



Advisory Services  
International Inc.

## PROFILE: OPUS Advisory

### Services Include:

- Strategy Consulting
- Program Design/Review
- Policy Analysis
- Business Models
- Process Design
- Business Cases
- Training & Development
- Project Management
- Business Analysis
- IT Analysis/Implementation
- Procurement Management
- Virtual Advisory Board

**OPUS Advisory Services International Inc.**, is a Management Consultancy providing advisory services on a global basis, across industry sectors and in the public sector. We are experts in international trade and trade finance, and provide consulting, project management and business analysis services to top-tier clients, locally and internationally, working with government, private sector and consultancy clients on a wide variety of engagements.

**Alexander R. Malaket, CITP**, President of OPUS Advisory Services International Inc., possesses over twenty years of professional experience, including more than a decade as a senior-level consultant and project manager, engaged with clients in various parts of the world. Alexander is a recognized expert in trade banking and trade finance, and a regular contributor to leading industry publications across multiple markets.

OPUS Advisory has been engaged by senior-level government clients, C-level executives in world-class companies and organizations, as well as leading consultancies in Canada, the United States and Europe. Our network spans the globe, allowing OPUS Advisory to mobilize project teams to meet the needs of our clients, locally and internationally.

### Expertise Includes:

- International Trade
- Trade Finance
- Trade/Export Promotion
- Financial Services
- Investment Finance

At OPUS Advisory, we combine the vision and strategic perspective of executive-level management consultancy with the pragmatism, discipline and execution-focus of expert project management, to provide our clients with a valuable balance of thought-leadership and execution.

Our Firm has extensive experience with on-site engagements as well as virtual projects, managed and delivered with global scope. OPUS Advisory Services International Inc., has completed a wide range of projects and engagements, including:

### Memberships:

- World Trade Centres Association
- Forum for International Trade Training (FITT)
- Toronto Board of Trade
- Canadian Chamber of Commerce, Hong Kong
- Canadian Manufacturers and Exporters
- Trade Finance Experts Group, IFC/World Bank Program
- Trade Finance Experts Group, EBRD Program

- Program Design, Trade Capacity/Policy Development, ACP Region
- Assessment, Internationalization of Financial Services, Federal Government
- Scope definition - Terms of Reference for the parliamentary/legislative review of a major export credit and insurance agency
- Co-authoring of two courses in a world-class trade training program
- Development of a Target Operating Model for a major Dutch Bank
- Development of Requests for Proposal, oversight of procurement process in the retention of international consultants by a federal government client
- Development, hosting and conduct of online trade banking customer survey - North America - for a top 5 global trade bank
- Development of trade finance website for a leading Canadian trade bank
- Business analysis/project management across several industry sectors
- Competitive analysis of trade promotion/export development approaches covering 12 national governments
- Multi-site operational audit for the financial subsidiary of a privately owned multinational corporation



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**Alexander R. Malaket, CITP**, President of the Firm, possesses over twenty years of professional experience, including more than a decade as an executive-level consultant, senior project manager and business analyst. Alexander an internationally recognized expert in trade and trade finance, and a frequent speaker at seminars and industry events throughout the world.

Mr. Malaket spent several years in the card services and international trade finance divisions of a Canadian Bank, subsequently joining the New York-based corporate banking practice of a billion-dollar international consultancy.

Alexander advised and worked with leading banking and financial services clients across the United States and Canada, leading projects from business process analyses to systems implementations, to global strategy reviews, market positioning assessments and operational outsourcing.

Mr. Malaket established OPUS Advisory Services in 2001 and has since advised clients in a variety of sectors including financial services, government, telecommunications, private industry and management consulting.

**OPUS Advisory Services International Inc.**, is a Canadian-based consultancy operating on a global basis across various industry sectors and client groups. In addition to consulting, project management and business analysis, we are engaged in the development and delivery of training programs throughout the world. We have earned the trust of top-tier clients and associates across the globe, on engagements ranging from several weeks to multi-year in duration, both onsite and remotely.

We provide innovative, creative and value-added solutions to meet client requirements, whether on retainer, or project-specific fee structures. OPUS Advisory can mobilize project teams of various sizes covering numerous areas of expertise, which we can deploy internationally as needed.

### Professional Interests:

- Strategy & Policy
- International Trade
- Trade Finance
- Trade Promotion
- International Development
- Financial Services
- Public/Private Partnerships
- eBusiness & Technology
- Training & Development
- Capital Markets

### Industry Activity

- Frequent contributor and feature writer, industry publications
- International Trainer, Trade Finance
- Project evaluator and developer of trade training materials
- Chair/Speaker, industry conferences, roundtables and panels

### Sample Clients, Past & Present

- HSBC Bank
- Bank of America
- TradeCard/WTCA
- Royal Bank of Canada
- BMO Financial Group
- Wells Fargo/HSBC Trade Bank
- Industry Canada
- Trade Team Canada
- CMHC International
- Foreign Affairs & International Trade Canada
- Canadian Commercial Corporation
- BNY Mellon
- Commonwealth Secretariat
- Northstar Trade Finance
- TD Securities
- Capco/ING Bank
- FITT
- MTS Allstream Inc.

### Contact:

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*OPUS Advisory Services: Global Business. Enabled.*