



## CECIL F. SHEWCHUK

### PROFESSIONAL PROFILE

Performance-driven **Entrepreneur** with a demonstrated successful record of creating value growing global technology businesses with a focus on software products and industrial applications. Skilled at developing and executing winning business tactics and strategies. Significant technology experience in software development and industrial applications. Demonstrated leadership and team-building skills, coupled with the ability to manage international customer relationships and deliver value. Focused, hard-working executive with a strong desire to achieve outstanding results.

### PROFESSIONAL EXPERIENCE

#### PRINCIPAL, SHEWCHUK CONSULTING, LONDON, ON

1996 to Present

Provide consulting services to global technology companies in the areas of business planning, technology and product development and strategy, sales and marketing strategy, and implementation strategy.

##### *Highlights and Achievements:*

- Successfully delivered numerous confidential consulting engagements to small and large technology companies world-wide.
- Clients include ABB (USA), HyproTech (Calgary), AspenTech (USA, UK), Honeywell (USA), KBC (UK), Malibu Engineering & Software (Calgary), Millennium Chemicals (USA), Production Access (USA), Shell Global Solutions (Netherlands), WorleyParsons (Toronto), Royal Bank of Canada (London), Scientific Conservation (USA) and Syncrude (Ft. McMurray).

#### CHIEF EXECUTIVE OFFICER, DECISION DYNAMICS TECHNOLOGY, CALGARY, AB

2004 to 2006

Executive management of a TSX-V public company (DDY) providing business process automation software solutions to the process industries. Targeted the Energy Sector (Oil & Gas and Power Generation) market.

##### *Highlights and Achievements:*

- Acquired Malibu Engineering & Software (Calgary, AB) and Time Industrial (Edmonton, AB) and merged through a reverse take-over with LOR Capital (Montreal, PQ) to create Decision Dynamics Technology. Listed on the TSX-V exchange, issued a public offering raising \$8.5M (new equity) and negotiated a private placement for \$4M (convertible debt) for increased working capital for DDY.
- Recruited an experienced, highly qualified management team (Canada and USA). Successfully restructured and integrated all business functions into the new company.
- Established an aggressive business plan to grow the business into the US market. Increased revenues from \$3M to \$10M during the business start-up phase.

**CHIEF PRODUCT OFFICER, ASPEN TECHNOLOGY, CAMBRIDGE, MA****2002 to 2003**

Executive management of the product portfolio strategy for a US-based software company (US\$350M annual revenues) that specializes in software applications for the process industries world-wide.

***Highlights and Achievements:***

- Created portfolio, product and technology strategies for over 300 process industries software products including products developed internally or acquired through acquisitions.
- Developed best business practices for the management staff involved in marketing, developing and implementing application software.

**CHIEF EXECUTIVE OFFICER, LONDON TECHNOLOGY GROUP, LONDON, ON****1996 to 2002**

Founder and executive management of a privately held business accelerator company (LTG) specializing in the start-up, acquisition, financing, development, growth, and sale of technology software companies. Responsibilities included strategic planning, business development, investor relations, technology development planning, mentoring and the financial performance of the client companies. LTG is currently a holding company for these assets.

***Highlights and Achievements:***

- Raised \$2M in angel funding to invest in new ventures. Recruited experienced business professionals as a team to provide training, mentoring and management of client companies' entrepreneurs. Established a facility with administrative and technical staff to support client company development.
- Developed eight software companies over a four year period. Two divested, three failed to raise working capital (9/11), three flourishing.
- Ventures included Keigan Systems (GIS Systems), iQA Technologies (medical imaging analysis), Chronicle Technologies (knowledge management solutions), EK3 Technologies (digital media solutions), HealthCache (diabetics portal), lotsold.com (web-based live auctions), Salient Research (medical knowledge management), and Open Models (process simulation technology).

**VICE-PRESIDENT, HONEYWELL, LONDON, ON****1995 to 1996**

Executive management of Honeywell Hi-Spec Solutions, a global advanced technology business unit (US\$250M annual revenues). Responsible for the strategic planning and general management of the Advanced Process Solutions Product Development groups worldwide. These groups developed application software for process simulation, optimization, advanced process control, planning & scheduling and integrated information systems.

***Highlights and Achievements:***

- Co-founded, planned and executed the integration of two acquisitions and three internal technology groups into an integrated global business.
- Created strategies to develop and market advanced software applications world-wide to the process industries resulting in the very fast start-up and growth of the business.

**PRESIDENT AND CEO, SACDA INC., LONDON, ON****1985 to 1995**

Founder and executive management of a university spin-off technology company. Responsible for the profitable growth and business strategies of the company.

***Highlights and Achievements:***

- Successfully created a suite of advanced software applications for the process industries that became the basis for a start-up company that was one of the first spin-off successes from the University of Western Ontario. Profitably grew the business to over 200 employees in five countries.
- Led the divestiture of the company to Honeywell Inc. resulting in substantial capital gains to the shareholders.
- Led the integration of the company into the main-line Honeywell industrial business division resulting in rapid growth of revenues world-wide (current revenues ~\$75M).
- Received Outstanding Business Achievement Award, London Chamber of Commerce.

**ADJUNCT PROFESSOR, UNIVERSITY OF WESTERN ONTARIO, ENGINEERING SCIENCE 1985 to Present**

Various academic research and teaching assignments.

***Highlights and Achievements:***

- Guest lecturer in entrepreneurial activities for Ivey Business School and Engineering Science Faculty. Teaching and supervision of engineering undergraduate and post-graduate students.
- Awarded over \$1M in research grants from numerous academic funding organizations.
- Published over 50 papers in technology and business areas.
- Member of the Faculty of Engineering advisory board (ACWE).

**EDUCATION AND CREDENTIALS**

**PH.D., PROCESS SIMULATION AND DESIGN**

Cambridge University, Cambridge, England (Commonwealth Scholar)

**BACHELOR OF ENGINEERING SCIENCE, CHEMICAL ENGINEERING**

University of Saskatchewan, Saskatoon, Saskatchewan (Governor-General's Medal)

**PROFESSIONAL LICENSES**

Professional Engineers Ontario (PEO)

Association of Professional Engineers, Geologists and Geophysicists of Alberta (APEGGA)