

DATA & AI CONSULTING VALUE PORTFOLIO

JEAN FAHMY

Turning Data and AI ambition into governed, adopted and measurable enterprise value



Enterprise Data & AI strategy • Industrial AI • Data products • Operating models • Responsible AI • Transformation value

~30 yrs

EXECUTIVE & ENTREPRENEURIAL

25+

CONSULTING CLIENTS

3

TECHNOLOGY BUSINESSES SOLD

EN • FR

FULLY BILINGUAL

Prepared for consulting-company leadership, Data & AI practices and transformation teams • August 2026

jeanfahmy.com • linkedin.com/in/jeanfahmy • jeanfahmy@gmail.com • +1 514 238 2666

01 • EXECUTIVE VALUE PROPOSITION

A client-side executive who can help a consulting firm win, shape and deliver

CORE VALUE PROPOSITION Jean combines Board-level technology leadership, practical Data & AI depth, consulting discipline and entrepreneurial pattern recognition. He connects strategy, architecture, operating model, adoption and evidence—so transformation becomes an owned business capability rather than a sequence of disconnected pilots.

What makes the profile distinctive

DIMENSION	WHAT JEAN BRINGS
Executive credibility	Recent VP AI & Data leadership in manufacturing; prior VP IT/Digital in international maritime operations; CIO/CTO experience in a \$2B automotive group.
End-to-end range	Business ambition, investment portfolio, data foundation, AI governance, delivery model, adoption and benefits evidence.
Industrial relevance	Manufacturing, transportation, logistics, IoT, predictive maintenance, digital twins, optimization and operational data products.
Commercial instinct	Three technology businesses built and sold; 25+ advisory clients; product and platform leadership across B2B and B2C markets.
Reusable IP	Frameworks, operating manuals, scorecards, lifecycle gates, decision models and evidence systems built for repeated use.
Communication	Board and C-suite facilitation, ecosystem leadership, teaching and international speaking in French and English.

Best-fit consulting contexts

- Data & AI practice leadership, offer development and strategic pursuits.
- Enterprise AI or data transformation programs requiring executive alignment and mobilization.
- Industrial AI, data-product, operating-model and responsible-AI engagements.
- Client value realization, benefits evidence and market-facing proof of transformation outcomes.

EVIDENCE STATUS • EVIDENCE-CONSCIOUS Outcomes, enabled capabilities and formation-stage IP are kept distinct throughout this portfolio.

02 • CLIENT PROBLEMS

The situations Jean is equipped to solve

Business-led intervention from ambiguity to accountable execution

CLIENT SITUATION	INTERVENTION	VALUE CREATED
AI ambition without a coherent path	Frame the enterprise ambition, diagnose readiness and sequence a multi-year portfolio.	Shared direction, investment logic and executive ownership.
Too many POCs; too little scale	Install intake, prioritization, stage gates, product ownership and scale/stop reviews.	Capital moves toward evidence-backed opportunities.
AI cannot trust the data	Design governed data products, semantic models, contracts, quality, lineage and self-service patterns.	Reusable facts and context for BI, AI and operations.
Governance slows delivery—or arrives late	Build proportionate risk tiers, minimum guardrails, decision rights and approved delivery paths.	Faster experimentation with explicit accountability.
Adoption is treated as training	Embed workflow redesign, business sponsors, champions, role-based learning and usage measures.	New behavior and operating capability—not attendance.
Value is asserted but not proved	Define baselines, benefit owners, evidence levels, validation and publication controls.	Defensible executive reporting and client proof.
Technology and business speak past each other	Translate architecture and AI choices into operating, financial and risk trade-offs.	Better decisions and stronger stakeholder trust.

Typical executive questions

- Where should we place our next Data & AI bets—and what should we stop?
- What foundations must exist before we scale agents or industrial AI?
- Who owns adoption, risk and benefits after the implementation team leaves?
- How will we know that value is validated, sustained and safe to communicate?

