



2024 Board Nomination Package

Mike Spelliscy

Mike Spelliscy, B.Comm.

Email: [REDACTED], Mobile: [REDACTED]

OVERVIEW

Mike Spelliscy has over 42 years of Business Development and Management experience, 40 of those in the Information Technology industry. With a focus on client satisfaction, Mike has a proven track record of building long term relationships with Senior Executives in order to understand their business needs and develop solutions that fit those needs. Mike's industry experience includes Healthcare, Justice, Land Titles, Financial, Telecommunications, Social Services, Infrastructure and Government. Mike's management skills have been effective in every leadership position he has had responsibility for. Mike retired from CGI Information Systems and Management Consulting (CGI) in April 2018.

RECENT RELEVANT ASSIGNMENTS / CAREER HIGHLIGHTS

1. CGI, Edmonton Alberta – Part-time Consultant – Proposal Management and Development – January 2019-September 2020

On and as-needed basis, assisted in the development of proposals to Government of Alberta Ministries for Application Support services. Responsibilities included:

- Proposal Strategies;
- Pricing;
- Sub-contractor negotiations and contracting;
- Quality Assurance; and
- Internal management presentations for proposal approval, covering: Risk Management, Financial Management, HR Management and overall win strategy.

2. InnoTech Alberta (formerly Alberta Research Council) – Private Consultant – August 2019 – January 2020

Assisted InnoTech Executive Management Team in developing a strategy to move to a Client-Centric model for Customer Service and Delivery. Engagement included interviews with staff, review of existing practices and tools, recommendations for changes, and development of new tools and templates to support the Client-Centric Strategy.

3. CGI, Edmonton Alberta – Vice President, Business Engineering – May 2016 – April 2018

Mike was a member of both the Edmonton Branch Management Team and the Western Business Unit's (WBU) Senior Management Team. For the WBU, Mike's responsibilities included assisting with strategies and plans for the WBU to achieve their annual targets, and participation in evaluating opportunities and developing proposals for Edmonton and other WBU offices. Mike also led the preparation and delivery of training for WBU staff in "Developing Winning Proposals".

In Edmonton, as Vice President, Business Engineering, Mike worked with the Business Development Teams and the Client Executives on the largest and most strategic opportunities, positioning CGI to be successful in winning new clients. Responsibilities included: helping shape the opportunity; confirming and understanding the client's requirements; architecting the solution; leading the proposal efforts; developing the pricing model; presenting to CGI Senior Management to get approvals for each review required in the proposal process; and helping with developing of any material needed for client presentations.

SUMMARY OF QUALIFICATIONS

Industry Sectors

- Healthcare
- Justice
- Land Titles
- Social/Children Services
- Telecommunications
- Financial
- Infrastructure
- Information Technology

Areas of Expertise

- Personnel Management and Mentoring
- Business Development
- Sales Management
- Account Management
- Application Maintenance
- Application Development
- Presentations and Public Speaking
- Proposal Development

Credentials

- Bachelor of Commerce University of Alberta
- Numerous Sales, Presentation and Management Training Courses
- CGI Senior Leadership Training

Languages

- English

4. CGI, Edmonton Alberta – Vice President, Consulting Services – June 2013 – April 2016

Mike continued to have Client Executive responsibilities for Alberta Health and these are described in career highlight #5. In addition, as part of CGI's Western Business Unit's (WBU) Senior Management Team, responsibilities included: new initiatives relating to CGI's position in the healthcare industry, assistance with strategies and plans for the WBU to achieve their annual targets, development of Policies and Best Practices for continued delivery excellence, and participation in proposals for other offices in the WBU. In addition, from January 2014 – June 2014, Mike was the Acting Regional Vice President for Saskatchewan.

5. CGI, Edmonton, Alberta – Director, Consulting Services – January 2009 – May 2013

As part Edmonton's Senior Management Team, Mike was the Client Executive responsible for overseeing all services that CGI provided to Alberta Health. Mike was directly responsible for leading new Business Development efforts for RFPs (Request for Proposal), overseeing the Project Delivery Services under the Application Development (ADS) contract, and managing Consultants providing services to Physician's offices under the eHealth Contract (which assisted in their integration with the Provincial Electronic Health Record). Mike also worked closely with the Account Manager of Alberta Health's Application Maintenance Support (AMS) services that CGI provided. CGI had over 230 Consultants providing these various services to Albert Health.

