

# Matthew Lafrance

*“My primary objective is to empower each member to push their boundaries, to think bigger, work smarter, and laugh along the way.”*

TEC CEO Chair  
Ottawa, ON



## Hello!

I am a visionary entrepreneur and business leader. At the age of 18, I founded Grade A, a cybersecurity and IT services firm. The firm quickly gained recognition for its robust corporate culture, strong core values, and ability to inspire staff engagement to deliver exceptional customer service and sustainable growth.

Serving as the CEO, my dedicated team and I scaled the business from a modest 4 to an impressive 265 staff over my illustrious 20-year career. My passion for employee development, lifelong learning, and a servant leadership style laid the foundation for an organization that not only achieved best-in-class performance but also earned widespread industry acclaim.

Throughout my professional journey, I remained a steadfast member of TEC Canada, where the invaluable support and guidance from my peer group helped me navigate the complex challenges of business while maintaining a healthy work-life balance.

Having successfully sold Grade A to a Private Equity firm and spearheaded multiple M&A acquisitions across Canada and the US, I decided to step down as CEO to pursue my passion- coaching and mentoring entrepreneurs and CEOs. Today, I am a trusted mentor, guiding others on their entrepreneurial and leadership journeys, while actively contributing my expertise as a board member for numerous organizations. As a TEC Chair, I leverage my vast experience to foster an environment of trust and camaraderie within my peer advisory group. My primary objective is to empower each member to push their boundaries, think bigger, work smarter, and find joy along the way.

On a personal note, I am an Ottawa native, living with my loving wife and three dynamic children. I graduated as a Computer Systems Engineer from Carleton University, where I played a role in starting the Entrepreneurial Co-op Program. In my leisure time, you'll find me enjoying tennis, squash, and golf. I am passionate about adventure, indulging in water sports, and exploring foreign lands. As an active Venture Capitalist and Private Equity investor, I have contributed to the success of numerous startups. Over the years, I've had the privilege of coaching and mentoring over 100 intra/entrepreneurs, fueling my commitment to the growth and success of others in the business world.

## My TEC Group Vision

To build an environment that fosters trust so we can share openly and honestly, laugh together, and motivate each other to achieve our personal and professional goals.

**Let's Start the Conversation**

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**Take The Leap Towards Transforming Your Leadership Skills Now!**

Connect with me today to start your journey towards growth and opportunities that align with your business and personal goals. Elevate your business and personal success with me and my group of exceptional business leaders by your side!

Respectfully Yours,

**TEC**CANADA