03 • CONSULTING OFFER PORTFOLIO

Six offers that connect strategy, delivery and measurable value

OFFER	REPRESENTATIVE DELIVERABLES	BUSINESS VALUE
1 • Enterprise Data & AI Strategy	Executive ambition; maturity assessment; target state; operating principles; investment roadmap; governance cadence.	A coherent transformation thesis and sequenced portfolio.
2 • AI Value Discovery & Portfolio	Use-case landscape; value/feasibility/risk scoring; business cases; POC-to-product gates; portfolio dashboard.	Focus on a smaller number of scalable, owned opportunities.
3 • Data Products & AI-Ready Foundations	Domain/product model; data contracts; semantic layer; quality/observability; catalog; Fabric/Azure direction.	Trusted, reusable data for decisions, operations and AI.
4 • AI Operating Model & Responsible Scale	Steering model; CoE/CoP; roles; lifecycle; risk tiers; guardrails; approved platforms; vendor assurance; AgentOps.	Enterprise speed with proportional control and clear accountability.
5 • Adoption & Capability Building	Stakeholder map; workflow redesign; AI Academy; champions; community; communications; proficiency and usage measures.	New ways of working embedded in the business.
6 • Transformation Value & Evidence	Outcome architecture; baselines; metric cards; evidence register; benefit owners; validation; executive briefs and proof stories.	Stronger investment decisions, renewals and credible market evidence.

Engagement formats

Executive advisory • Diagnostic and roadmap • Strategy-to-mobilization program • Pursuit or proposal shaping • Client workshop series • Transformation office leadership • Practice/offer development • Independent value and evidence review.

DESIGN PRINCIPLE Every offer names the business owner, decision, adoption mechanism, evidence requirement and next scale/stop gate.

04 · SIGNATURE DELIVERY SYSTEM

From ambition to evidence—without losing the operating reality

Six-stage consulting lifecycle

1 • FRAME	2 • DIAGNOSE	3 • PRIORITIZE	4 • DESIGN	5 • MOBILIZE	6 • PROVE
Clarify ambition, outcomes, boundaries and stakeholders.	Assess operating, data, technology, talent, risk and adoption readiness.	Select the highest-value feasible bets; define stop criteria.	Create target state, operating model, architecture and controls.	Establish owners, cadence, pilots, capability and change mechanisms.	Validate adoption, outcomes, evidence quality and scale/stop decisions.

The frameworks underneath

FRAMEWORK	ROLE IN THE LIFECYCLE
3C — Calling, Conviction, Care	Tests whether the future is meaningful, the evidence is sufficient and scaling is responsible.
IT Transformation Value Framework	Connects strategic objectives to transformation levers, adopted capabilities, business outcomes and evidence.
Data Product & Self-Serve Model	Packages trusted data, context, governance and interfaces once for reuse across BI, AI and operations.
AI-First Operating Model	Sequences identity, security, data, delivery, AgentOps and adoption foundations before consequential scale.
Client-Value Evidence Methodology	Separates forecast, enabled, validated and realized value; controls claims and publication permission.
Merkuri Impact	Extends evaluation across People, Planet, Profit, SDG alignment and stakeholder-specific Trust; formation-stage IP.

Three operating rules

1 • TRUTH BEFORE OPTICS	2 • BUSINESS OWNERSHIP	3 • STANDARDIZE AND REUSE
Separate enabled capability from realized value.	Sponsors own adoption and outcomes.	Make templates, data products, controls and evidence compound.

Building an enterprise Data & AI operating system

Kruger • Vice President, AI & Data • 2024–2026

EVIDENCE STATUS • BUILT AND OPERATING Strategy, governance, data-product and adoption capabilities are evidenced in supplied artifacts; enterprise benefits remain in progressive validation.

Situation

A diversified manufacturing enterprise needed a coherent way to connect rising AI demand with trusted data, business ownership, cybersecurity and operational value across mills and corporate functions.

