



Consulting Professional #64

Project Manager & Sr. Business Analyst

Consulting Professional #64 is an electrical engineer who has over 18 years of telecommunications industry experience with Telus (formerly AGT). In addition to their technical background, they are extremely proficient at building financial models that accurately capture and represent costs and revenues for an IXC company. During their career, this telecom professional has led many important network planning initiatives and developed various Activity Based Costing models and financial forecasts, in addition to having done vast amounts of market research on the financial health of the IXC market in Canada. With their background and experience, this consultant will make a significant contribution to any client's business process optimization project.

This individual enhanced their analytical thinking skills as a Network Engineer in their early years at Telus where they costed, scheduled and performed least cost option analyses for many network builds. They were promoted to Senior Engineer where they led a team in producing and authoring the first-ever Switching Fundamental Plan for Telus' long-range objectives. As a Senior Network Specialist, this SME developed switching unit costs, performed incremental cost studies for new service regulatory filings, including: Universal Voice Mail; Access Plus business case (for a Mobility subsidiary), Advanced Intelligent Networks service costs, and IXC long-distance voice contributions.

As a Financial Advisor, this individual has worked on several different, but equally important projects starting with the bid preparation and financial impact to Telus for the Government of Alberta Telecommunication Privatization. They next facilitated the development of the management decision framework for Network Services with respect to the company's overall development of an Activity Based Costing Methodology. Their financial modeling capabilities were further tested while leading various sub-teams in performing asset allocation, reclassification and valuation for a reorganization of the Data services business into Telco divisions (line of business). During all of these projects this consulting candidate displayed a keen eye for details while maintaining an appreciation for the "big picture" corporate strategy pursuit.

Most recently, this consultant has been a member of a team tasked with recommending a strategy and implementation plan to grow company revenue and redefine the network strategy. As a result, they have been actively involved in analyzing investment strategies in the overall ICT sector (North American; IPO, M&A and venture capital). They have also been busy determining network capital growth spending requirements and benchmarking against other telcos.

For clients engaged in projects involving network planning, network design, service design and testing, service costing, economic modeling, depreciation, and strategy/corporate financial forecasting, this professional's experience would be a definite asset. A team player that openly shares their knowledge and thought-processes with others, this member of our consulting team makes an excellent addition to any client engagement. A Canadian citizen, this consultant is a resident of Alberta and reports out of our Calgary, Canada office.

Core Competencies:

- ◆ Business Architecture / Strategic Planning
- ◆ Organizational Change Management
- ◆ 18+ years Telecom Subject Matter Expertise

Telecom Industry Disciplines:

- ◆ Service Activation / Order Management
- ◆ Network Operations / Maintenance / Engineering
- ◆ Finance / Decision Support
- ◆ Regulatory / Audits

Telecom Market Experience:

	USA	CANADA
ILEC/RBOC/PPT	☒	☒
IXC	☒	☒
CAP	☒	☒

Technology Experience:

- ◆ Desktop Applications: MS Office, Lotus Notes
- ◆ Operating Systems: Windows, Mac/OS, MS-DOS

Academic and Industry Accreditation:

- ◆ Bachelor of Science in Electrical Engineering, University of Alberta, Canada, 1981