



Val Stoyanov

Director, Transportation Practice,
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Val Stoyanov leads the Cisco Internet Business Solutions Group (IBSG) Global Transportation Practice. He has devoted his career to helping business and IT executives in the public and private sectors succeed on their technology-enabled business initiatives. His client advisory work focuses on developing compelling visions, building winning business strategies, driving innovation and transformation, and creating execution roadmaps to accelerate the benefits of implemented solutions.

Under his leadership, Cisco IBSG has helped major corporations and organizations in transportation, public sector, retail, manufacturing, and financial services sectors identify economic opportunities in excess of US\$1 billion through deployment of connected business processes and solutions. His diverse background, global experience, and broad business and solutions expertise enable him to take customers from consultation to execution to benefit realization. He is a high-tech industry veteran with more than 20 years of leadership experience in engineering, sales, and consulting. His most recent focus is on helping global transportation companies solve some of their toughest challenges.

Prior to joining Cisco in 1999, Stoyanov held leadership positions at a number of major companies including Apple Computer and Hewlett-Packard.

Stoyanov has a M.Sc. in electrical engineering. He is a founding member of the Centre for Outsourcing Research & Education (CORE) in Canada. He also is a faculty member and a teacher for CORE's executive education program. Stoyanov is a frequent speaker at industry conferences and has authored multiple papers. He lives in Toronto, Canada with his wife and two children.



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