

Paul Terlemezian is the owner and founder of **iFive Alliances, LLC**. This firm builds revenue producing strategic alliances for training, consulting and technology companies. Its methods include proprietary tools that are licensed to iFive clients as part of its implementation, consulting and training services.



Paul has 20+ years of alliances and sales experience in the high technology and training industries. He has worked for DEC, IBM (Catapult Division), Sterling Software (KnowledgeWare), Achievement Plus and with Sylvan Learning Companies that were focused on eLearning. He has designed, implemented and managed strategic alliances for training, technology and consulting companies.

He earned his M.S. in Mathematics at Northeastern University in Boston and taught Differential Equations and Calculus to freshman while doing so. Later, he joined DEC as a technical instructor and traveled around the world teaching clients how to use and program computer systems. His P&L responsibilities include managing customer training businesses for several companies prior to founding iFive Alliances in June of 2003.

He was the 2008 President for the Atlanta Chapter of ASTD (American Society for Training and Development). Since 2006 he has been the Affiliate Chair for the Southeast Chapter of the Association of Strategic Alliance Professionals (ASAP). In 2008 he founded and launched the Technology Association of Georgia (TAG) Workplace Learning Society and in 2009 was appointed to the TAG Board of Directors.

His speaking activities include the Business Wise Business Wisdom Academy, Omicron IT Training Managers Interchange, LearnTrends, several ASTD Atlanta SIG's, Kettering Executive Network and the TAG Consulting Society. He has delivered presentations on alliances for the Southeast Software Association, the Atlanta IT Association, the Institute of Management Consultants, several Vistage groups, C-Level Enterprises CEO Boot Camp, The Brain Trust, the Towne Lake Business Association, TrainingIndustry.com's Supplier Summit, the Greater Women's Business Council, ESMA (Executive Sales and Marketing Association) and TAG (Managing Your Business as an Asset.)

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