

2015 SNAME Arctic Section Luncheon Series

Wednesday, October 21, 2015
at the Westin Hotel, Calgary

Collaborative Business Relationship Building

Julia Kennedy-Francis
Kennedy-Francis Consulting
Calgary, Alberta

ABSTRACT

Kennedy-Francis Consulting provides services that focus on business to business relationship building, secondary market research; Aboriginal Consultation/ Relations; and organizational development. R. J. McGregor & Associates provides services that focus on IRBs, ITBs, and sales in the Ship Building, Aerospace & Defense, and Energy industries. The SNAME Luncheon Presentation for October 21, 2015, shall provide a general overview of Kennedy-Francis Consulting and R. J. McGregor & Associates, and a brief summary on current and previous projects.

SPEAKER BIOGRAPHY

Julia Kennedy-Francis of Kennedy-Francis Consulting has over twenty-five years' experience in Aboriginal Relations with a focus on consultation, engagement, governance building and human resource management. Some of her previous projects included working with all the Chiefs of New Brunswick to develop a formal consultation process/model between the Department of Fisheries & Oceans Canada and the NB Chiefs to address the outstanding Aboriginal and Treaty Rights for Aboriginal fishing and moderate livelihood issues with a structure that supports reconciliation. This process also included an internal consultation process to incorporate community and specialized Aboriginal organizations' input into the formal consultation process. Other projects included Aboriginal governance, organizational development and program evaluations.

Since being in Calgary over the last year, she has been working in the areas of Business to Business Relationship Building and secondary market research. One of the key relationships that Kennedy-Francis Consulting has developed since being in Calgary has been a collaborative relationship with R. J. McGregor & Associates, which is located in Vancouver, BC. The main focus of R. J. McGregor & Associates is to provide IRBs, ITBs, sales and consultation services in the Ship Building, Aerospace & Defense, and Energy industries. Through this collaborative relationship, Kennedy-Francis Consulting shall be developing a strategic presence for R. J. McGregor & Associates and its clients in the Calgary Market.