

Mathieu Lavoie-Ansah

Senior Solutions Architect, Pre-Sales |
Integration Consultant

CONTACT

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Ottawa, ON

SKILLS

- Pre-sales discovery
- Proofs of concept
- Azure
- AWS
- API and integration design
- Event-driven architecture (Kafka)
- RFP and security questionnaires
- Identity (Entra ID, OAuth 2.0)
- Solution demos
- Bilingual presentations (EN/FR)
- Salesforce CRM
- Executive briefings

EDUCATION

BASc, Software Engineering
Université du Haut-Outaouais
2018

CERTIFICATIONS

- Microsoft Certified: Azure Solutions Architect Expert
- AWS Certified Solutions Architect – Associate

PROFESSIONAL SUMMARY

Pre-sales solutions architect with seven years in integration and cloud software, the last four partnering with account executives on mid-market and public sector deals. Runs discovery workshops, builds proofs of concept on Azure and AWS, writes RFP technical responses in English and French, and hands delivery teams designs they can actually build.

PROFESSIONAL EXPERIENCE

Senior Solutions Architect, Pre-Sales

Mar 2021 — Present

Rideau Integration Labs · Ottawa, ON

- Support four account executives across 30 active opportunities a year, leading discovery workshops that map customer systems, data flows and integration pain points.
- Built a two-week Azure proof of concept connecting a provincial agency's case system to its payment platform, which became the technical basis for a \$1.4M contract.
- Wrote the technical sections of 18 RFP responses, including data residency in Canadian regions and accessibility requirements, and kept a reusable answer library current.
- Created three industry reference architectures for municipal permitting, utilities billing and higher education, shortening proposal preparation and giving delivery teams a common starting point.

Integration Consultant

Jun 2018 — Feb 2021

Gatineau Systems Partners · Gatineau, QC

- Designed REST and message-queue integrations between ERP, CRM and warehouse systems for manufacturing clients, documenting interfaces and error handling for support teams.
- Led customer design sessions in French and English, turning requirements into interface specifications signed off before build started.
- Replaced nightly file transfers with event-driven Kafka flows for a distributor, so inventory updates reached the online store within minutes instead of the next morning.