

- ✓ Speed Growth
- ✓ Establish Operating Processes
- ✓ Solve Problems
- ✓ Fill Gaps

Gavin McLintock is available for a range of assignments from one-off specific projects (such as strategic planning exercises) to extended one- or two- day per week assignments (bringing senior experience, mentoring and hands-on action to small companies at an affordable cost) to full-time, limited-term engagements filling a management team need on an interim basis.



Gavin McLintock's 30 year background in business includes work in many technical fields and the founding and building of a number of technology and new media companies in the Ottawa area. During this period he has carried out virtually every management roll at one time or another.

Familiar with the realities of new companies, he knows how (and when!) to roll up his sleeves and pitch in to make things happen.

A techie with strong communications skills, he is also financially literate and can talk with bankers, investors and accountants.

He is as up-to-date as anyone with Internet marketing and e-commerce issues.



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## VIRTUAL EXECUTIVE SERVICES

Provided by Gavin McLintock

**Temporary or part-time  
senior management help  
for small and start-up  
technology companies at  
an affordable cost**

# Affordable, senior, hands-on management

## Gavin McLintock, P.Eng.

An experienced entrepreneur, having been a principle founder of three Ottawa-area companies and a participant in founding one other, Gavin McLintock has carried out virtually every management function required in small and start-up technology companies.

Gavin's experience includes work in many technical, marketing and creative areas including software development, circuit design, QA, MIS, semiconductor process development, systems engineering, sales, marketing, project management, web site development, multimedia production, audio production and event organization. He has arranged venture capital, angel and bank financing. He has organized and led multidisciplinary consortia for several projects. He has been interviewed on numerous occasions on TV and radio and has written many articles, papers and talks on a diverse range of topics including semiconductor design and processing, memory devices and systems, broadband networking, the future of the information economy and the Y2K problem. He has appeared before the CRTC concerning regulation of the Internet.

He was instrumental in founding New Media North, an initiative to showcase Ottawa as a leader in new media content and technology and was that organization's first Managing Director.

*A flexible approach to roles and working arrangements*

## What I can do for your company

- ✓ Make things happen
- ✓ Contribute to growth and the bottom line
- ✓ Design and implement business processes that work
  - get the job done
  - keep things focussed
  - let you know where you are at all times
- ✓ Solve problems
- ✓ Cash management
- ✓ Team organization/coordination/building
- ✓ Strategic Planning
- ✓ Proposals / Presentations / Business Plans
- ✓ Make tough decisions
- ✓ Meet Deadlines
- ✓ Mentoring
- ✓ Recruit and train staff to carry on, maintain and operate systems

## Why should you believe it?

I have top echelon references - people I have worked closely with over extended periods - available on request.

I have lots of "exhibits" to show.

## How I'll do it

- ✓ **Specific projects of a few days duration**
- ✓ **One- or two- day per week extended assignments**
- ✓ **Full-time, limited term engagements**

## Typical roles:

COO, CEO, VP Marketing, VP Finance, VP Operations, VP development

**References available on request**

## What I bring to your company

- Broad experience - technology, marketing, finance - North America and Europe
- Attention to details without losing sight of the big picture
- Excellent business communications skills - proposals, business plans, marketing communications
- A techie who is financially literate - understands financial statements - can talk to investors, bankers, accountants
- A team player - organizer, coordinator, builder
- Analytical/logical thinker
- Strategic thinker
- Ability to roll up sleeves and pitch in when it counts
- Experience with news media - print, radio and television
- Familiarity with legal details, contracting (including international trade arrangements)
- Ability to make timely, tough decisions when needed
- Good at meeting deadlines
- A problem solver