

## Rick Tofani, President Innogy Consulting Services

*... connecting innovation and technology for your advantage*

Rick Tofani provides management consulting for small- to medium-sized enterprises to turn your innovative ideas into phenomenal reality. Experienced in applied research and policy development, Rick knows what it takes to successfully commercialize products from the conceptual stage.

Put Rick's extensive experience to work for you, and watch as connections between innovation and technology turn into your competitive advantage.



**Applied Research** – Developed proposals, worked on projects and worked with scientists, engineers and technicians in institutional applied research and industry environments.

**Network Development** – Developed networks with other research institutions, researchers and with industry partners to develop collaborative relationships, industry funded projects and funding applications.

**Organizational Development** – Designed the concept for TecMark International at the Saskatchewan Research Council to commercialize technology. Instrumental in the design and development of the Olds College Centre for Innovation from inception.

**Funding Applications** – Prepared federal and provincial government funding applications, such as NRC–IRAP, Canada Foundation for Innovation, Alberta Ingenuity Fund, Western Diversification, and many more.

**Policy Development** – Developed internal human resources policies, and intellectual property and confidentiality policies.

**Product and Process Development** – Technical and market development for new and existing products, from mining and agriculture equipment to emergency vehicles, electronics and food products. Also designed, developed and marketed several products.

**Project Management** – Completed small- to large-scale engineering and best practices projects. Worked with groups to facilitate project and strategic planning exercises.

*(more...)*

**Technical Evaluations** – Developed two technology evaluation/project evaluation models plus a personalized version of the PROGRID model for the Saskatchewan Research Council.

**Sales and Marketing Management** – Selling consulting services and products, developing marketing packages and marketing and advertising strategies.

**Business Development (International and Domestic)** – Conducted business development missions, created proposals and collaborative agreements and successfully sold products and services in several countries including, U.S.A., Germany, Singapore, Indonesia, Malaysia, Panama.

## *Additional Information*

### **Current Clients**

- Southern Alberta Institute of Technology (SAIT)
- Canadian Environmental Technology Advancement Corporation (CETAC West)
- Red Deer College
- Gowlings (Ottawa)
- University of Lethbridge
- Saskatchewan Institute of Applied Science and Technology
- Red Deer County
- Alberta Association of Colleges and Technical Institutes

### **Affiliations**

- Board of Directors, Alberta Environment and Sustainable Agriculture (AESAs) Processing Section
- Awards Committee, ASTECH Awards
- Advisory Committee, Leading Edge Education Foundation (British Columbia)
- Advisory Board, DynAgra Corporation
- Advisory Board, Innwest 2005 Conference
- Registered Professional Engineer, Alberta and Saskatchewan

*To transform innovative ideas into marketable products and processes, contact:*

**Rick Tofani, President**

**Innogy Consulting Services**

69 Asmundsen Avenue

Red Deer, Alberta CANADA T4R 2X6

Email: [tofani@directcci.com](mailto:tofani@directcci.com)