill to fulfill a similar role, asking him to head the Treasury Department's transition team for the Clinton-Gore Administration.

O'Neill received his Bachelor of Arts degree in Government from Harvard College and his Masters in Public Affairs from the Lyndon B. Johnson School at The University of Texas at Austin. O'Neill has served on a variety of corporate boards, including serving as lead director for Dallas based Affiliated Computer Services prior to its acquisition by Xerox for \$6.4 billion in 2009. O'Neill also served on the board of Houston based T-Rex Services prior to its acquisition in 2014 and as Vice-chair of Supplemental Health Care prior to its acquisition by the private equity firm Vistria in 2015. He serves as Chairman of the Advisory Board for the LBJ School and was named The University of Texas Graduate Schools' Outstanding Alumnus for 2016.