

**Steve Chartrand**  
**Cloud Consulting Services, Paragon Solutions Group, Inc.**



Chartrand has over 25 years of customer engagement experience in the Information Technology sector (SMB, Enterprise, Strategic Partners, Multiple Industry Verticals), highlighted by an 18-year career with Hewlett-Packard.

Chartrand is a strategic thinker with an extensive track record of pioneering new approaches, expanding business reach with customers, anticipating where the market is headed, and helping businesses achieve better outcomes.

Chartrand also co-founded an innovative services company that provided on-premise Infrastructure as a Service (IaaS) solutions paid for on a ‘consumption basis’ to meet business, technology, and financial outcomes for clients. Customers included large technology, financial, healthcare, transportation, media/entertainment, and service providers. It is this background that now allows him to fully leverage solutions around public cloud and help customers realize the associated value.

Chartrand’s passion for customers: it is about making customers more successful, building relationships by doing the right thing with teamwork, and focusing on the long-term even when it is not the easiest path. He believes that by engaging with his customer’s business in a partnering approach, the mutual businesses will grow better.

Chartrand has accreditations for AWS Business Professional, AWS TCO and Cloud Economics, Microsoft Workloads on AWS, and AWS Technical Professional. He also received numerous awards throughout his career, including ‘Vendor of the Year’ and is a two-time recipient of the prestigious ‘HP Winners Summit’ (top 5% of all Global Sales).

In his spare time, Chartrand enjoys spending time with his kids doing sports (hockey, golf) and school activities.