

Andrew S.G. Harries

Resume, Fall 2023.

Contact: Email aharries@sfu.ca, Mobile (604) 764 1206, or on [LinkedIn](#).

Location: Vancouver, BC Canada.

Summary

Andrew Harries is the Tom Foord Associate Professor of Practice in Innovation and Entrepreneurship at SFU's Beedie School of Business. He teaches six MBA and undergraduate courses annually and is a regular instructor in Beedie's Executive Education programs. He continues to serve on a variety of committees and regularly mentors existing and past students in their career and entrepreneurial endeavours.

Andrew chairs the board of Hailo Data, a startup developing transformative supply chain solutions for independent hospitality operators. He previously chaired the board at Contractually through its acquisition by Coupa Software, a leading procurement automation software vendor, in December 2015. In 2004 Andrew co-founded Zeugma Systems Inc. where he served for six years as the President and CEO.

In 1993 Andrew co-founded Sierra Wireless Inc., where he served in a variety of executive roles including the creation and leadership of the company's sales, marketing and product management functions. During his 11 years at Sierra Wireless the company grew from inception through IPO to over \$200m in annual revenues and in 1999 topped Deloitte's "Canadian Fast 50" list as Canada's fastest growing company. Prior to co-founding Sierra Wireless Andrew was a senior product line manager at Motorola Inc.

Andrew serves on the advisory board of Science World British Columbia, where in 2010-2013 he chaired the board of directors through a \$38m expansion and a major capital campaign. Andrew holds three US patents and a Master of Business Administration from Simon Fraser University. He is a former recipient of EY's Entrepreneur of the Year award and in 2023 was inducted into the BC Innovators Hall of Fame.

Professional History

May 2016 to present	SIMON FRASER UNIVERSITY BEEDIE SCHOOL OF BUSINESS Tom Foord Associate Professor of Practice in Innovation & Entrepreneurship Blends the latest in entrepreneurial theory and practice in courses on innovation and entrepreneurship, product management and resourcing new ventures. Built and maintains a comprehensive guest speaker video library .
April 2014 to Nov 2015	MOJIO INC. Executive Chair and Acting CEO Connected mobility solutions that transform data into scalable services for consumer and enterprise customers. Executive Chair and Acting CEO, led Mojio through a Series A financing, the development of a strategic plan and recruitment of a new CEO.
Oct 2004 to Nov 2010	ZEUGMA SYSTEMS INC. (Acquired by Tellabs Inc.) President & CEO, Co-Founder Zeugma delivered service and subscriber management systems for next generation broadband networks. Tellabs Inc. acquired substantially all of Zeugma in Nov 2010.
May 1993 to Sept 2004	SIERRA WIRELESS, INC. (Acquired by Semtech Corporation) Senior Vice President, Sales, Marketing, Operations One of two founders of Sierra Wireless, Andrew architected its product and market strategies. The company grew from startup to over US\$200m in revenue during Andrew's tenure and listed on two senior public exchanges (TSX, NASDAQ).

July 1989
to
Jan. 1992

MOTOROLA INC.
Wireless Data Division
Senior Product Line Manager

Board and Advisory History

Nov 2012
to
June 2021

BSQUARE CORPORATION
Bellevue, WA, USA
Bsquare's software and professional services solutions enable their enterprise customers to monitor device data, automate processes, predict events and produce better business outcomes that help make digital transformation a reality.
Chair, Board of Directors and member of Audit and Compensation Committees.

Sept 2019
to
Mar 2022

CHANGE HEALTHCARE INC. (Acquired by UnitedHealth Group)
Nashville TN and Richmond, B.C., Canada
Change Healthcare was a global provider of data and analytics-driven solutions that enhance clinical, financial, administrative and patient engagement outcomes. Advised on transforming the division's business model from on-premises to SaaS.
Advisory Board Member, Enterprise Imaging Division

Jan 2013
to
Dec 2015

CONTRACTUALLY (Acquired by Coupa Software Inc.)
Vancouver, B.C., Canada
Enterprise SaaS provider delivering the fastest, easiest way to negotiate, sign and manage contracts. Led the company's seed financing and advised the founder CEO on strategy and financing through the company's acquisition by Coupa in December 2015.
Lead Investor, Advisor and Chair, Board of Directors

May 2004
to
Present

SCIENCE WORLD BRITISH COLUMBIA
Vancouver, B.C., Canada.
World class Interactive Science and Technology Museum.
Advisory Council member; Chaired Board of Directors 2010-2013.

2004
to
2023

SIMON FRASER UNIVERSITY BEEDIE SCHOOL OF BUSINESS
Vancouver, B.C., Canada
Member and Past Chair, SFU Beedie Dean's Advisory Board

Education

1987-
1989

Master of Business Administration, Simon Fraser University
MBA Research Project: INFORM: A Forecasting Model for Technology Innovations

1999

AEA/Stanford Executive Institute
Stanford University, Palo Alto, CA
Executive leadership program, Stanford Graduate School of Business.

