

Focus on Leadership

A SPECIAL SERIES ON CALGARY'S BUSINESS VISIONARIES

A special publication of the Calgary Herald in partnership with Calgary Economic Development

Tuesday, Feb. 28, 2011

Haworth helps create space that reflects culture

It transforms boardrooms into tactical execution spaces and turns office space into organic ecosystems where people are productive and satisfied.

Haworth Inc. and its Calgary dealer partner hbi help clients create spaces that reflect their culture and absorb change and integration seamlessly.

As a global leader in the design and manufacture of office furniture and organic workspaces — including raised access floors, moveable walls, systems furniture, seating, storage and wood case-goods — Haworth serves markets in more than 120 countries through a global network of 600 dealers.

"We don't just equip an office environment," says Haworth's regional vice-president of sales, Canada Doug Martineau. "We work with our clients to help them understand their culture and their goals, so we can help them to impact their business."

The company works closely

with its clients to clearly define goals and understand the connections between space and behaviour.

The family-run business is privately held and financially strong with 2010 global sales reaching \$1.21 billion US, representing an annual increase of nine per cent. The growth was boosted by strong results in North America, with sales growing at more than twice the rate of the industry.

"We employ a global perspective, and we build products that cross borders and cultures, so when we design a chair, for instance, we can design it using our knowledge of how people are working in Shanghai, Germany or in Canada," says Martineau.

International scientists and designers come together at Haworth to share knowledge and best practices.

The company also believes design needs to be relevant and evolve.

"Our integrated palette of

products can move and change through the life of a space, and as organizations grow and change," says Martineau.

He says this is critical for Calgary-based organizations where growth is often fast-paced and prolific.

Currently, Martineau says the company is looking for a brand-new showroom in downtown Calgary, and he says the company is "perfectly aligned with the Calgary market," which bodes well for future growth.

Martineau says the firm's relationship with Calgary Economic Development as an Action Calgary partner has also helped the Calgary team effectively communicate the city's potential to senior leadership at Haworth.

"We recently had a meeting where we took an executive from our Michigan head office to meet with the leadership at Calgary Economic Development, and (CED president and CEO) Bruce Graham was able to help someone from a global



Wil Andruschak photos

Doug Martineau is regional vice-president of sales, Canada at Haworth Inc., an office furniture and workplace designer, with markets in more than 120 countries.

organization understand the value of doing business in our great city," says Martineau. "Haworth and Calgary Economic Development share the

goals of helping businesses in this city grow and get better, and so it makes great sense to align ourselves with CED and work together to achieve this."

WMC helps leaders realize their potential

Western Management Consultants plan and consult so clients can act and achieve.

"We believe that planning is valuable and execution is priceless," says Mauro Meneghetti, national director with WMC. "Without helping put plans into play, there are no benefits to the clients, and it's results that we are all looking for today."

Western Management Consultants is an independent firm with offices in Calgary, Edmonton, Vancouver and Toronto.

The company now has more than 80 professionals and provides expertise in a wide range of areas, including change management, IT, asset management, strategic planning, executive search and leadership development.

"We have one of the longest-standing names in management consulting," says Meneghetti. "We're celebrating our 35th anniversary. We're here for the long term, and we offer our clients reliability and security."

The firm serves both the private and public sectors, including clients in government, educational and health-care institutions and companies in the energy, mining, manufacturing, real estate, tourism and transportation industries.

Bringing value is a priority for WMC, and Meneghetti says this has contributed to the firm's history of success.

"We provide superior value for the dollar," says Meneghetti. "We offer the same level of



With 80 professionals across Canada, Western Management Consultants helps its clients define and implement change, says national director Mauro Meneghetti.

quality as the large players, but for a fraction of the cost."

The Western Management Consultants team believes in bringing results, trust and respect to its clients by building lasting relationships, providing the best resources, adding exceptional value and creating client capability and self-sufficiency.

Meneghetti says WMC helps equip the leaders of an organization with the tools they need to accomplish their goals.

"Leadership, which is essentially the ability to get things done, requires credibility and cadence," says Meneghetti.

"Credibility builds trust, and cadence is the ability to execute repeatedly on a consistent basis."

Leadership is especially important now, as we move forward past the recent economic downturn.

"The last change in the economic tide exposed a lot of the weeds and barnacles that had taken hold within organizations," says Meneghetti.

"During the last two years, we have been working with our clients to address these, so when the next wave of prosperity comes, they are better able to ride it."

