



**Rick Otway**  
**Vice President, Central Canada Operations**  
**Cisco Canada**

As Vice President, Central Canada Operations, Rick Otway is responsible for Cisco's operations in the province of Ontario. His role is to work with both the public and private sectors to enhance Ontario's ability to compete globally and improve citizen services.

Previously at Cisco, Otway served as Vice President, Central Canada Public Sector Operations, where he led business development and sales operations for the government, health, education, and municipal markets. He joined Cisco in 1994 and has held leadership positions in optical sales, West Coast operations, Central region enterprise, and public sector operations.

Otway is a 25-year veteran of Canada's high-tech community. Before joining Cisco, he held various sales and technical leadership roles within IBM Canada.

Otway holds a bachelor of engineering science degree from the University of Western Ontario and is a member of Professional Engineers Ontario.