



PARTNERS INTERNATIONAL Ventures Inc. (PIV Inc.) 1992 - 2000
Building international cooperation through training,
Communication and business development

Mission Statement:

To develop and coordinate knowledge transfer projects mutually beneficial for enterprises in Canada and Central East Europe, in the fields of telecommunication, broadcast media, education and business, based upon an extensive domestic and international network of qualified and experienced specialists and generalists, to meet the needs of the free market economy.

Profile

Partners International with a Canadian office in beautiful Vancouver, British Columbia, Canada, is a professional management company with extensive international expertise and experience derived from the successful completion of projects requiring inter-cultural and inter-disciplinary cooperation. With the shift in Central-East Europe to a free market economy, Partners International provides valuable learning resources and expertise to organizations in Poland, Slovakia, Czech Republic, Hungary, Romania and Ukraine and other countries. Partners International specializes in turn-key projects for Canadian and foreign companies expanding into Central-East Europe, and for Central-East European companies penetrating North American market, through the provision of market research, management, training, coordination and implementation. The Company resources are organized and delivered on a project-by-project basis in response to the particular needs, goals and objectives of its clients and customers inside and outside of Canada. The Company project development and management team consists of engineers, lawyers, educators, marketers and media producers, who research, interpret and apply leading edge concepts and expertise to the transfer of technology and delivery of training available from recognized Canadian and international organizations. The Company acts in concert with business or trade organizations, educational institutions, professional bodies and independent businesses interested in international expansion.

Services:

Domestic and international services of Partners International included, among others:

- Market Research and Market Analysis
- Assistance to Canadian organizations expanding into Central-East Europe
- Assistance to Central-East European organizations expanding into Canada
- Marketing of Educational and Telecommunication Products and Services
- Delivery and Coordination of Professional Training and Workshops (In Canada and/or in designated countries)
- Consulting Services, customized to fulfill needs of clients and customers
- Facilitation of International and Local Transportation
- Arrangement of Accommodation and Medical Insurance
- Translation

History/Projects/Clients

PIV Inc. was originally established in Vancouver, BC, in December 1992 by 3 partners: John Ewens (accountant), Mark N. Lopianowski (telecommunication consultant and owner of TELECONSULT Inc.) and John J. Cieliszak (media consultant). Three years later PIV Inc. executive team was enriched by Wayne H. McIntyre, former Assistant Vice President of BCTEL.



John J. Cieliszak



Wayne H. McIntyre



John Ewens



Mark N. Lopianowski

Between 1992 and 1997 PIV Inc. was managed by John J. Cieliszak. Since 1997, the PIV Inc. international knowledge transfer projects are managed by Wayne H. McIntyre, and projects front-end analysis and logistics are provided by John Ewens. Presently the PIV Inc. projects in Poland are continued by Media Partners Academy (www.partnersacademy.pl) managed in Warsaw by John J. Cieliszak.

PIV Inc. major clients in Poland included, among others, training departments and management boards of Telecom Poland (TP SA), the Polish Post (Poczta Polska SA) Ernst and Young and Arthur Andersen. Major clients in Canada included BCTEL, AT&T, TELUS, SASKTEL, Open Learning Agency (OLA) and others. Between 1993 and 1998 PIV Inc. delivered over 100 training projects in Poland, Slovakia, Ukraine, Canada, Belgium, Great Britain and the US.

Wayne H. McIntyre - short Professional Profile

Mr. Wayne McIntyre is a graduate of UBC, the GTE Advanced Management and Directors/General Sales Managers Programs, the Executive Perspectives Seminar held at the University of Toronto, and has had over 30 years experience in the high technology and communications industries.

He began his career with IBM, specializing in the finance industry. He also served on the Telecom Canada President's national Task Force on Rates, as well as GTE task forces. During his career with BC TEL (the second largest telecommunication company in Canada), he had a variety of mid-management and senior positions in Sales, Rates, and marketing, covering both the terminal equipment and voice and data network service areas and, including following posts:

- General Systems Manager - Satellite, Broadband and Broadcast Services, dedicated to servicing the needs of the broadcast and cable industry and to the development of satellite services,
- Sales Manager for the Greater Vancouver Area with responsibilities for the top 2,000 network customers,
- Director of Sales - Major Accounts Group in the Business Communications Division, responsible for a large group handling sales and servicing functions,
- Assistant Vice-President of the Finance Industry Group with overall business responsibilities for a multi-functional team serving the needs of customers in the finance and related industries,
- Assistant Vice-President - Strategic Customer Relations and Sales Support, responsible for executive complex partnerships with strategically important customers, as well as for sales support activities in Corporate Sales and for the development of national and international healthcare initiatives within Stentor Innovation Center.

In addition Wayne McIntyre spent five years on the Executive Board of the Better Business Bureau, including as its President (1990-91) and was a member of the Vancouver Board of Trade and the Stentor STRATCON committee, which was responsible for customer issues of national and international concern. In this position, he was also Vice President-Human Resources for a national virtual organization (Signature Service) responsible for a customer base with billings in excess of \$1.4B. Since 1995 Wayne is a member of PIV Inc. executive team and since 1997 he coordinates PIV Inc. business activities including projects in Canada, US and GB. Since 2003 John Wayne holds a position of a President and General Manager of North Vancouver Chamber of Commerce.

John Ewens, Partner - Short Professional Profile

John Ewens specializes in Arbitration, Ethics, Mediation, Performance measurement and Succession planning. In his professional career, John Ewens has served as consultant to a number of professional organizations. He has been a facilitator of training workshops in human resource management, has taught accounting and income taxation at the University of Calgary and business finance at the Banff School of Advanced Management. He has served as a Mediator and Arbitrator of partnership, shareholder, and commercial, matrimonial and personal injury claim disputes. A chartered accountant, he has received the honour of being elected a Fellow of the Chartered Accountants of BC. He has been and continues to be involved in a wide variety of community and charitable activities and is an enthusiastic proponent of "Effectiveness Coaching."