In January 2009, Mike was charged with re-establishing CGI's relationship with Alberta Health, focused on improving the quality of delivery of services in preparation for the renewal of the Application Maintenance Support (AMS) contract. CGI had been providing AMS services to Health since 2001, and was CGI's largest client in Western Canada. Mike worked with Alberta Health to understand their requirements and where CGI could improve their delivery, not only from an AMS perspective, but from an organization and governance point of view. This resulted in significant re-organization of the CGI Team across all services. CGI won the new 10 year AMS contract renewal in June 2011, valued at over \$80 million.

6. CGI, Edmonton, Alberta – April 2005 – December 2009 – Director, Business Development

As Director, Business Development in Edmonton, Mike led the sales efforts for new clients, took on Client Account Management Responsibilities, and managed several delivery and support teams in the Edmonton office. Responsibilities included:

- 2007 – 2009: Managed CGI's Human Resource Team in Edmonton
- 2007 – 2009: Client Executive/Account Manager for Alberta Infrastructure
- 2007 – 2008: Client Executive/Account Manager for Alberta Human Resources (now Community and Social Services)
- 2005 – 2008: Managed Edmonton's Proposal Management Office
- 2005 – 2007: Client Executive/Account Manager for Alberta Children's Services
- 2005 – 2007: Client Executive/Account Manager for ATB Financial
- 2005 – 2007: Led Edmonton's Management Consulting Practice

7. CGI, Regina, Saskatchewan – January 2004 – March 2005 – Director, Business Development

When GDS & Associates Ltd. (GDS) was acquired by CGI in January 2004, Mike became Director, Business Development for CGI in Regina. While with GDS, Mike had developed a strategy for winning the Application Maintenance Support for Saskatchewan Justice, and in April 2004 the CGI bid was successful (and grew to nearly \$4 mil annual revenue within six months). Mike also led the efforts to win a multi-year partnership agreement for Application Development and Support with Agriculture and Agri-Food Canada (a new client). Additionally, Mike was Client Executive for Burlington Resources out of Houston Texas where CGI provided world-wide Help Desk Support.

8. GDS & Associates Ltd. (GDS), Regina, Saskatchewan – April 2002 to December 2004 – Director, Business Development (acquired by CGI in January 2004)

Mike led the development of a Strategic Business Plan help redefine GDS's position in the Regina market place. GDS was primarily a project company and had started to rely heavily on sub-contractor work. Mike developed, and successfully implemented, a plan that saw GDS develop their own clients, develop a strong revenue base with long term Application Support contracts, attain full utilization of all resources, and grew the office by nearly 10% staff and 20% revenue in the first year.

9. EDS Systemhouse, Regina, Saskatchewan (formerly SHL Systemhouse) – January 1996 – March 2002 – Director, Business Development

When Mike left EDS he was managing over 50% of Saskatchewan's annual client revenue. As Client Executive, Mike was responsible for overseeing the service delivery, executive relationships and client satisfaction for Saskatchewan Justice, Workers' Compensation Board of Saskatchewan, Information Services Corporation of Saskatchewan (Land Titles), SaskTel, and others.

10. Digital Equipment of Canada (Digital), Regina, Saskatchewan – May 1994 – December 1995 – Branch Manager, Saskatchewan

As Branch Manager, Mike was responsible for overseeing Digital's performance in the Saskatchewan marketplace. This included managing the Sales Representatives, Consultants and office support staff. Mike was responsible for setting individual objectives, mentoring, and conducting Performance Reviews.

Branch Management responsibilities included the development of a Marketing Strategy for Saskatchewan, and working with the Sales Representatives to develop Account Plans for each client. They also included tracking results, managing expenses and coordinating client events. Mike worked closely with Digital's partners to provide the best solutions for his clients. Digital's Saskatchewan sales revenue grew almost 20% in 1995. Mike also took on the responsibility of managing Digital's growing Credit Union business across Western Canada.

