

SFU BUSINESS

Alumni Profile



Andrew Harries
President & CEO,
Zeugma Systems
MBA '90

“Building something significant” is a key maxim for Andrew Harries. His lifetime accomplishments consistently exemplify this credo. A co-founder of Sierra Wireless, he helped grow the company to \$211 million (US) in sales and more than 200 employees before he left the company in 2004.

A former member of the Olympic kayak racing squad for Ireland, Andrew was 13th in the world marathon rankings. In 1983, he visited Vancouver to train with the Canadian national kayak team at Burnaby Lake. He returned to Vancouver again for Expo '86 and decided to enroll in an MBA program.

Andrew fondly remembers his candidacy interview at SFU because the professor who interviewed him, Dr. Ernie Love, took a day away from his vacation to meet with him. Andrew says this was just one example of SFU's commitment to do the best for its students.

During the SFU MBA program, Andrew focused on new technology product strategies and financing. In December 1999, *Business in Vancouver* named him the top student in his graduating class.

After graduation, Andrew worked at Motorola and then ran a small technology firm before embarking on his first start-up venture. In 1993, he co-founded Sierra Wireless. In almost 12 years with the company, Andrew headed marketing, sales, customer support, strategic alliances, product development, IT, and manufacturing, achieving many milestones during his tenure.

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Andrew left in 2004, taking a one-day sabbatical to go golfing before co-founding Zeugma Systems Inc. He has since secured seed financing for this company, which develops products for broadband communications networks. .

Along with his business interests and family (with his wife, Nuala, he has three children), Andrew firmly believes in broadening his horizons and giving back to the community. He sits on the boards of Spectrum Signal Processing, the Board of Governors of Science World, and the Dean's External Advisory Board here at SFU Business where he is an occasional guest speaker.

Quote from Andrew Harries

"Whatever you choose to do and wherever you are doing it, do it in a world class way. Our view has always been that living here should not be a professional compromise and we strive to build a world class business every day."