John is also a past president of a Rotary Club in Vancouver. He is a founder member of Partners International Ventures Inc. (PIV) and still consults international knowledge transfer projects regarding front-end analysis and project logistics.

PIV Inc. (1992 - 2000), Samples of Delivered Knowledge Transfer Projects

2000

- "Call Center Management" (TELUS, CANADIAN, GTE, TPSA) Canada, USA
- "Effective Public Presentation within National Post Company" - executive international workshop (Canada Post and Polish Post "Poczta Polska") Poland/Canada
- "Effective Public Presentation" (TPSA - 4 workshops) Poland
- Conference management and facilitation" (E&Y) Poland
- Consultancy - "Effective Public Presentation" (Kerry Foods) Poland
- Consultancy - "Effective Public Presentation" (PWN) Poland

1999

- "Executive Telecom Conference" (TPSA, BELGACOM) Belgium
- "Executive Telecom Conference" (TPSA, BT) Great Britain
- "Handling the Media" (BAYER) Poland
- "Handling the Media" (ORBIS) Poland
- "Handling the Media" (Arthur Andersen) Poland
- "Effective Public Presentation" (TPSA - 8 workshops) Poland
- "Effective Public Presentation" (E&Y - 6 ETS workshops) Poland
- "Effective Public Presentation" (Poczta Polska - Executive Workshops) Poland

1998

- "Handling the Media" (Ernst & Young, Commercial Union, ABB) Poland
- "International Telecom Development" (BCTEL/TELUS, GTE, TP SA) Canada and the US
- "Effective Public Presentation" (ITC and AE Kraków) Poland
- "Marketing of ad-up telecommunication services" (TP SA - CDK) Canada
- "Marketing - Servicing Business Clients" (TP S.A. regional marketing) Canada
- "Strategic Planning Workshop: Privatization "Pros & Vices" (TP SA) Poland/Canada
- "Managing Intelligent Networks"(TP SA) Poland

1997

- "Master Training for Instructors & Trainers" (TP SA), Poland
- "Strategic Planning Workshop" (TPSA), Poland
- "Strategic Planning before Privatization >Pros & Vices<" (TP SA) Poland
- "Telecommunication Company Delivering TV Cable" (CANTEL & SFU Training Centre) Vancouver, BC Canada
- "Solutions for Rural Telecommunication" (SASKTEL Training Centre) Regina, Canada

1996

- Workshop Seminar "Train the Trainers" (VC College, BCTEL Ed., CANTEL Training, OLA Agency) Vancouver, Canada
- Workshop Seminar "Strategic Planning" (TELECONSULT Ltd. and SYNTAGMA Tech. Group) Poland.
- Television Media Training Workshops "Local News Presentation" (Regional TVP Stations in Poznan, Szczecin and Warsaw - TVP Training Centre), Poland
- "Marketing of Telecommunication Services" (SYNTAGMA Technologies Group), Canada.

1995

- "Television News Workshop" (Private TV Network "WISLA") Poland
- "Security of Telecommunications Systems" (TP SA and SASKTEL Regina), Canada
- Business Workshop Seminars (Polish National Chamber of Commerce) BC business organizations, Canada
- "Personal Presentation and Training the Trainers" (Private TV WISŁA and Regional TVP Centre - Krakow) Poland
- Television Training "News and Current Affairs Presentation" (Polish Public TV Network TVP SA) Poland.
- Telecom Seminar "Broadcasting Masts & Antennas" (TP SA, LeBlanc&Royle) Canada.
- "Customer Information Systems CIS" (AT&T Canada Global Information Solutions), Poland

1994

- "Canadian Television Training Workshop" (TVP Training Centre) Poland.
- Education Workshop - "Train the Trainers in Tourism Management" (Open Learning Agency (OLA) of BC and Continuing Education Centers) Poland.
- "Television Media Training Seminars" (WSB-NLU Nowy Sącz) Poland.
- Education Courseware Licenses & Training "Tourism and Business" (Polish National Centre for Distance Education - OCEN, Warsaw and Higher Business College - WSB-NLU, Nowy Sącz and Open Learning Agency) Poland.
- "Telecommunication Management Workshop" (TELECONSULT Ltd., SIERRA Systems, OLA, BCTEL, TP SA) Canada.

- Education Consulting Workshops - "Distance Education" (Polish Ministry of Education - MEN and Polish National Distance Education Centre - OCEN and Canadian OLA Agency, Douglas College, UNBC, MSTL, Association of Canadian Universities and Colleges - ACUC), Canada.

1993

- "Telecommunication Management Workshop" (TP SA and BCTEL Education Centre and Canadian International Courseware Distributors - ICD). Canada
- Research Study "The Canadian Local Municipalities and Local Schools" (The Office of the Council of Ministers of Poland) Canada and Poland.
- "Canadian Day on TVP - Television Special" - Canadian Educational programs on TVP1 (Knowledge Network TV, Canadian Embassy, TVP1 and several Canadian educational broadcasters) Poland.
- Educational Courseware - "E.S.L. English Self-Teaching", a Canadian customized courseware (Polish Public Television Training Centre - TVP Training) Poland.
- "Canadian-Polish Media Training Workshops", (Canadian Bureau of International Education (CBIE) and ICD, BCTV, UTV, OLA, and Polish TVP Training Centre) Poland.

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