

**Henry Dortmundans** has 35+ years of experience as a consultant and executive in information and communications technology management. He is a customer-focused leader who has helped over 300 organizations achieve success with complex issues.

- ❑ Results-oriented with extensive depth and breadth of experience: advisory services; executive leadership; management roles
- ❑ Known as an innovative problem solver and an excellent communicator with vast knowledge, credibility, and true commitment
- ❑ Successful track record of forging long-term relationships with customers and suppliers, leading to significant business results
- ❑ Experienced in helping organizations solve problems and make better decisions by working with an extensive network
- ❑ Trusted, responsible, and inquisitive adviser. Delivers results, on time and on budget, with the highest degree of integrity.

### **Career**

- Principal Consultant, HenryDortmansAssociates
- President, AngusDortmansAssociates
- VP Managed Services, TSB International
- Director, Angus TeleManagement Group
- Senior Consultant, KPMG
- Manager Telecommunications & IT, General Foods (Kraft Heinz)
- Manager, Bell Canada

### **Education**

- MBA  
York University
- Bachelor of Commerce (Honours)  
Queen's University

### **Representative Accomplishments**

- Developed strategic plans and road maps— systems & networks, organization, customer service, management—for CXOs in a wide variety of organizations across Canada
- Led and/or assisted programs and projects, including: vendor selection, managed services, cost reviews, innovative technology, surveys, RFPs, proposal evaluations, start-up programs including 211 Ontario, 311 Halton
- Conducted process reviews and assessments that saved millions of dollars
- Implemented new business development processes that increased revenue and profits significantly
- Negotiated complex buyer-supplier agreements
- Evaluated and implemented communications technology 'firsts'
- Helped plan and manage successful implementations of systems, networks, and cloud services
- Delivered presentations including a six-city, cross-Canada keynote on hosted services
- Developed, chaired, and/or presented at major industry conferences in Canada and the U.S.
- Serves on a variety of industry and community advisory boards

**Professional Services ■ Relationship Management ■ Thought Leadership**