

Norman Waine

Enterprise Vendor & Contract Management



Based in Vancouver, BC, Canada

Phone: 1-604-785-0399

Email: norman.waine@avantage.com

With over 20 years of experience in the technology industry my expertise include gathering and analyzing business requirements, developing strategic IT, sourcing strategies such as business risk mitigation strategies and mission critical operational support strategies. My focus is to provide professional business solutions, with the best value, for the available budget.

My vendor and contract management consulting experience has allowed me to provide professional level service in numerous contract negotiations, escalations and problem resolutions. With a strong background in the public and private sector I am able to execute tactical and strategic plans for large corporations. I directly interface with Legal, IT Specialist, Finance, Privacy and Security experts to ensure approvals, compliance and business objectives are achieved with an acceptable level of risk.

Professional Skills

Provides critical thinking and guidance to business team members and senior management for appropriate contractual agreements, software, and IT related professional/managed services.

Analyzes and develops IT Strategic Sourcing Strategies, IT opportunities and contracts.

Implements risks management assessments and provides recommendations to manage these risks appropriately.

Negotiates complex IT contracts that meet a business's critical operational requirements.

Provides IT analysis of licensing, maintenance and service delivery trends resulting in cost savings and cost avoidance.

Lead Software Audit Defense projects when organizations are being challenged on their software license compliance.

Evaluates new technologies that span multiple platforms to integrate with existing business solutions.

Understands relevant standards and practices for public sector competitive bidding processes and requirements such as CFTA, NWPTA, CETA, and FIPPA.

Professional Highlights

- Strategic sourcing.
- Negotiated complex transactions for multi-million dollar savings and cost avoidance.
 - **Microsoft**
 - **Oracle**
 - **SAP**
 - **Accenture**
 - **IBM**
- Designed, implemented, integrated, administered, & provided support for 24/7 mission critical systems.
- Provided consulting and technical services to:
 - **ICBC**
 - **Boeing**
 - **BMW**
 - **Panasonic**
 - **Daimler AG**

About avantage

For 12 years, Avantage has been building a trusted brand, engagement by engagement. We are privileged to serve the organizations we work with, that include some of the most recognized brands in the world.

Our growth strategy is based on providing the specialized skills required to help our leading enterprise clients adopt the modern capabilities required to compete and innovate in a disruptive world. With a results based approach, we combine great people with advanced IP, tools and systems, that positions us a notch above in a highly competitive marketplace.

