

STEPHEN W. CHERRY, RCDD

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To whom it may concern:

I am a Project Manager with over 30+ years of experience negotiating, planning and managing complex, multi-phase, multi-site network infrastructure solutions. I combine my extensive portfolio of technical product knowledge, network design and supply chain management experience with my communication and leadership skills to define the roadmap, budget, prioritize and coordinate tasks. Through hands-on involvement, I collaborate, cultivate and motivate teams to deliver short-term and long-term strategies for the successful management and delivery of wired and wireless infrastructure projects.

I have a passion for building, nurturing and maintaining trusted business relationships and natural talent to effectively communicate with stakeholders and team members at all levels. I bring decades of experience in complex sales negotiation and delivery, providing added value to the project manager position. Having interacted with hundreds of individual customers and viewing their projects at the formulation stage through to delivery allows me to identify risks related to the scope of work, budget, and project delivery often overlooked at the initial project kick-off and throughout the project lifecycle.

As an active listener and a trusted technical resource, I have served as project manager for the Canada Post head office relocation and retrofit projects with Elections Canada and spearheaded projects ranging in size from \$50K to \$2M ranging in duration from 3 months to 3 years. I collaborate with clients, contractors, engineers, IT managers, consultants and end-users to analyze, design and build bills of material that match a customer business and technology needs with cost-effective, strategic solutions that meet product and bid specifications and EIA/TIA, BICSI, and government safety standards. I use my multi-tasking and organization skills to oversee the change management process, track and manage project budgets, deliverables, and resource scheduling with my written communication skills to prepare project documentation and status reports to effectively keep all stakeholders and team apprised of project activities ensuring successful project delivery.

I appreciate your time and consideration for the Project Manager role, and I am confident that my extensive knowledge of technology product solutions and 30+ years of industry experience analyzing, developing, negotiating, managing and delivering cost-effective solutions throughout the project lifecycle will benefit your organization.

Sincerely,

Stephen W. Cherry, RCDD

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Ottawa, ON

SKILLS & EXPERTISE

30+ Years Network Infrastructure Product Knowledge & Competitive Analysis

Strategic Structured Cabling Design, Project Planning & Implementation

Wireless LAN/WAN

Unified Communications

Preparing & Reviewing Construction Tender Materials

Change Management

Leadership & Collaboration

Client Management

Budgeting & Negotiating

Presentation Skills

RCDD Certification

PROFILE

I have over 30+ years of experience negotiating, planning, and managing multi-phase, multi-site network infrastructure solutions lasting anywhere from three to thirty-six months in duration with budgets ranging from \$50K to \$2M.

I apply my extensive portfolio of product knowledge and design, supply chain management experience with my communication and leadership skills to deliver short-term and long-term strategies for the successful management and delivery of wired and wireless infrastructure.

My decades of experience in complex sales negotiation and delivery provide a unique, enhanced perspective to the project manager role, having interacted with hundreds of individual customers and viewing their projects at the formulation stage through to delivery. This cumulative awareness, combined with my exceptional communication skills and product knowledge, allows me to identify risks related to the scope of work, budget, and delivery often overlooked at the initial project kick-off.

PROFESSIONAL EXPERIENCE

Berk-Tek, a Nexans Company

The Ingenium Collections Centre **2017 - 2019**

Value: \$155,000,000

Total Size: 35,800 sq. metres

The Museum of Science & Technology **2014 - 2017**

Value: \$80,000,000

Total Size: 7,500 sq. metres

- Complex, multi-phase project that included 1500 cable drops (passive optical network, wi-fi, inter- and intra-building optical fibre backbone, horizontal optical fiber cable plant, horizontal Category 6A cable plant and AV) to support largest GPON infrastructure in Canada.
- Collaborated with key stakeholders (Owner, IT consultant, system integrator, electrical engineers and cabling contractor), provided technical expertise to develop, design and identify bill of materials.
- Managed material pricing, production and coordinated delivery; matched material delivery to cabling resource plans to ensure timely, cost-effective implementation for contractor and client.
- Identified, escalated and resolved supply change management risks, tracked and provided progress reports to stakeholders.

wired & wireless solutions
procurement structured cabling
team building product expertise
wi-fi budget & negotiation
customer needs
project documentation
vendor management
risk management scope of work
project management
bill of materials analysis & design
resources new construction
change management resource scheduling
relocation projects
status reports
retrofits

Berk-Tek, a Nexans Company

**Department of National Defence
Garrison Petawawa**

2013 – 2015

Medium to Heavy Lift Helicopter (MHLH)

Value: \$135,000,000

Total Size: 51,000 sq. metres

- Complex, multi-phase project that included 2,000 Category 6 cable drops and fiber optic backbone.
- Worked with key stakeholders (DND, general contractor, project architect, electrical engineers and cabling contractor) providing technical expertise and support to develop, design and identify bill of materials.
- Managed and negotiated material pricing, production and delivery; matched material deliveries to contractor resource plan to avoid mitigate project costs.
- Identified, escalated and resolved supply change management risks; tracked and provided progress reports to stakeholders.

IKEA Ottawa Store

2010 – 2011

Value: \$75,000,000

Total Size: 37,000 sq. metres

- Collaborated with client IT manager, general contractor and low-voltage contractor to develop, design and create bill of materials for 1,200 Category 6 cable drops and fiber optic backbone (voice, data, WAPs and AV).
- Prepared, managed and negotiated material pricing, production and with IT client and contractor.
- Provided status report updates identifying risks and managing supply chain issues between manufacturer and distributor.
- Successful track record with the client secured my project involvement in developing, creating and delivering bill of materials for Beauharnois Distribution Centre Construction (\$400M value, 110,000 sq. metre facility) in 2019.

Com-Net Communication Cabling & Network Solutions

Zellers-Target Store Conversion

2012 – 2013

Value: \$750,000

Project Size: 20 Site Locations

- Worked with the global construction contractor and the client (Target) along with electrical engineers, designers and Com-Net's Operations Teams to develop scope of work, bill of materials and resource costing and allocations.
 - Negotiated material and resource pricing for Category 5e and fiber optic infrastructure, identified supply chain management risks and fielded scope of work challenges with contractor and client and oversaw change management process throughout project lifecycle.
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