



Paulo Abreu

Director, Latin America Internet Business Solutions Group

Paulo Abreu is a director for the Cisco Internet Business Solutions Group (IBSG), Latin America. IBSG works with many of the world's leading companies and governments to help them become more effective through changed business processes and intelligent technology deployment.

Abreu led the Digital Strategy project sponsored by the Ministry of Economy in Chile, to significantly increase connectivity and foster the utilization of information and communications technology (ICT). Focusing on improving efficiency of SMB's and enhancing Chile's international competitiveness.

In Brazil, Abreu conducted a comprehensive study with the Ministry of Communications to assess demand for broadband connectivity in each of the 5,563 municipalities in the country. The infrastructure gap to provide broadband service was mapped and the necessary investment in backhaul and access to bridge that gap quantified.

Before Cisco, Abreu worked for Unisys, where he successfully developed a services-based organization for the company. Prior to that, he spent several years at McKinsey and Diamond Cluster Consulting, assisting clients in a variety of industries including retail banking, insurance, retail, and consumer goods. Abreu has an impressive track record of bringing together strategy consulting and results-oriented execution

Abreu has a B.Sc. degree in Mechanical Engineering from the University of São Paulo Polytechnic School, a graduate degree in business administration from FGV, São Paulo, and an MBA from Rollins College, U.S.



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