



**Dean Gauthier  
General Manager  
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With 24 years of experience in the telecom industry, of which he spent 15 in the Supply Management for major OEM such as Nortel Networks managing portfolios up to 3.6b\$, Dean is a supply management expert who specializes in contracting, supply chain design optimization, and business processes development. Dean has been involved in the design of business management tools and Supply Chain partnership programs, which has lead him to design and implement leading edge eCommerce applications as well as designing business processes and new types of supply agreements enabling the full potential of eCommerce initiatives.

Dean is now the General Manager and co-founder of KLB Group Canada, a consulting firm specializing in purchasing, which helps North American companies in all industry sectors optimize their procurement processes and reduce their costs with a very innovative approach.