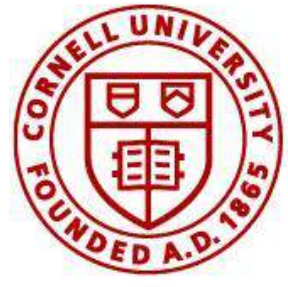


Cornell
SC Johnson College of Business

Global Business Project

Team Remote West



Johnson
Cornell
SC Johnson College of Business

Team Remote West

Cornell University & Queens University

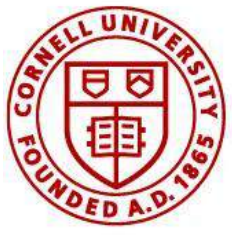


Scope of Services

Our team consists of seven professionals residing across Canada, the United States, and Mexico. As a part of our Executive Master of Business Administration degree program through the Cornell University SC Johnson College of Business and the Smith School of Business at Queen's University, we are completing our global business project.

This project continues our learning experience by providing services and skills learned in our MBA program through hands-on consulting services for a global business. We offer over 500 hours of consulting services to provide solutions for the problems your business faces today, backed by top business school best practices and guidance.

Our project will begin in the summer of 2024 and conclude with a final report and presentation by the end of February 2025.



Team Remote West



Zach Clark, CPD, CPM
Deputy Director, General Atomics

Zach has over 20 years of experience in the national security sector. He is responsible for a portfolio of national security programs and pursuits by leading multiple highly technical teams. Overseeing more than \$100 million dollars in current and future programs. Managing all aspects of cost, schedule, and scope exceeding business unit goals and driving strategic company objectives. Zach has a proven record of building, leading, and optimizing high-performing teams. Prior to General Atomics he has lead teams in the Federal Bureau of Investigations and US Army Special Forces. He holds a BA in economics from Metropolitan State University of Denver and is completing his MBA from Cornell University.



Anita Gill, PSO
Director, Security, Compliance & Authorizations, Vancouver Fraser Port Authority

Ms. Gill leads the strategic direction of safety and security programs to ensure the safe, secure and efficient movement of goods and passengers through Canada's largest port. Ms. Gill is responsible for overseeing an extensive portfolio in the areas of land safety and security; marine safety and emergency management; port resiliency; occupational health and safety; and compliance and enforcement. Ms. Gill has accumulated over 20 years of progressive experience and leadership in legislative enforcement and has held positions within municipal, provincial and federal law enforcement. Currently, Ms. Gill is completing her Executive MBA Americas program through Cornell-Queen's University, of which she is the recipient of the 30% Club scholarship award.



Michelle Otutu, P.Eng
Senior Product Manager, Boston Consulting Group

Michelle Otutu, P.Eng., brings over a decade of diverse experience in product management and process engineering across mining, energy, consulting, and education technology sectors. Collaborating with industry leaders like Enbridge Inc., Teck Resources, Fluor Ltd., and Encana Corp, she excels in operational excellence, cost reduction, and efficiency enhancement. At Teck Resources Ltd., Michelle pioneered user-centric autonomous technology for coal and copper mine operations. Her role at Enbridge Pipelines focused on streamlining operational standards in collaboration with regulatory bodies. Guiding Canada's energy sector transformation towards net-zero goals, Michelle serves as an Energy Workforce Consultant, aligning talent acquisition with industry demands to drive sustainable evolution. Michelle holds a Bachelor of Engineering in Chemical Engineering from Dalhousie University and a Certificate of Applied Science in Chemical Engineering from Acadia University; she is pursuing an MBA at Cornell University. Michelle is a distinguished Professional Member of the Association of Professional Engineers and Geoscientists of Alberta.



John Froh, MD
Chief Medical Officer, Shock Trauma Air Rescue Service

John is an experienced physician leader providing clinical and business expertise to a nonprofit critical care air ambulance service. His work has been grounded in a commitment to research and education, enabling the creation of high-performing teams that leverage innovative healthcare technologies to elevate patient care and boost the efficiency of healthcare operations. With a broad knowledge and skillset, John approaches complex problems with an open mind. He is dedicated to creating and growing dynamic and innovative teams and passionate about technology, leadership, and driving positive change.



Ashley Maguire, MS
Chief Executive Officer, Helen's Foundry

Ashley Maguire, CEO and founder of Helen's Foundry, is a user experience strategist with over 20 years in tech. Her experience ranges from technical implementation to usability and accessibility. She has worked for startups such as Mina, Descartes Labs, and Dragos as well as large government organizations like NASA, CISA, and DHS. Prior to working in user experience, she developed software for the intelligence community including the National Reconnaissance Office and national laboratories including Idaho National Laboratory, Lawrence Livermore National Laboratory, and Sandia National Laboratories. Ashley holds a Master of Science in Human-Computer Interaction from Iowa State University and is completing her joint MBA at Cornell University's SC Johnson College of Business and Queen's University.