11. Digital Equipment of Canada, Edmonton, Alberta – July 1988 - April 1994 – Senior Account Executive

Mike's primary responsibility was the Healthcare Industry. Mike developed strong relationships with three of the largest Hospitals in Edmonton, as well as with private laboratories. Digital was able to grow their market share to become the largest provider of computer infrastructure for healthcare systems in Northern Alberta. Healthcare opportunities were for specific Clinical systems such as Laboratory, Pharmacy, Radiology, Admissions, etc. This meant working closely with several application partners (Cerner, Sunquest and Health Vision Corp.). Mike also had responsibilities for providing systems and solutions to Alberta Research Council (now InnoTech Alberta).

12. AGT Business Solutions (formerly Altel Data – a division of Alberta Government Telephones – now Telus), Edmonton, Alberta – January 1985 – June 1988 – Alberta Sales Manager and Product Manager

As Alberta Sales Manager (located in Edmonton) Mike was responsible for managing the Sales staff throughout Alberta. The focus was reselling product from Digital Equipment, 3rd party peripherals, software solutions (Financial and Office Automation), and hardware maintenance. Mike's responsibilities included: forecasting, account planning, sales calls, tracking results, management reporting, expenses and performance reviews.

As Product Manager, Mike's team was responsible for evaluating and selecting new products for resale. Once selected, Mike was responsible for negotiating the contract with the supplier, determining the selling price, developing marketing material, and managing the ordering and inventory. Mike's responsibilities require travel throughout the province.

13. AGT Business Solutions (formerly Altel Data – a division of Alberta Government Telephones– now Telus), Edmonton, Alberta – December 1981 – December 1984 – Senior Account Representative

Mike was responsible for selling to a wide variety of clients and industries. The products included Financial Systems, Word Processing solutions, resale of Digital Equipment products, and hardware maintenance services. As a Senior Account Representative, Mike was also responsible for mentoring new Sales Representatives.

Initially focusing on new business, Mike added several new clients to the sales base. In 1983 Mike recommended an organizational change, and successfully implemented the recommendation. This saw two representatives focused entirely on new business opportunities, while Mike took over the base of 30 clients in Northern Alberta. Revenues and client satisfaction increased significantly.

14. King Mortgage, Edmonton, Alberta – December 1979 to December 1981 – Mortgage Broker

Mike consulted with Financial Institutions, Lawyers and Appraisers to bring the best service to homebuyers, homeowners, Real Estate Agents and developers. Mike developed his own territory by calling on Real Estate Agents in and around Edmonton. The position was 100% commission and basically self-employed, with King Mortgage provided the office and administration support. Success was based solely on the added value delivered to clients.

Mike also began teaching the basics of mortgage qualifications to new agents working for Block Brothers Realty (later known as NRS). Mike was known as reliable and dependable at all hours of the day or night. Accurate information and honesty developed a trust between Mike and his clients. Mike also taught presentation skills to new Brokers starting with King Mortgage.

15. IBM Canada – August 1976 – November 1979

Senior Account Representative (Edmonton Alberta, Apr 1979 - Nov 1979)

Mike was part of a 2-man team responsible for the sale of Datacentre Services across Northern Alberta and Northwest Territories. These were Time-Sharing solutions for clients offering either custom applications or just computer cycles to run their applications on. The service was very similar to today's Outsourcing or Cloud Based services.

Responsibilities included the development of a Sales Plan, forecasting, Management Reporting, and Account Management. The strategy was to call at the top, develop relationships, and understand their business needs.

Account Representative (Winnipeg Manitoba, April 1978 - Mar 1979)

Mike was part of a 2-man sales team in Winnipeg selling IBM's Time-Sharing solutions. Responsibilities included the development of a Sales Plan, forecasting, Management Reporting, and Account Management.

Western Region Sales Support (Sept 1977 - Mar 1978)

Located in Edmonton, Mike worked for IBM's Western Region and was responsible for one product line within Datacentre Services (CALL & CALL/AS). CALL/AS was new to Canada after a successful launch in the UK. Mike was responsible for developing a marketing plan, training Datacentre Sales Representatives, providing Sales Support, developing customer demonstrations, and supporting IBM's clients.

Systems Engineer (Edmonton Alberta, Aug 1976 - August 1977)

Responsibilities began with 6 months of training that covered basic business concepts, computer programming and sales calls. Following this training, Mike supported IBM mainframe clients who used DOS and DOS/VS Operating Systems. Mike was involved in regular status meetings with clients, problem escalation, providing information on patches and fixes, upgrade/migration projects (from DOS – DOS/VS), and Sales Support.