Jean’s intervention

- Created a 10-part enterprise Data & AI strategy, multi-year roadmap and governed investment portfolio.
- Established an AI Steering Committee and execution subcommittees spanning innovation, adoption, data/technology and governance.
- Designed a federated Agent Center of Practice, secure sandbox, risk model, minimum guardrails and an end-to-end lifecycle from idea to retirement.
- Established the Azure and Microsoft Fabric Data Product Foundation and advanced OEE and unplanned-downtime products with standardized definitions, semantic models, quality, lineage and self-service patterns.
- Designed adoption streams, an AI Academy and practitioner community; connected business sponsorship to value, usage, cost and risk visibility.

Representative deliverables

STRATEGY & PORTFOLIO	DATA FOUNDATION	AI AT SCALE	ADOPTION & TRUST
Strategy, roadmap, investment logic, steering cadence and executive visibility.	Data products, contracts, metadata, quality, observability and AI-ready semantic context.	Use-case intake, POC/MVP/product gates, agent templates, approved platforms and AgentOps direction.	AI Academy, champions, business owners, risk-based controls and value/FinOps measures.

Why this matters to consulting clients

The work demonstrates the ability to turn a broad executive mandate into an integrated transformation system—while keeping data, AI, operating model, adoption and risk in one line of sight.

06 • CASE STUDY • MARITIME

Turning AI and data into operational and ecosystem value

Canada Steamship Lines • VP, IT/Digital • 2021–2024

EVIDENCE STATUS • REPORTED AND SUPPORTED Metrics appear in current CV and performance materials; external publication should remain subject to source-owner validation and permission.

30%	96%	15–20%	\$4.4M
ETA PREDICTION IMPROVEMENT	DIGITAL-TWIN ACCURACY	FUEL REDUCTION ENABLED	PUBLIC FUNDING SECURED

Transformation system

- Started and led ML-based ETA prediction, digital-twin, voyage-optimization, speed-management and predictive-maintenance initiatives.
- Steered a 1,500-package/view warehouse-to-lakehouse transformation and the processing of roughly 2,000 IoT signals per vessel every five seconds.
- Created a maritime AI innovation roadmap, data-sharing framework and cybersecurity minimum requirements; represented the company across international and regional ecosystem forums.
- Secured public funding, won Ocean Supercluster projects and negotiated ten years of no-cost access to an enterprise-class AI voyage-optimization platform.
- Restructured delivery and DevOps, introduced a Digital Business Partner model and scorecard, and increased transparency through a real-time portfolio status view.

Leadership evidence

A manager awarded a rare “Leading Performance” rating and credited Jean with helping shift IT from reactive to proactive and structured, increasing trust, morale and team satisfaction. Later leadership feedback described the team’s evolution as “night and day” and highlighted clarity, purpose and cohesion.

Recognition

OCTAS Gold—Artificial Intelligence (2024) • International Bulk Journal IT Solutions Award (2024) • Info-Tech Innovator of the Year (2025) • IDC CIO 2026 Award.

07 • CASE STUDY • ENTREPRENEURSHIP

Building, scaling and commercializing data-enabled businesses

VENTURE / ROLE	WHAT JEAN BUILT	SCALE AND OUTCOME
V10 Data • Founder & CIO	A comprehensive Canadian used-car data aggregation platform combining fragmented OEM, supplier and market sources into one commercial data product.	Integrated into Vicimus; broader platforms served 1,300+ dealers and 2M+ monthly users.
Eurekium Innovations • Founder & CEO	An enterprise mobile middleware platform enabling real-time access to back-end data before smartphones were mainstream business tools.	53 employees, four European offices, \$6M investment; clients/partners included AXA, Orange/France Telecom and Capgemini; business sold.
Ensigna.com • Founder & CEO	A distributed IT-services model using university talent to deliver web, database and infrastructure work for SMB clients.	100 contracted students, 12 full-time employees, \$800K annual revenue reported on the public site; business sold.
Vyanova • Founder & Fractional CIO	Technology strategy, architecture, transformation and operating-model advisory across 25+ organizations and recognizable brands.	Reusable CIO templates and cross-industry consulting experience across media, retail, automotive, telecom and non-profits.

