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I'm the outsourced **"tech boss"** for growing companies that are too big to keep winging their technology, but too small to hire a full-time one. When a business runs on software and the owner is in over their head on tech, AI, or security, I step in part-time and sort it out.

WHO TO REFER ME TO — FORGET JOB TITLES & REVENUE

Picture one person

A business owner whose company runs on technology, is growing or changing fast, and has nobody senior in charge of the tech.

A real company with a team (**roughly 5–100 people**) — not a solo freelancer, not a giant corporation — where computers, software, or data are central to how they make money, and the owner is the one losing sleep over it. **You already know people like this.** It's your neighbour, your brother-in-law, someone from a chamber mixer, a friend who owns a shop. Anyone who runs a growing business and grumbles about their technology.

Not a fit: if it's a *person* with a computer problem, not a *company* with a technology problem, it's probably not me.

THE TELL — LISTEN FOR ONE OF THESE

They complain about tech like a bad knee

"Our systems can't keep up with how fast we're growing."

"We're drowning in spreadsheets — it's all held together by hand."

"We hired a dev shop (or offshore team) and got burned."

"I'm worried about where our data lives," or "we had a security scare."

"Everyone's talking about AI and I don't know where to start — or if we're safe."

"Our software project is way over budget and behind schedule."

"Everything depends on one developer and I'm nervous about it."

"We've got an investor or buyer looking at us," or "we're thinking of selling in a few years."

Any of these = "You should talk to Mario."

THE EASIEST WAY TO REFER ME

The Technology Health Check

\$2,000 flat, fixed-scope

Don't try to explain everything I do — just hand off the Health Check: a fixed-scope review of a company's tech, systems, AI-readiness, and risk. **They get a written report in ~2 weeks:** an overall Technology Health Score (out of 100), a prioritized list of their biggest risks, and a 90-day action roadmap of quick wins — across nine areas from strategy and security to AI & data.

Lead with their problem, not the price: "Sounds like your systems can't keep up. I know a fractional CTO who does a fixed-scope tech check-up that pinpoints exactly what to fix — flat fee, no obligation. Want an intro?" If they say yes, just send me the name.

Thanks to Reyem Tech's work, we've been awarded technology funding, navigated two technology migrations, and made tangible progress on our AI-powered design studio with positive user feedback. I'm impressed by their broad expertise, AI fluency, and positive, supportive leadership.

Jessica Knox, CEO of Metrix Group · Toronto business-services firm ★★★★★½ **Verified 4.5/5 on Clutch** ↗

Who hears my “tells” before anyone? If your seat is one of these, you're my best referral source — and I'm yours:

Accountants & fractional CFOs

Business & M&A lawyers

Commercial insurance brokers (cyber)

Business brokers & exit advisors

Bookkeepers

Business coaches

Commercial bankers

A **cyber-insurance broker** sells right against “we had a security scare.” An **M&A lawyer** or **business broker** hears “getting ready to sell” all day — that's my marquee result (cleared PE due-diligence → acquired). We serve the same owners at different moments. Let's trade.

PROOF — SAME PLAYBOOK AT \$3M OR GETTING READY TO SELL

Examples of who I help

AN EVERYDAY-SIZE BUSINESS

A Canadian consumer-products company (three brands, ~\$2.5–3M revenue, a tiny back office) whose orders came through seven disconnected channels, all re-keyed by hand, no CRM, 30 years of patched-together tech. I came in as fractional CTO, mapped everything, and delivered a funded roadmap.

\$115K

GOV'T FUNDING SECURED

\$480K/yr

LABOUR SAVINGS IDENTIFIED

AT THE BIGGER END

A GTA pharma-marketing agency where I led firm-wide AI adoption, secured an Ontario DMAP grant, and rebuilt their tech, security, and governance to enterprise standard — work that helped clear technical due-diligence for the company to be acquired by a large pharmaceutical private-equity firm.

Enterprise

SECURITY & GOVERNANCE

Acquired

CLEARED PE DUE-DILIGENCE

IN PLAIN TERMS

What I help owners with

- **Part-time CTO** — senior tech leadership & a clear plan, without a full-time hire
- **AI, done safely & for ROI** — where it actually helps, with guardrails on your data
- **Modernizing old systems** — replacing “held together by spreadsheets” with tools that scale
- **Cloud** — setting up & cost-optimizing on AWS or Azure

- **Cybersecurity & risk** — finding the holes first; passing cyber-insurance & due-diligence
- **Vetting tech spend** — sanity-checking software quotes, vendors & dev shops before you sign
- **Building software right** — B2B/B2C products, faster delivery, fewer surprises
- **Building & mentoring teams** — so the business never depends on one person

MAKING THE INTRO — EASY & CLEAN

- ✓ **No referral fee or kickback.** I'd just rather owe you a good one back.
- ✓ **Everything is confidential.** I work under NDA — and inside privilege on anything legal.

- ✓ **I lead with their problem,** not a pitch. First chat is about them.
- ✓ **Want a reference first?** Just ask — I'll connect you with someone I've done this for.

MY GOAL

1 quality referral a month

Any business owner (from **anyone** in your network — not just your clients) whose growing company runs on technology and has no full-time tech leader. Seed the \$2,000 Health Check as the easy, no-risk first step.

HOW I CAN HELP YOU (THE EXCHANGE)

- A second set of eyes on any tech, AI, or software decision you're weighing
- Introductions into my networks — chambers, startup ecosystems, tech communities
- Vendor & quote sanity-checks — “is this tool / this price right?”
- Referrals to trusted implementation partners for hands-on build work

WHERE I'M CONNECTED

King Chamber of Commerce (VP, Board) · Vaughan, Markham, Richmond Hill & Aurora Chambers · Bradford Board of Trade · Tech Connex · Techpreneurs · YSpace · TechTO.

Heard one of the tells? Send me the name.

One quality intro a month is all I ask — I'll take great care of them.



Book a 30-min intro → meet.reyem.tech

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