

# Ian Sutcliffe

Partner at Sutcliffe & Associates, Management Consultants

Markham, ON, CA

Highly rated business speaker and entrepreneur who connects strategy to execution

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## Biography

Profile Serial entrepreneur leading 4 successful start-ups from inception to exit. Business expert in governance, sales, marketing, finance, technology and operational experience. Professional Strengths & Experience ? Exceptional speaker on how to get things done in business. ? Proven leader with ability to turn challenge and complexity into vision and direction ? Turnaround and performance improvement experience leading 4 companies ? Results oriented with consistent methodology in strategic planning, establishing direction, setting objectives, monitoring progress and measuring results ? Multinational experience in Canada, USA and Europe; some in Asia ? Experienced in US and Canadian public and private equity market financing, ? Experienced with large M&A transactions, business partnerships and channel strategies ? Team builder - Proven track record in hiring, training, motivating and developing employees ? Experienced as a board member and governing large programs ? Deep experience in all areas of technology enabled, outsourcing and online industry businesses Leadership Summary Sutcliffe & Associates, Management Consultants ? Partner (1985 to Present) Symcor - M&A Executive (2008 - 2009) - Program Executive (2006 to 2008) Champion Solutions Group - President, Managed Services (2004 to 2006) BCS Global - Vice Chairman and CEO (2003 to 2004) BluePoint Data - Chairman (2001 to 2006) - CEO (2001 to 2002) Mediconsult.com - CEO - (2000 - 2001) - President (1995 to 2000) IBM Canada - Consultant in Residence (1992 to 1995) BDO Dunwoody - SVP Management Consulting 1988 to 1992) Sutcliffe & Associates Management Consultants - Partner (2009 to Present) - Partner (1985 to 1998) Coopers & Lybrand - Senior Manager - IT Consulting (1983 to 1985) - Manager - Computer Audit (1979 to 1983) Board Activities - Bluepoint - Director - IBM Canada Advisory Board - Numerous private & public boards Education - B. comm - CA - CISA - Harvard Business School Board Governance

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## Availability

Keynote, Workshop

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## Industry Expertise

Internet, Corporate Leadership, Health Care - Services, Financial Services, Social Media, Information Technology and Services

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## Areas of Expertise

Service Quality - Driving Satisfaction & Profitability, Web 2.0 Strategies and Tactics That Work, Linking Social Media and Profitability, Effective Relationship Marketing for Technology Companies, Marketing Performance - Be Where the Customer Is, 7 Criteria for Successful Start Up Financing, Selling Services From the Bottom Up

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## **Affiliations**

Arbutus Club, The Olive Branch Church, Vancouver Club, PriceWaterhouseCoopers Alumni Association, Institute Of Chartered Accountants, COPA - Canadian Owners & Pilots Association, SOSA Soaring Association of Southern Ontario, Belvedere Flying Club

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## **Education**

### **Institute of internal Auditors**

CISA - Certified Information Systems Auditor Computer Security and Audit

### **University of British Columbia**

B.Comm Marketing and Finance

### **Harvard Business School**

Executive Program Completion Board Governance

### **Institute of Chartered Accountants of BC**

Chartered Accountant Audit, Taxation and Accounting

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## **Accomplishments**

**Diamond Pin - 500 Kilometer Out and Return - FAI - Soaring**

**Diamond Goal - 500 Kilometer Out and Return - FAI - Soaring**

**Gold Altitude - 3,000 Meters - FAI - Soaring**

**Silver Distance - 50 km Out - FAI - Soaring**

- Silver Altitude - 1,000 meters - Silver Duration - 5 hours - Diamond Goal - 300 km

**Gold Distance - 300 Kilometer Triangle - FAI - Soaring**

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