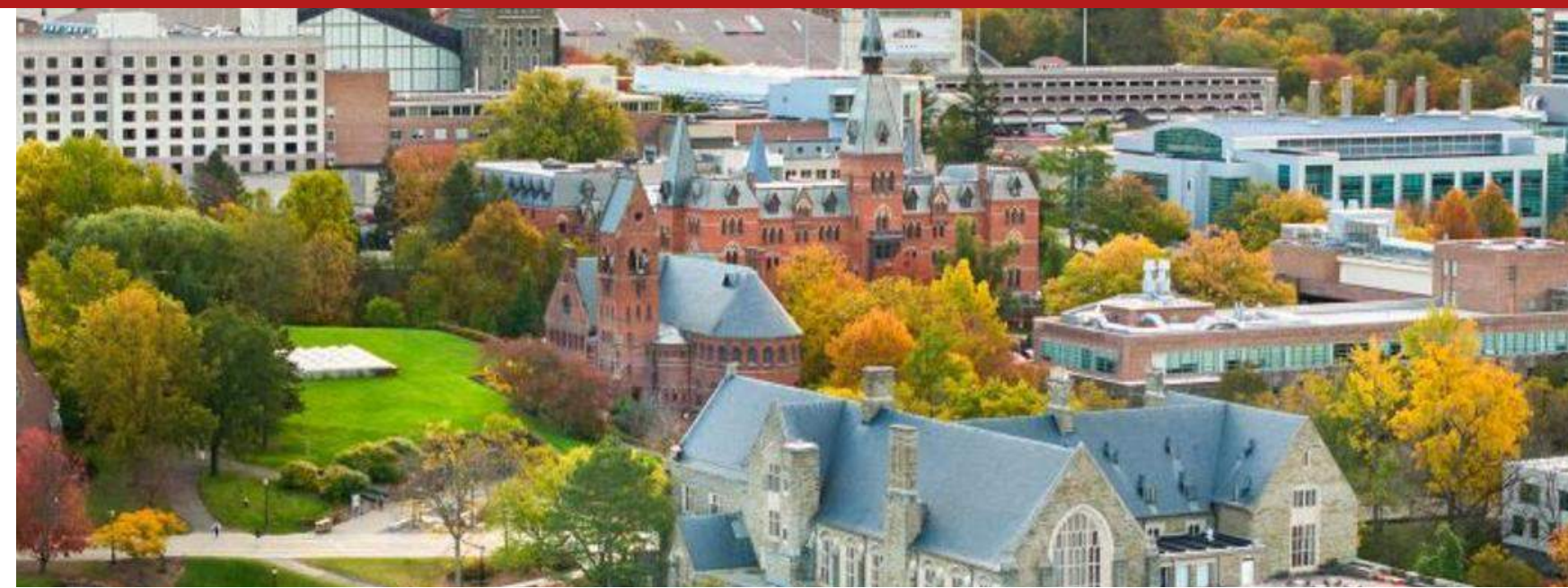
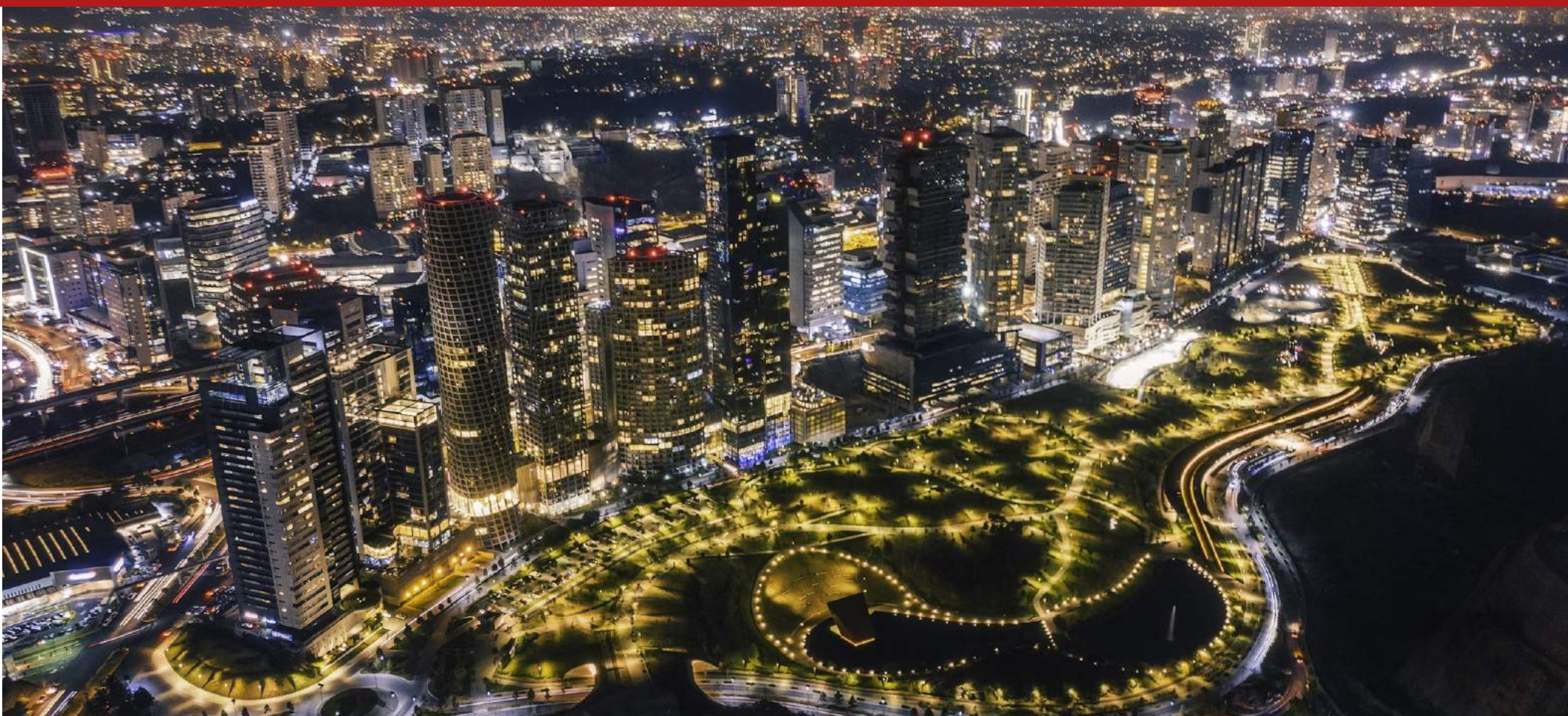
R Wayne Frost, PharmD, JD
Senior Consultant, Opus Regulatory Strategy

