

Press Release

Calgary Consulting Firm, Ethier, Named One of Canada's Best Managed Companies

Toronto, ON – February 26, 2013 – Ethier is honoured to win a 2012 Canada's Best Managed Companies (Best Managed) award. This prestigious national award is sponsored by Deloitte, CIBC, National Post, Queen's School of Business and MacKay CEO forums.

"We believe that there are three vital building blocks to sustainable growth: strategy, capability, and commitment; Ethier has demonstrated it is a model of success in all three areas and is duly recognized as one of Canada's Best Managed," explained John Hughes, Partner, Growth Enterprise Leader, Toronto with Deloitte, a national sponsor of the Best Managed program.

Celebrating their 30th anniversary in 2012, Ethier is a boutique consulting firm providing consulting services for business and information technology clients. "We do not claim to do all things for all clients," says Ethier Partner Jerry Richardson, "rather, we specialize in project management, organizational change management, business process innovation and business analysis."

The skills, experience and industry visibility of the Partners are Ethier's biggest market differentiator. Each Partner has a consulting background and an average of over 25 years of industry experience. The four Partners focus on senior client relationships, supporting consultants, and speaking at industry events.

"The company's 70 consultants," says Richardson, "have an average of over 20 years of industry experience. Our client surveys tell us that they appreciate the consistently high level of skill and experience that allow their projects to be done right the first time. As a result, we are often hired to deal with their most difficult projects."

Ethier's knowledgeable consultants have been instrumental in their success in the Calgary marketplace, according to Rick Coutts, VP, TransCanada, "I think one of the things that I would highlight about our working relationship with Ethier is the quality of the people that have come in to work with us. It's been universally a very, very, high standard of skills and abilities that people have brought into TransCanada." David Holm, Executive VP at Veresen, agreed. "In December 2011 we (Veresen) acquired a \$925M midstream business from Encana. The magnitude of this task meant that we needed the skills and the expertise of Ethier."

In late 2009 Ethier decided it needed to grow significantly in response to increasing client needs for senior project resources. "We risked by growing the firm in an uncertain economic climate but the calculated risk paid off as we managed to recruit excellent people and met our clients' growing needs," says Richardson. As a result, the firm has doubled revenues and added ten new client organizations, effectively increasing their client base by twenty five percent.

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Established in 1993, the Canada's Best Managed Companies is a national awards program, recognizing Canadian companies that have implemented world-class business practices and created value in innovative ways. Applications are reviewed by an independent judging panel that evaluates how companies address various business challenges, including new technologies, globalization, brand management, leadership, leveraging and developing core competencies, designing information systems, and hiring the right talent to facilitate growth.

"To be honoured as one of Canada's Best Managed Companies is a remarkable achievement," said Jon Hountalas, Executive Vice-President, Business Banking, CIBC. "We applaud the success of this year's winners and we're proud to recognize their contributions to Canadian business."

"Being selected as one of Canada's Best Managed Companies is an incredible honour, especially with this being our 30th anniversary of business in Calgary. On behalf of all my partners, we want to thank our clients, consultants and staff for all they have done to support our growth. We are proud of our success and will continue to live our values by building long-term relationships with our clients and consultants, by focusing on delivering what we promise, and by treating everyone with respect." says Richardson.

About Ethier (ethier.ca)

Calgary-based Ethier has been carving a niche as a forward thinking business and information consulting firm for three decades.

For the past 15 years, the Ethier Partners have facilitated a set of seven Industry Roundtables consisting of 50 executives from 30 FP500 companies. These exclusive, intimate groups allow for the building of trusted relationships with decision makers. "The Ethier Roundtables are quite beneficial, both from a networking perspective and as well as an opportunity for CIOs or those leading Application Development or other practices like Project Management Office to learn from their peers and to continue to develop their own skills for leading their teams," said Lorraine Moore, President, Accelerate Success and former Director, TransCanada.

Ethier's commitment to answering the needs of clients has stood the test of time, earning them the enviable reputation of delivering projects, not only on time and on budget, but also by providing business value that directly improves the clients' bottom line. Ethier constantly strives to provide the greatest value to their clients.

Unwavering integrity, respect for their clients and a deep appreciation for the expertise of their consultants has always driven their growth. Constantly improving the quality of their high level of services helps them grow and adapt to business change – while helping their clients do the same.

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About Canada's Best Managed Companies

Canada's Best Managed Companies continues to be the mark of excellence for Canadian-owned and managed companies with revenues over \$10 million. Every year since the launch of the program in 1993, hundreds of entrepreneurial companies have competed for this designation in a rigorous and independent process that evaluates their management skills and practices.

The awards are granted on four levels:

- 1) Best Managed winner (one of the 50 new winners selected each year)
- 2) Requalified member (repeat winners retain the Best Managed designation for two additional years, subject to annual operational and financial review)
- 3) Gold Standard winner (After three consecutive years of maintaining their Best Managed status, these winners have demonstrated their commitment to the program and successfully reapplied for the designation. Companies may requalify for two additional years, subject to annual operational and financial review)
- 4) Platinum Club member (winners that maintain Best Managed status for a minimum of six consecutive years).

2012 winners of the Canada's Best Managed Companies award will be honoured at the annual Best Managed gala in Toronto on April 16, 2013. On the same date, the Best Managed symposium will address leading-edge business issues that are key to the success of today's business leaders.

Program sponsors are Deloitte, CIBC, National Post, Queen's School of Business and MacKay CEO forums. For further information, visit www.bestmanagedcompanies.ca. Visit the online community for private companies the Best Managed channel on FP Executive: www.financialpost.com/bestmanaged

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