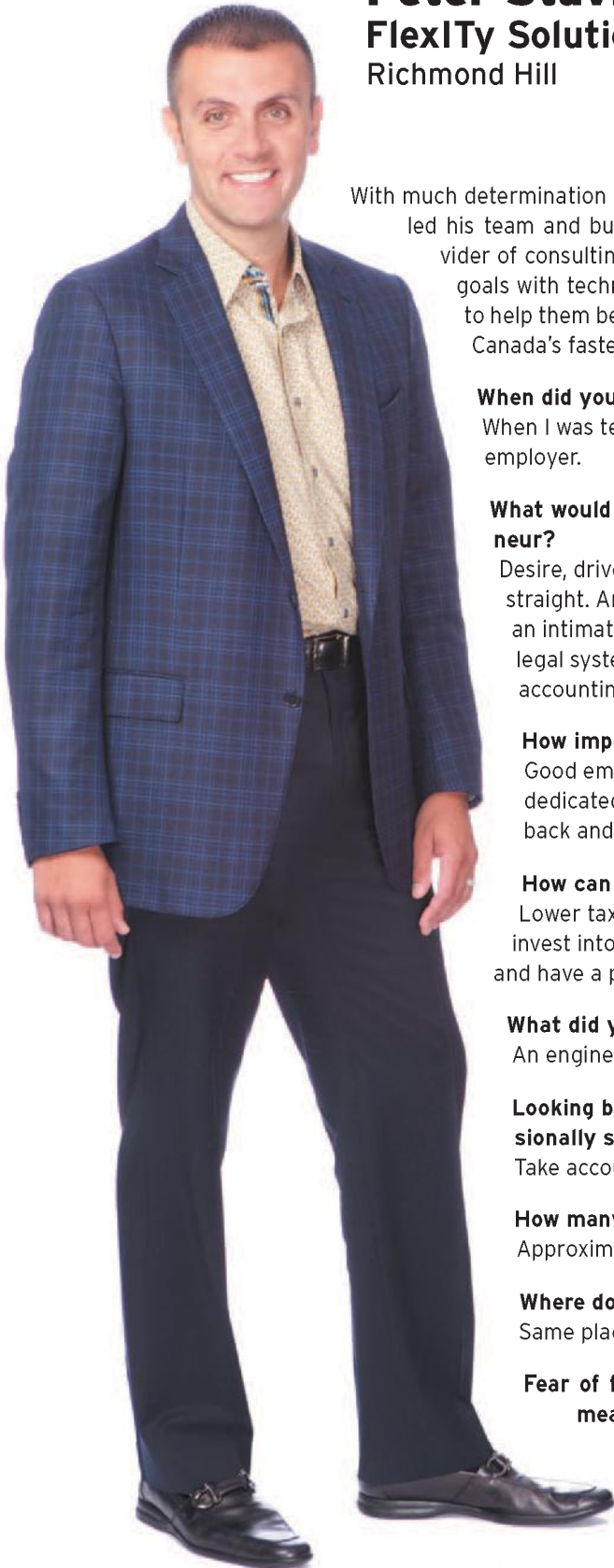


Peter Stavropoulos
FlexITy Solutions Inc.
Richmond Hill



With much determination and a drive for innovation and excellence, Peter Stavropoulos has led his team and built FlexITy Solutions into a respected, global, award-winning provider of consulting and managed services, assisting customers in aligning business goals with technology. FlexITy is more than 100 people, collaborating with clients to help them become high-performance organizations and has grown to be one of Canada's fastest growing technology service providers.

When did you know you wanted to be an entrepreneur?

When I was terminated as an engineer-in-training due to downsizing at an employer.

What would you say are the top skills needed to be a successful entrepreneur?

Desire, drive and inspiration. You must be genuine and real; stern and straight. And listen and learn. Make a choice and stick with it. You must have an intimate knowledge of your offering, a detailed understanding of the legal system (contracts and employments), and a detailed understanding of accounting and the ever-changing tax system.

How important have good employees been to your success?

Good employees are the keys to achieving success. A smart, motivated and dedicated workforce makes all the difference. The leader is the quarterback and calls the plays but needs the team to execute and succeed.

How can Canada support a stronger entrepreneurial ecosystem?

Lower taxation, allow tax breaks and allow banks and other sources to invest into business versus the restricted model of "once you are successful and have a perfect balance we will now lend and help you fuel growth."

What did you want to be when you were a kid?

An engineer.

Looking back, what is one thing that you would do differently, professionally speaking?

Take accounting, business then engineering.

How many hours do you work a day on average?

Approximately 14 hours.

Where do you want to be in the next 10 years?

Same place as today with expanded operations touching new markets.

Fear of failing and letting down my family and peers motivates me. I measure success by earning family, peer and customer respect. My advice for entrepreneurs is: prepare for the ride. It's going to take every ounce of energy, attention and detail to make it work.



I am honoured to be once again recognized as a finalist in the Ontario region for the EY Entrepreneur Of The Year™. Thank you to my family, employees, business partners and associates for their support and guidance over the years.

Peter Stavropoulos
President & Chief Executive Officer
FlexiTy® Solutions Inc.

FlexiTy is a leading provider of consulting services through which we assist our customers in aligning business goals to technology. With unparalleled experience, comprehensive capabilities across all industries and business functions FlexiTy collaborates with clients to help them become high-performance organizations. With many associates serving clients across Canada, the company is one of Canada's fastest growing technology service providers.

Our "high performance business" strategies build on our expertise in consulting, technology and managed services. We help clients perform at the highest levels so they can create sustainable value for their customers and shareholders. Using our industry knowledge, service-offering expertise and technology capabilities, we identify new business and technology trends and develop solutions to help clients.

We believe that no technological or organizational challenge is too great or too small. We believe that the technology itself is less important than how the technology is implemented. We believe that our greatest assets are our people and we continue to invest in the recruitment and retention of the best available talent. We know that every partnership begins with understanding an organization's goals - before deciding how technology plays a role in achieving them and we thank everyone who has contributed to FlexiTy's success.

Toronto • Winnipeg



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