

DATA & AI CONSULTING EXECUTIVE PROFILE

Jean Fahmy

Enterprise Data & AI strategy • Transformation leadership • Value realization



CIO/CTO • Technology entrepreneur • Bilingual executive advisor

POSITIONING Jean helps organizations turn Data and AI ambition into governed, adopted and measurable enterprise capability—from Board strategy and operating models to trusted data products, responsible AI and value evidence.

~30 yrs	\$4.4M	30%	15–20%
TECHNOLOGY & TRANSFORMATION	AI/DATA FUNDING SECURED	BETTER ETA PREDICTION	FUEL REDUCTION ENABLED

Where Jean creates value

CLIENT NEED	JEAN'S CONTRIBUTION
Set direction	Enterprise Data & AI ambition, maturity diagnosis, target state, investment roadmap and executive alignment.
Build foundations	Data-product architecture, governance, semantic models, platform direction and AI-ready operating controls.
Industrialize AI	Use-case portfolio, POC-to-product gates, agent operating model, responsible-AI lifecycle and production discipline.
Create adoption	Business ownership, AI literacy, communities of practice, change design and measurable usage.
Prove value	Benefit hypotheses, baselines, evidence registers, scorecards and executive-ready value narratives.

Selected impact

- Built Kruger’s Data & AI operating system: strategy, governance, guardrails, adoption and an Azure/Microsoft Fabric data-product foundation.
- Led CSL maritime AI: 30% better ETA prediction, 96% digital-twin accuracy and 15–20% fuel reduction enabled.
- Founded and sold three technology businesses; advised 25+ organizations; led platforms serving 1,300+ dealers and 2M+ monthly users.

Offer, evidence and firm contribution

Consulting offer portfolio

OFFER	TYPICAL DELIVERABLES	CLIENT VALUE
Data & AI strategy	Ambition, maturity, target state, roadmap, investment logic	A prioritized path tied to enterprise outcomes
AI value discovery	Use-case landscape, scoring, business cases, portfolio gates	Fewer demos; clearer scale/stop decisions
Data products & governance	Domain design, contracts, quality, semantic models, catalog	Trusted data reusable across BI, AI and operations
AI operating model	Decision rights, lifecycle, CoP/CoE, guardrails, vendor assurance	Faster adoption with accountable risk
Value realization	Baselines, metric cards, benefit owners, evidence and claim controls	Defensible outcomes for executives and the market

Three proof points

Industrial Data & AI • Strategy, AI governance, agent portfolio, adoption and governed OEE/downtime data products in a diversified manufacturing environment.

Maritime AI transformation • ML, digital twins, optimization, IoT-scale data, public funding and industry standards—with quantified operational outcomes.

Data entrepreneurship • Built Canada’s first comprehensive used-car data aggregation platform and earlier enterprise mobility and IT-services businesses, then sold them.

How Jean strengthens a consulting firm

- Helps originate and sharpen propositions at the intersection of Data, AI, operating model and measurable value.
- Brings client-side executive credibility to pursuits, Board workshops and complex transformation choices.
- Leads ambiguous engagements from diagnosis and alignment through mobilization, governance, adoption and evidence.
- Builds reusable IP: playbooks, decision gates, maturity models, value scorecards, evidence registers and executive narratives.

Intellectual capital

IT Transformation Value Framework • Client-Value Evidence Methodology • 3C Breakthrough Innovation Framework • AI-First IT Operating Model • Data Product & Self-Serve Decision Model • Merkuri Impact 3C × 3P × SDG × Trust framework (formation stage).

Representative organizations

Kruger • Canada Steamship Lines • Groupe HGrégoire • AXA • Orange/France Telecom • Bell Mobility • Tim Hortons • Canon Canada • TC Media • Cyberpresse.ca • Auto123.com • Canadian Black Book • HEC Montréal • Polytechnique Montréal • SOS Médecins • FibreNoire • Valtech • Visions Electronics.

Nearly three decades • B.Eng., Computer Engineering, Polytechnique Montréal • French and English • IDC CIO 2026 Award • Info-Tech Innovator of the Year 2025 • OCTAS Gold—AI 2024 • International Bulk Journal IT Solutions Award 2024.

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