"Calgary Economic Development has helped us connect to leading-indicator information and key movers and shakers in the business community," says Meneghetti. "We're enthusiastic about the benefits this partnership is going to bring."

Being a trendsetter isn't new to Bow Valley College

Bow Valley College is quickly becoming the most accessible college for one out of every three Albertans.

"Bow Valley College is Calgary and region's one and only comprehensive community college," says Katherine Cormack, director of marketing at communications at the college. "We offer certificates and diplomas in a wide range of career programs in administration, business, health, community care, and justice. Our education is fast, focused and flexible — getting our grads out into the workforce faster."

"Bow Valley College offers any time, any place, any path, any pace learning, removing barriers to post-secondary education for all Albertans."

Under the visionary leadership of president and CEO Sharon Carry, BVC has entered into the second phase of its of its multimillion-dollar expansion project, which will culminate with the new downtown south campus opening in 2013. It has been working closely with the Alberta government in order to accommodate 20,000 students upon its completion.

The south campus, when combined with the revitalized north campus, will double BVC's capacity by 2020, says Cormack. The college is also the largest provider of English-as-a-second-language programming in Alberta, as well as offers high school diploma academic upgrading. BVC's Live a Better Life series also reaches out to those aged 55 and older looking for lifestyle enrichment,

exploring activities such as wine tours, book clubs and theatre outings.

The college has spent several years honing its focus and its reach, and Cormack says attention to applied research and technology has allowed BVC to develop innovative education programs, tools, and services for businesses in Calgary and throughout Canada, learners, and new Canadians.

"Products such as TOWES (Test of Workplace Essential Skills) — Canada's essential credential when it comes to working with business — ensures employees have the essential skills training they need to succeed," says Cormack. "The product was born out of an applied research project."

Partnerships are also essential, she adds, and through eCampusAlberta, BVC offers more than 100 courses online to learners throughout the province. In addition, the college partners with local businesses and organizations, such as Calgary Economic Development, to keep in step with the needs and desires of Alberta-based students and those who employ them.

"Action Calgary links Bow Valley College to Calgary's business community and its many activities," says Cormack. "The partnership provides unique opportunities to partner on conferences such as the Global Clean Energy Congress in November. Connecting Bow Valley College to the larger Calgary market is essential and Action Calgary is one way the college is reaching out."

Data Shapers' OfficeShark allows office work to be done anywhere

The outlook is bright, thanks to the widespread and highly anticipated onset of "the cloud."

"We're all hearing about 'the cloud' and it's definitely the buzz right now, but from a computing standpoint, it's really just another name for the Internet," says Data Shapers president Kevin Turko. "And that's exactly what we use to help people work well anywhere. The 'cloud' ensures that as long as you have access to the Internet, you have access to your desktop."

Data Shapers' OfficeShark Virtual Private Office application frees people from toting around a laptop or bulky paper

files, because they can access an OfficeShark Virtual Desktop from anywhere — a friend's computer, a colleague's iPad or an Internet café.

OfficeShark allows the user to access documents, presentations, media and applications or load software required by the user.

"You can't really work from home effectively, if you can't access your files from work," says Turko. "OfficeShark frees you from your ties to physical workspaces, and this becomes more and more important as the way we work continues to evolve."

"Calgary Economic Development's WORKshift program

is a great example of just how a product like OfficeShark can impact the way we undertake our work, boosting productivity and minimizing our impact on the environment."

WORKshift is an initiative led by Calgary Economic Development that was created to accelerate and promote the adoption of telework within the business community in the Calgary region.

Telework helps address skilled labour shortages and also provides an eco-friendly work model that reduces the carbon footprint allowing businesses to become more sustainable and better reflect the values of their employees.

As initiatives such as WORKshift continue to promote telework, technology such as OfficeShark is going to become invaluable, says Turko.

The OfficeShark Virtual Private Office comes in four versions: Home Office, Small Business, Professional and Enterprise.

"This is primarily being marketed to small- and medium-sized businesses because that's where we see the greatest need — especially here in Calgary, where we have so many successful entrepreneurs," says Turko.

"The whole IT (information technology) industry is going after the large, enterprise market, but we made the cre-

ation of a virtual private office accessible to smaller businesses because we take the IT out of IT. It's easy to use and it allows the business owner — the one who understands his or her business best — to take control."

Turko says OfficeShark is also a terrific collaborative tool and data is secure, backed up and always accessible. "The next evolution is a paperless office. OfficeShark will offer an electronic document management solution enabling our clients to truly manage their businesses without the burden of paper, changing the way people work in Calgary or any place virtually," says Turko.

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