1983-
1987

Graduate Member of the Marketing Institute of Ireland
College of Commerce, Dublin, Ireland.

Personal

- Married with three adult children
- Active sports: golf, kayak, tennis
- Volunteer, UGM @ Downtown Eastside

Courses Designed and Taught at SFU Beedie

- Innovation & Entrepreneurship in MBA programs: BUS 647 (EMBA), BUS 714 (FT MBA), BUS 734 (PT MBA), BUS 783 (MOT MBA).
- Product & Brand Management BUS 455.
- Resourcing New Ventures BUS 314.
- In the first half of 2021, at the request of then-Associate Dean of graduate programs, Andrew drafted, in collaboration with his Innovation and Entrepreneurship colleagues, a Graduate Certificate in Innovation and Entrepreneurship, comprising four courses to be taught over two semesters and intended to provide a template for an I&E specialization in the event that MBA programs are redesigned in this way.

Executive Education

- Andrew is an ongoing instructor in Beedie's 'Digital Transformation Leadership' (DTL) executive education program. He leads the module on Digital Transformation of the Customer Experience which he has delivered in the DTL program four times since inception; DTL editions 5 & 6 run in the Fall 2023.
- Regular guest lecturer in the Beedie/KMPG Digital Academy MSc program, where he lectures on establishing frameworks for Innovating in Established Organizations.

Selected Guest Speaking Engagements

- Regularly delivers sample lectures at Beedie's EMBA, Part time and MOT MBA open houses.
- Celebrating the 40th Anniversary of SFU's Beedie School: *40 Questions for 40 Years with Andrew Harries*, 2022.
- SFU Beedie: Creating Context. *Managing Through the Current Crisis*, an interview with Dr. Gervase Bushe, 2020 (How organizations and leaders should react to the COVID-19 Pandemic).
- BC Tech: *Scaling Up, How to Reach \$100m in Annual Revenues*, 2019.
- SFU President's Dream Colloquium, *On Entrepreneurship*, 2014.

Selected Articles, Posts and Publications

- Andrew Harries, Jack Newton and Terri Griffith: *Clio: Digital Transformation of Legal Practice -- At COVID-19 Speed*, Presented at the Hawaii International Conference on System Sciences, January 2022.
- *Uncomfortable with how quickly things seem to be changing? How to manage? Try thinking like an entrepreneur!* – LinkedIn Post, June 2023 (9400 views).
- *Reflections on Choosing Co-Founders on the Passing of a Co-Founder and Friend* - LinkedIn Post, July 2023 (13,155 views).

Selected Committees

- Innovation & Entrepreneurship Faculty Recruitment Committee, 2018
- Masters In Management Design Committee, 2019
- Graduate Portfolio Review Committee, Current
- EMBA Learning Goals Review Committee, Current

Selected Conferences

- *Hawaii International Conference on System Sciences, 2022 (Presenting Participant) & 2023*. With co-authors Terri Griffith and Jack Newton, Andrew presented *Clio: Digital Transformation of Legal Practice -- At COVID-19 Speed* at HICSS 2022.
 - Since 1968, HICSS has provided a highly interactive working environment for top scholars from academia and the industry from over 60 countries to exchange ideas in various areas of information, computer, and system sciences. HICSS ranks second in citation ranking among 18 Information Systems (IS) conferences, third in value to the MIS field among 13 Management Information Systems (MIS) conferences, and second in conference rating among 11 IS conferences ([Hawaii International Conference on System Sciences \(HICSS\) | The Shidler College of Business](#))
- *Lean Innovation Educators Summit series (five summits to date), Invited Participant, 2019-2022*
 - The purpose of Lean Innovation Educators Summit series is to strengthen the global community of entrepreneurship and innovation educators by sharing ideas and best practices and creating opportunities for ongoing dialogue and exchange.
 - The series is co-chaired by Steve Blank, Adjunct Professor of entrepreneurship at Stanford University and co-creator of the Lean LaunchPad and Jerry Engel, founding Executive Director Emeritus, Lester Center for Entrepreneurship at UC Berkeley's Haas Business School, and has featured guests at the forefront of entrepreneurial thought including Alex Osterwalder who created several tools we use in the course ([Lean Innovation Educators Summit — Common Mission Project](#))
- *EY Strategic Growth Forum, Invited Participant 2016, 2019, 2022*.
 - The Strategic Growth Forum is a gathering of CEOs, high-growth entrepreneurs, C-suite executives representing global market leaders and professional investment fund managers. These authors of the future convene for inspiring keynotes, thought-provoking panels, meetings and high-value networking to fuel economic growth ([Strategic Growth Forum® 2023 | EY - US](#))

Selected Awards

- 1999 Deloitte: Canada's fastest growing company (Sierra Wireless)
- 2000 EY: Winner, Pacific Entrepreneur of the Year
- 2003 BCTIA Company of the Year (Sierra Wireless)
- 2018 Science World British Columbia: Patron Award
- 2023 BC Tech: BC Innovators Hall of Fame inductee.