



Joe Deklic
Vice President, Strategic Investments Group
Cisco Canada

As Vice President, Strategic Investments Group, Joe Deklic is responsible for leading the Strategic Investments Group in cultivating transformational business engagements at Cisco Canada. This includes establishing new types of customer relationships and solution sales, indentifying and scoping customer investment strategies for business solutions to be delivered by Cisco and its partners, and developing build, operate and transfer deals.

Previously at Cisco Canada, Deklic served as Chief Financial Officer and Chief Operating Officer, overseeing all financial and sales operations, including strategic fiscal planning, sales and revenue reporting, and operations budget and expense management. Before that he was Chief Financial Officer & Controller, and in three years he succeeded in managing through record sales revenue for Cisco Canada and controlling operational expenses, even as the company grew threefold. Deklic joined Cisco in 1999, founded Cisco Capital in Canada, and was its General Manager for three years.

Prior to joining Cisco, Deklic spent eight years with NCR Canada Ltd., where he held several senior financial roles, the most recent being Division Controller responsible for NCR's financial and telecommunications teams.