

Peter Stavropoulos

FlexITy Solutions Inc.



Peter Stavropoulos is a constant thinker. In the early '90s, he was an ambitious employee of a technology company that had revenues under \$500,000. Peter's ideas and vision helped transform the company to revenues over \$110 million, before it was sold to Bell Canada in 2004.

Peter recognized the technology market was still underserved, with large institutions unable to meet the changing technology demands of their workforces. In 2005 he founded FlexITy Solutions Inc. and focused on securing several large institutional customers, with a focus on service providers, Tier 1 financial and health-care customers to build base contract revenues to allow the company to create sustainable growth.

The FlexITy Solutions Inc. ideas have caught on - big. In less than eight years FlexITy Solutions Inc.'s revenue growth has accelerated to the current \$100 million-plus run rate.

As a visionary, Peter is always looking at the evolution of IT and the demands clients face on a daily basis. Now he is working on the development of the Managed Telephony and Infrastructure approach (FlexTEL) which allows customers to align business and technology in a secure cloud-based environment. This is gaining popularity among some leading Fortune 100 clients and his vision is globally respected by large partners like Cisco.

In 2011 FlexITy was chosen from a select few Cisco partners in the world to receive both a North American and Global Award for work done in the evolution of IT in the health-care space. The North American as well as the Global Award had never been presented to a Canadian company at the same time until FlexITy's win.

Peter proudly admits to being an entrepreneur at heart and he walks the walk with the ability to adapt to changing situations being paramount, especially in the always evolving IT business.

"Nothing ever goes as planned," he points out. "It's all about accepting the challenges and opportunities and pursuing flawless execution of goals. The world of business is full of surprises and unforeseen events. Being flexible allows us to respond to changes without being paralyzed with fear and uncertainty."



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 over 100 people 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:

- Enter new markets
- Increase revenues in existing markets
- Improve operational performance
- Deliver their products and services more effectively and efficiently

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.

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

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

