

# Nathan Davie

Director Analyst - IT Services | Sourcing, Procurement & Vendor Management | Gartner

Ottawa, Ontario, Canada • nathandavie@gmail.com

• [linkedin.com/in/nathan-davie-22a0ab33](https://www.linkedin.com/in/nathan-davie-22a0ab33) • Bilingual - English / French

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## PROFILE

Director Analyst at Gartner focused on IT Services Sourcing, Procurement, and Vendor Management, with 20+ years of hands-on experience spanning enterprise IT strategy, federal government consulting, and SaaS entrepreneurship. Produces thought-leading research as Lead Author (8+ advisory notes per year) and advises 300+ enterprise clients annually on sourcing decisions, RFP design, contract negotiation, and global service provider selection across software engineering, cloud, AI/GenAI, ERP, and CRM markets. Gartner's client network spans 14,000+ enterprises in 90+ countries.

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## PROFESSIONAL EXPERIENCE

### Director Analyst - IT Services

September 2025 - Present

Gartner - Sourcing, Procurement & Vendor Management

8+ Advisory Notes / Year (Lead Author)

300+ Client Interactions / Year

14k+ Client Enterprises in 90+ Countries

- Creates thought-leading research and guides clients in the Software Engineering and IT application services market with a focus on sourcing practices, contracting, and negotiations.
- Advises clients on sourcing issues, RFPs, and provider proposals; delivers actionable guidance through inquiries, presentations, webinars, and written content.
- Produces high-quality advisory notes as Lead Author (8+ per year), covering areas including AI/GenAI, cloud, agile, custom software, analytics, CX, API, and QA.
- Reviews IT outsourcing and application solution RFPs; guides clients on global service providers for software development and enterprise implementations.
- Conducts research on global service provider landscape including DevOps, LCAP, RPA, ERP (SAP, Oracle, MS Dynamics), Cloud, and CRM/HCM (Workday, Salesforce).
- Advises 300+ clients per year and collaborates with sales to support client acquisition and retention across 14,000+ client enterprises in 90+ countries.

### Senior Business Consultant

November 2021 - September 2025

Treasury Board Secretariat (TBS) – Office of the Chief HR Officer (OCHRO)

- Advised senior executives on government relations strategies, public policy development, and regulatory compliance.
- Conducted policy analysis on HR systems and federal initiatives, ensuring alignment with government priorities.
- Developed stakeholder engagement strategies, fostering collaboration with federal departments and external partners.

**Senior Business Consultant**

May 2021 – January 2022

Public Services and Procurement Canada (PSPC) – Digital Services Branch (DSB)

- Delivered strategic advisory on government engagement, public policy alignment, and communications strategies for digital services.
- Conducted detailed policy analysis on technology initiatives, advising on regulatory compliance and strategic communications.

**Senior Business Transformation Consultant**

December 2019 – May 2021

Public Services and Procurement Canada (PSPC) – Digital Services Branch (DSB)

- Led the design and implementation of government relations strategies to support technology adoption and service delivery.
- Conducted scenario planning to navigate complex policy issues, delivering clear strategic guidance.

**Senior Business Consultant**

September 2017 – October 2018

Department of National Defence (DND) – Director Defence Information Management Programme (DDIMP)

- Provided strategic advisory on government engagement, policy analysis, and regulatory compliance for large-scale IM/IT projects.
- Delivered clear, actionable policy recommendations to senior leadership.

**Senior Business Consultant**

September 2015 – August 2017

Employment and Social Development Canada (ESDC)

- Streamlined policy development for Employment Insurance (EI), aligning service delivery with regulatory frameworks.
- Conducted detailed policy analysis and provided strategic advisory on government relations.

**Founder**

June 2012 – March 2023

Easy Manifest Inc. – Ottawa, ON

- Developed a SaaS platform for commercial freight carriers ensuring compliance with government regulations.
- Advised clients on regulatory compliance, policy navigation, and stakeholder engagement.

**CORE COMPETENCIES**

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■ IT Sourcing & Procurement Strategy

■ RFP Design, Review & SOW Analysis

- Vendor Management & Negotiation
- Global Service Provider Evaluation
- AI, GenAI & Cloud Advisory
- ERP - SAP, Oracle, MS Dynamics
- Enterprise Architecture
- Executive Advisory & Client Engagement
- Federal Government IT Policy
- SLA / KPI Frameworks
- Nearshore / Offshore Delivery Models
- DevOps, LCAP & RPA
- CRM / HCM - Workday, Salesforce
- Thought Leadership & Research Writing
- Webinars & Conference Presentations
- Agile / Scrum Methodologies

## **LANGUAGES**

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### **English**

Native / Full Professional Proficiency

### **French (Français)**

Full Professional Proficiency