

ANGELA REY
Senior Consultant

▲ ▲ ▲

- ▶ Business Management Cert. (SFU), Diploma - Business Administration (BCIT)
- ▶ 15 years with KPMG Consulting and predecessor firms and 8 years with MMK Consulting. Has extensive experience in research and analysis and competitive and economic cost benefit analysis. Has conducted several competitiveness benchmarking and business performance indicators projects.

Examples of relevant professional experience

- ▶ **Competitive Alternatives International Business Cost Comparisons** — Leader of the European research component of the 2002, 2004 and 2006 editions of KPMG's *Competitive Alternatives*. This study covers jurisdictions throughout Canada, North America, Europe and Aisa-Pacific, and compares business operating costs in more than 100 cities.
- ▶ **FDI Value Propositions: Foreign Affairs & International Trade Canada** – On behalf of this Canadian federal investment promotion agency, performed research into six industry sectors to assess the competitive strengths and weaknesses of Canadian and international clusters: aerospace, biotechnology, business services, environmental technologies, machinery manufacturing, and wireless & multimedia.
- ▶ **Site Selection for an International Financial Centre** — Assisted a provincial government in comparing business costs for financial services operations in major financial centers around the world. The study compared all significant business cost factors in eight world financial centers. It also analyzed business environment factors such as labour availability and quality, access to markets/clients/suppliers, regulatory and business environment, business infrastructure, and quality-of-life factors.
- ▶ **Review of Vancouver as the proposed North American Location for a China Merchandise Mart**— Performed a high-level research and analysis of the market conditions for Chinese products in the North American market, including the types of products and companies likely to use the China Merchandise Mart in North America. The project also involved research into business issues, such as such as visas/residency considerations, taxes and duties, property taxes, transportation infrastructure, air connections to China, trade policies, and other issues.
- ▶ **Market-based Cost Escalation Trends: Highways Construction** —Led the research on a project that examined North American construction cost escalation trends, and their impact on market rates and tendered contract prices. The study examined market trends 2003-2005, and the outlook to 2008. Factors analyzed include labour, fuel, material (steel, concrete, etc.) and other cost factors.

▲ ▲ ▲

- ▶ **Cost Escalation Trends: BC Hydro Construction** — Researched past and future cost trends in BC Hydro infrastructure construction. The research examined historical trends of major factors affecting BC Hydro construction costs, and predictions of cost escalation in the future. Factors examined included labour, fuel, material, and other cost items. As part of the research, interviewed industry representatives to obtain their views on future cost escalation trends in the BC construction industry.
- ▶ **Review of Cost Escalation Trends in Water Use Environmental Consulting** — Led the research on a review of cost escalation trends related to a hydro's water use monitoring program. The study examined past and current industry trends, and potential cost escalation increases on water use monitoring projects to be performed over a period of up to 20 years.
- ▶ **Cost Analysis: Olympics Sports Facilities** — Researched industrial construction cost trends in the BC construction industry and analyzed the impact of construction cost escalation on Olympic facilities costs.
- ▶ **Performance Measurement Indicators Framework** — On behalf of the Government of the Yukon Territory, developed a competitiveness indicators framework for the Yukon. Analyzed and assessed, from an investor's perspective, up to 100 indicators and data sets to be used in a competitiveness benchmark study. The analysis also involved evaluating the usefulness and cost benefit of recommended indicators.
- ▶ **British Columbia Economic Competitiveness Indicators** — On behalf of the BC Government, conducted a benchmark study documenting BC's competitiveness position, relative to six other provincial and state jurisdictions, with regard to the major causal factors in achieving business and economic competitiveness. The study involved collecting and analyzing data for over 50 indicator sets from numerous sources and making recommendations to the government in order to improve BC's performance in areas lagging behind its competition.
- ▶ **Competitiveness Analysis for North American Automotive Investments** — Participated in a study which examined Canada's competitive position relative to US jurisdictions, by analyzing key factors in automotive investment decisions and comparing Canada to leading US states. The study compared two Canadian and six US jurisdictions in the automobile production industry. The study focussed on several factors, including business costs, labour environment; and business environment factors..
- ▶ **State of the High Technology Sector in British Columbia** — For the BC Government and the BC Science Council, designed and developed a framework to measure the BC high tech sector's performance. The study involved developing performance measurement indicators, and researching and analyzing comparable indicators data in seven Canadian and US jurisdictions.