What the entrepreneurial record adds

- Commercial judgment: Jean has lived the full path from idea and capital to delivery, adoption, scale, sale and integration.
- Product instinct: he understands that technology becomes valuable only when customers can adopt, trust and repeatedly use it.
- Pragmatism under uncertainty: he can make progress before every variable is known while building evidence and governance as the work matures.
- Empathy for operators and founders: he sees the constraints beneath the strategy and designs delivery systems teams can actually run.

CONSULTING RELEVANCE This is not only advisory experience—it is operating experience across the consequences of technology choices.

08 • INTELLECTUAL CAPITAL

Frameworks that turn judgment into repeatable consulting delivery

FRAMEWORK / ASSET	DISTINCTIVE IDEA	HOW A CONSULTING FIRM CAN USE IT
IT Transformation Value Framework	Strategic objective → transformation lever → adopted capability → business outcome → evidence.	Shape business cases, benefits plans, executive reviews and post-launch value realization.
Client-Value Evidence Methodology	Every claim carries a baseline, metric, source, owner, attribution, evidence level, value state and permission.	Strengthen client proof, renewals, case studies, webinars and transformation credibility.
3C Breakthrough Innovation Framework	Calling tests meaning; Conviction creates proof under uncertainty; Care tests responsible adoption and scale.	Evaluate emerging technologies, venture bets and AI opportunities without collapsing into hype or risk avoidance.
AI-First IT Operating Model	A dependency-aware sequence from identity/security and owned processes to data, AI, AgentOps and measurable adoption.	Create a practical 90-day and 12-month operating blueprint for new or transforming organizations.
Data Product & Self-Serve Model	Govern once, consume everywhere; package facts, definitions, context, quality and interfaces for BI, AI and operations.	Accelerate trusted self-service and improve the context available to agents and copilots.
Merkuri Impact • formation stage	3C × People/Planet/Profit × SDG × Trust, powered by a living Project Impact Twin and evidence-aware decision lifecycle.	Evaluate projects and portfolios across purpose, outcomes, uncertainty, safeguards, stakeholder trust and claims integrity.

EVIDENCE STATUS • MATURITY DISCLOSED Merkuri Impact is a controlled candidate framework with design assets in place; independent validation, production launch and external standard recognition remain future gates.

Jean's IP-building pattern

Translate lived operating problems into a small number of decision objects, reusable artifacts, explicit roles, stage gates, measures and evidence controls—then test the system in delivery and improve it.

09 • CONSULTING-COMPANY CONTRIBUTION

Value across the full consulting business—not only delivery

CONSULTING ACTIVITY	CONTRIBUTION
Originate	Spot client problems, frame offers and connect Data/AI trends to business and industry realities.
Win	Facilitate discovery, shape executive storylines, strengthen solution architecture and make value logic credible.
Shape	Convert ambiguity into an issue tree, decision agenda, target state, roadmap, governance and mobilization plan.
Deliver	Lead executive alignment, workstreams, architecture, risk, change, partner integration and scale/stop decisions.
Prove	Build baselines, metric cards, benefit ownership and evidence controls into the engagement from the start.
Build the practice	Create methods, playbooks, maturity models, scorecards, assets, case patterns and training that improve repeatability.
Develop people	Coach teams, create clarity and autonomy, translate between disciplines and build practitioner communities.
Represent the firm	Contribute to executive forums, conferences, ecosystems and thought leadership in French and English.

Potential role configurations

- Data & AI practice or offering leader
- Principal / engagement leader for enterprise Data & AI transformation
- Industrial AI and data-product specialist
- Client value realization and evidence lead
- Fractional executive or senior advisor for selected clients
- Pursuit, workshop and thought-leadership contributor

DIFFERENTIATOR Jean brings the credibility of the executive buyer, the pragmatism of the operator, the pattern library of the consultant and the ownership mindset of the entrepreneur.

10 • REPRESENTATIVE ORGANIZATIONS

A broad record across enterprise leadership, consulting, products and ecosystems

The names below are drawn from current CVs and the public client/experience pages on jeanfahmy.com. They represent different relationships—employer, client, product customer, partner, venture or ecosystem—and should not be read as endorsements.