EDUCATION:

- Bachelor of Business Administration and Commerce, University of Alberta – 1976.

COMMUNITY / LEADERSHIP ROLES:

- Starter/Marshall at Cougar Creek Golf Resort, Parkland County (2019 – Present).
- Captain of the Spelliscy family team (Angels for Anne) in Edmonton's annual ALS Walk (2007-present), raising over \$500,000 to-date.
- Board member for ANHIX (Alberta Network for Health Information Exchange) May 2010 – May 2017 (Vice-President May 2014 – May 2015, President May 2015 – May 2016).
- President of Delta Upsilon Alumni Building Society (University of Alberta) 1984 and again 2008-2012.
- Co-Chair of the CFL Grey Cup Tailgate Party in Edmonton (2010).
- Co-Chair of the Off Highway Vehicle Issues Resolution Committee for Parkland County (2007).
- Chairman of the Warehouse & Cartage Committee for the Canada Summer Games in Regina (2005).
- Chairman of the CFL Grey Cup Tailgate Party (Festival Committee) in Regina (2003)
- Festival Committee Board Member for the WHL Memorial Cup in Regina (2001).
- Board of Directors (and volunteer Equipment Manager) for the University of Regina Rams Football Team (2001-2005), Chairman for the Rams' annual fundraising dinner – 2005.
- Assistant Coach for University of Regina Cougar Women's Hockey team 1999-2003 (2001 Gold Medalist in Western Canada and Silver Medalist at Nationals).
- Chair for the Silent Auction at the University of Regina Cougar Women's annual fundraising banquet (2000-2003).
- Board of Directors for Saskatchewan's Prairie Fire Rugby Team (part of the Canadian Super League) and Co-Chair for their Annual Golf Tournament fundraising event (2000 – 2005).
- Head Coach in Lumsden Saskatchewan for Bantam and Midget Hockey teams (1996 – 2000), won 2 League Championship during the 4 years.
- Coached Jr. Novice and Novice Hockey developmental programs in Wabamun Alberta (1989 – 1994).
- Vice President Wabamun Minor Hockey (1992 – 1994). Also, Chairman of Wabamun Hockey Discipline Committee.
- Board of Directors for County of Parkland Parks and Recreation (1990 – 1993), Chairman of the Board (1992 & 1993).
- Duffield Community Hall Association, Board of Directors (1985 – 1988), President (1987 & 1988).
- Smithfield Gymkhana Club (1982-1994)
- President of Delta Upsilon Fraternity, University of Alberta (1975/76), Vice President Communications and External Relations 1974/1975.

REFERENCES:

Available Upon request

Date: February 21, 2024

To: West Parkland Gas Co-op Ltd.

From: Mike Spelliscy

Subject: Nomination/Application for West Parkland Gas Co-op Board of Directors

I formally submit my Nomination/Application for a position as a member of the Board of Directors of West Parkland Gas Co-op.

I have been a resident of Parkland County for almost 34 years. I first moved to the Duffield area in August of 1979. In August 1994 I was transferred to Craven Saskatchewan. Then in April 2005 I moved back to the Carvel area where I currently reside.

In my time as a resident of Parkland County, I have served the community in a variety of volunteer roles, including:

- The Duffield Community Hall Board;
- Wabamun Minor Hockey;
- The Smithfield Gymkhana Club;
- Parkland County's Parks and Recreation Board; and
- Parkland County's Off Highway Vehicle Issues Resolution Committee.

I have also participated as a volunteer in several other community organizations and events in both Alberta and Saskatchewan as detailed in my attached Resume. And I have held several Leadership, Senior Management and Executive positions during my career.

I retired from fulltime employment in 2018, working a few short-term contracts for consulting services in 2019/2020. I also became a Starter/Marshall at Cougar Creek Golf Resort in 2019.

I enjoy volunteering in my community and giving back in any way I can. I believe my leadership experiences will bring a valuable contribution to the Board of Directors of West Parkland Gas Co-op Ltd. and look forward to the opportunity.

Thank you for your consideration of my Nomination/Application.



Mike Spelliscy