

Training Team

Keystep course instructors bring with them both skill in teaching as well as years of personal business experience in the high tech world.

Peter Kallai – B.Comm, MBA, PMP

Peter is president of KEYSTEP Growth & Finance, an Ottawa based technology sector advisory firm. Peter, over his 20-year career, served over 100 companies and government organizations in Canada. He has held senior operating roles in several high tech companies, most recently as VP, Strategic Analysis and Marketing at Enablence.

Clients included such organizations as Nortel Networks, Bell Canada, MetroPhotonics, Intelligent Photonics Control from industry and the National Research Council of Canada, Canadian Space Agency, Industry Canada, Communications Information Technology Ontario in the public sector.

“The workbook is excellent and the supplementary materials allow you to practise what you have learned immediately.”

Steve Yovetich, General Manager,
Energy Ventures, Inc.

Dennis Nazarenko – M.Sc.

Dennis has over 25 years experience in technology industries in both a technical and business capacity.

Dennis has held senior management positions where his responsibilities have included marketing, sales and business development. He past roles have included positions with DM Solutions Group Inc. as Chief Operating Officer, with Marconi Wireless as Director, Business Development, with Atlantis Scientific Inc as Vice President, Sales and Marketing, and with Radarsat International Inc. as Director Market Development.



Helping emerging technology companies start out solidly and grow strategically

Business Skills Training Services

Participate in focused, indepth training courses covering critical business topics presented from a technology company perspective.

- Business Planning
- Plan Execution
- Strategic Marketing
- Product Development
- Intellectual Property Protection

Previous course locations: Halifax, Sydney, Annapolis, Yarmouth, Montreal, Ottawa, Waterloo, Toronto, Hamilton, Kitchener, Kingston, Saskatoon, Winnipeg, Calgary

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Keystep Training Program

Keystep has leveraged its years of experience into a series of practical training courses designed to provide leaders of small and growing technologies companies with the necessary business skills to enhance the probability of business success.

Our courses provide invaluable information and tools to help in the areas of business planning, plan execution, market strategy, product development and launch and intellectual property management.

Courses are designed to be hands on and practical. They are focused and to the point - either a one or two day duration.

Courses

- How to Develop a Winning Business Plan
- How to Develop Market Strategies for Breakthrough Innovations
- How to Execute the Business Plan for Success
- How to Develop New Products that the Customers Will Want
- Intellectual Property & Tech Transfer Basics

Keystep works with organizations to promote the courses within the context of their own programs, offering attractive pricing options that ensure executive quality training is available at affordable prices.

The Keystep training program has been delivered in partnership with various organizations across Canada including:

- Ontario Centre's of Excellence
- National Research Council
- InnovaCorp
- University of Waterloo, Executive Training Program
- Westlink Innovation Network Inc.
- Annapolis Digby Economic Development Agency

Hundreds of pre-start-ups, start-ups, early, growth stage and well established companies have participated in the program from all high tech sectors across Canada. Our partners also used this program to train science and engineering Master's and Ph.D. students prior to joining the work force and research teams pre-commercialization.

“I would certainly recommend this course, with the exception of my competitors...”

Lloyd Williams, Associate Director
Bell Canada Inc.

In addition to its industry leading training program, Keystep offers consulting services in the areas of business planning, growth analysis as well as assist you in securing financial resources to grow your company.

Find out how we can help.

For more information,
visit our website at:

www.keystep.com

or call Peter Kallai, President at
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