RELATIONSHIP CONTEXT	ORGANIZATIONS
Enterprise leadership	Kruger • Canada Steamship Lines • Groupe HGrégoire • Xprima / Auto123.com • Vicimus • Openface Internet
International technology & mobility	AXA • Orange / France Telecom • Capgemini • Deutsche Telekom • SOS Médecins • Bell Mobility • FibreNoire • Valtech • Etelesolv / Cimpl
Consumer, media & automotive	Tim Hortons • Canon Canada • Kia • Hyundai • TC Media • Cyberpresse.ca • Canadian Living • Elle Canada • Elle Québec • Publisac • Protégez-Vous • Les Affaires • Coup de Pouce • Homes & Gardens • Visions Electronics
Data, digital & professional services	Canadian Black Book • V10 Data • Auto123.com • Bumper • GloveBox • Evolio • Adviso • Feeling Software • Groupe LSR • ACASS • Gray Agency • CoreTech International • Converde • Collins
Capital, education & community	Euroequities Private Capital • HEC Montréal • Polytechnique Montréal • Entrepreneurs' Organization • Portable North Pole • SDC • Just Fundraising • Challen Saxby Partners • FGT • Sex with Dr. Jess

Industry experience

Manufacturing • Maritime transportation and logistics • Automotive • Telecom and internet services • Enterprise software • Data platforms • Media and publishing • Retail and consumer brands • Financial/capital contexts • Higher education • Non-profit and impact.

Technology and transformation range

Agentic AI • Machine learning • Digital twins • Optimization • Predictive maintenance • IoT • Data products • Lakehouse • Microsoft Fabric and Azure • BI and semantic models • Enterprise architecture • Cloud • DevOps • Cybersecurity • Privacy • PPM • Change and adoption.

EVIDENCE STATUS • EXTERNAL-USE CONTROL Before using client names in a targeted submission, confirm contractual, confidentiality and logo/brand permissions for that audience.

11 · LEADERSHIP AND CREDENTIALS

An executive profile built for complex transformation

CREDENTIAL	EVIDENCE
Executive leadership	VP AI & Data; VP IT/Digital; CIO/CTO; multimillion-dollar portfolios; Board and C-suite engagement.
Education	Bachelor of Engineering, Computer Engineering—Polytechnique Montréal, 1999.
Teaching & speaking	Eight years teaching technology entrepreneurship; frequent technology and innovation speaker; debating and facilitation background.
Ecosystem leadership	IMO data-normalization expert group; maritime, green-shipping, CIMAC, e-navigation and innovation ecosystems.
Recognition	IDC CIO 2026 Award · Info-Tech Innovator of the Year 2025 · OCTAS Gold—AI 2024 · International Bulk Journal IT Solutions Award 2024 · Most Appreciated Lecturer 2009 & 2010.
Languages & market	Fully bilingual French and English; deep Québec and Canadian market presence with international operating experience.

A useful next conversation

- Which client or practice problems require stronger linkage between Data/AI ambition and operating reality?
- Where could Jean strengthen a pursuit, executive workshop, diagnostic or early transformation mobilization?
- Which existing consulting IP could be augmented by the value-evidence, 3C, data-product or AI-operating-model assets?
- What role configuration would create the most value: practice leadership, engagement leadership, specialist contribution or advisory capacity?

POSITIONING Jean is most valuable where the challenge crosses boundaries—business and technology, strategy and execution, innovation and governance, adoption and evidence.

Evidence and source note

Prepared from Jean Fahmy’s 2026 CVs and professional biography; CSL performance materials; Kruger Data & AI strategy, Center of Practice, data-product and governance artifacts; the IT Transformation Value Framework; Conservancy AI-First operating materials; Merkuri Impact controlled framework documents; and the public website jeanfahmy.com, reviewed in August 2026. Reported metrics and external client references should be validated and permissioned for the intended recipient before publication.

JEAN FAHMY

Data & AI Strategy · Transformation · Value Realization

jeanfahmy.com · linkedin.com/in/jeanfahmy · jeanfahmy@gmail.com · +1 514 238 2666