



Glenn Mowat

Glenn is a recognized technology business leader having Contributed to initial formation of Cisco Systems channel Partner Program and then lead the Channel Program in Canada for Cisco Systems.

In CEO and COO roles, Glenn has led several IT related companies. With his unique approach, he has continuously created successful environments with very successful results.

BIO

Glenn is a multi-disciplinary visionary and senior executive who demonstrates success through achievement professionally and personally. He is a leader with diverse capabilities, able to compete and win in highly competitive industries. He has been in senior roles as the President and COO in small and medium sized companies as well as a number of senior roles in Fortune 500 companies.

Glenn's passion is helping small to medium sized companies that have a great BHAG grow rapidly through the use of his 'hyper growth' strategies. His sweet spot is consulting and working with privately held companies that are well capitalized and that have revenues from \$5M to \$100M. He has a unique 9 points approach to both execute and operate with excellence through the implementation and operation of the growth strategies. He is known for creating an environment and culture of excellence.

Glenn's background includes several years helping smaller companies achieve rapid growth. He has also spent time with Rogers Communications, Cisco Systems and General Electric. He has excellent knowledge of all aspects of business as well as the use of technology in the ever changing business environment.

Major Professional Highlights

- ▶ Created unique '9 Points' approach to business growth 25+ years ago that is the foundation to rapid, sustainable and profitable growth
- ▶ Created and helped implement unique growth and excellence strategies for several companies in current role of consulting
- ▶ Implemented and executed several growth strategies for a Cisco technology and systems integrator seeing revenue growth of over 500%+ in just over 4 years
- ▶ Created new sales coverage model for Rogers Communications that in first year produced 10%+ growth in Central Canada
- ▶ Contributed to initial formation of Cisco Systems world renowned Channel Partner Program
- ▶ Started Channel Program in Canada for Cisco Systems
- ▶ Developed unique partner agreements with several large hardware and software companies to encourage mutually beneficial growth

About Glenn...

Glenn enjoys boating, golf, travelling, working out and reading. Glenn typically reads biographies of successful entrepreneurs, business leaders, new business concepts and health related books and magazines.

Glenn lives in Ontario, Canada with his wife. He has two married daughters, two adorable granddaughters and one son left at home.

Glenn is a marriage crisis coach in his spare time.