R Wayne Frost has over twenty years of successful leadership in regulatory affairs within the pharmaceutical industry. Over the course of his career, he has played a major role in bringing to market products in multiple therapeutic areas including Inflammation, Pulmonary, CV, Oncology, Local Anesthesia, Neurology, Hematology, and Endocrine. He has excellent managerial and communication skills and has extensive experience in executive leadership positions. Currently he is a senior regulatory consultant within the pharmaceutical industry helping clients with regulatory strategies to enable the successful development of their compounds in the US, EU, Japan and China. He holds a Doctor of Pharmacy degree from Creighton University and a Juris Doctorate from The University of Connecticut and is completing his joint MBA degree at Cornell University and Queen's University.



Pedro Villa
Senior Sales & Financial Markets Specialist

Pedro Villa is an Economist and MBA candidate with 18 years of experience in financial markets, research, equity capital markets, and sales & distribution, specializing in Latin America. With strong analytical skills and adept client management across seniority levels, Pedro excels in identifying client needs and fostering networks. As VP of Institutional Equity Sales at Morgan Stanley Mexico, he led efforts to consolidate Morgan Stanley as Mexico's top equity broker house. Pedro's expertise extends to leading research sales coverage of LatAm and GEM equity-focused institutional investors at Itaú BBA and Bank of America Merrill Lynch. Currently pursuing an MBA at Cornell University's SC Johnson College of Business.

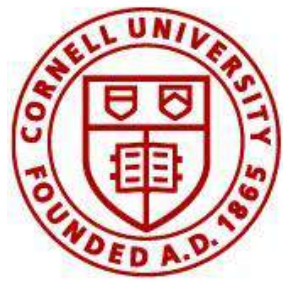


Cost

Our consulting services are provided to you at no cost. Our travel and lodging budget has already been allocated. Your only cost is for items outside the agreed upon scope of work for the project.

Timeline

Project Scoping	July-August 2024
Project Plan	TBD
Site Visit	Early 2025
Final Report	February 2025



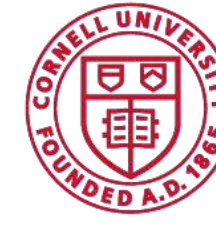
Johnson
Cornell
SC Johnson College of Business

Our Areas of Expertise

Strategic Management
Safety & Security
Emergency Management
Occupational Health & Safety
Compliance
Medical Critical Care
Pharmaceuticals
Software Development
User Experience
Mining & Energy
Equity Capital Markets
Program and Project Management

Our Services

Digital Transformation
Strategic Planning
Financial & Analytical Modeling
Market & Industry Analysis
Marketing Strategy
Project Management
Program Management
Organizational Development



Cornell
SC Johnson College of Business

Team Remote West

Contact: TBD

Email: TBD