- ▶ **Profile of the BC High-Tech Industry** — Assisted the Japanese External Trade Organization (JETRO) in profiling BC high-tech industry to Japanese investors looking at investment opportunities in the BC high-tech industry.
- ▶ **High-Technology Sector Review: Provincial Employment and Investment Ministry** — Participated in a review of the high-technology sector in British Columbia, with comparisons to US states viewed as competitors for potential high-tech investments. The final report was used to increase high-tech investment in the province.
- ▶ **Software Development in the Greater Vancouver Area (GVA)** — Participated in the research and analysis of non-financial operating factors for a software development firm in Vancouver compared to jurisdictions in the Northwest United States. The report also profiled the GVA's software industry community.
- ▶ **Market Analysis: Potential Ski Resorts** — Conducted an analysis of the mountain and ski resort industry in British Columbia to review its long-term economic outlook. The review required interviewing several industry specialists, analyzing industry documentation, and conducting research in the ski and mountain resort industry in other North American jurisdictions. The review resulted in recommendations to the British Columbia Government on the future economic potential of mountain and ski resorts in British Columbia.
- ▶ **Relocation Analysis for Executives of Major North American Manufacturer** — Assisted in the research and analysis of cost-of-living and quality-of-life factors to assist in the relocation of five senior executives from Ontario to Florida.
- ▶ **Cost Index for Road Maintenance and Rehabilitation Program** — Developed an annual cost adjustment index for a local government transport agency, responsible for funding maintenance and rehabilitation programs of major road networks in the Greater Vancouver area. The index recognized inflationary and other changes in unit costs for services such as road operation and maintenance, pavement rehabilitation, and general rehabilitation.
- ▶ **Review of Research Proposals** — Participated in the review of over 100 proposals submitted to Forestry Investment Innovation for funding. The project consisted of reviewing the forestry research proposals, analyzing proposal objectives, and assessing timelines, deliverables, and outcomes against the proposal objectives. A summary assessment was prepared for each proposal.
- ▶ **Review of Human Resource Issues in the BC Forest Sector** — Participated in a review of international and local trends in the forest industry likely to impact human resource requirements and skills needs over the next five years. The study research involved the review of human resource development strategies and trade and economic trends in national and international competing jurisdictions. The study also involved a regional analysis of

forest employment activity and demographics to assess specific areas of potential focus for the provincial agency programs.

- ▶ **Best Practices of Corporate and Administrative Functions in School Districts** — Conducted a review of the corporate administrative core processes in a BC school district to develop a best practices template for schools in British Columbia. The review included Human Resources and Payroll, Finance, Purchasing and Technology. Angela was lead consultant on the Human Resources and Payroll team and conducted most of the best practices research in the Finance and Purchasing functions.
- ▶ **Transportation Economic Study** — Participated in a study of the transportation issues and infrastructure linking a water channel in the Greater Vancouver Area to local and international markets to assess future economic growth. The study process included consultation with major stakeholders through interviews of key industry and local government representatives and a survey of industrial users.
- ▶ **Review of Cost-Sharing Formula for Members vs. Non-Members in a Professional Organization** — An association, partly funded by the provincial government, needed to get an independent review of the cost-sharing formula for members and non-members accessing services provided by the Association. Angela reviewed all relevant documentation, interviewed key stakeholders, summarized and analyzed the results and participated in the development and recommendation of a new cost-sharing formula acceptable to all users.
- ▶ **Consumer Satisfaction Survey** — Assisted in the design and conduct of a customer survey for a Federal Government Department, and participated in the analysis of results and recommendations to the Department.
- ▶ **Workloads Study and Survey of Faculty and Teaching Staff** — Assisted with the preparation of a survey and report which analyzed the workload implications of the unique features of delivering polytechnic education in BC. The study involved an internal and external data review, interviews with senior BCIT faculty members, and extensive data analysis of an on-line workloads survey.
- ▶ **Business Process Improvement** — As Office Manager for KPMG Consulting designed, developed and implemented several business process improvements, including:
 - Recording, accounting and administration of consulting contracts.
 - Client account management, including invoicing and collection.
 - Departmental budget accountability and control.
 - Other administrative activities, including contract/document filing and archiving.

▶