



**Paul Boucherle - Principal –  
Matterhorn Consulting, LLC**

Paul C. Boucherle CPP- Certified Protection Professional and CSC - Certified Sherpa Coach has more than thirty years of diverse security and safety industry experience including UL central station operations, risk-vulnerability assessments, strategic security program design and management of industry convergence challenges. Boucherle has successfully guided top-tier companies in achieving enhanced ROI resulting from improved sales and operational management techniques. He is a charismatic speaker and educator on a wide range of critical topics relating to the security industry of today and an accomplished corporate strategist and marketer whose vision and expertise in business performance have driven notable enterprise growth in the security industry sector. Offering a rare blend of critical hands-on product experience with creative and operational strengths, Paul has achieved exciting company and product turnarounds and is recognized for his success in growing sales and profits.

As a corporate consultant and executive coach, Boucherle's exceptional track record of business improvement is based on his philosophy of total enterprise engagement in change. He is able to quickly identify and diagnose sales and growth impediments that go far beyond marketing, working with companies to refine their organizational structure, product lines, sourcing, sales channels, and market position, as well as their individual executive management style and technique.

His strategic approach to convergence strategies is reflected in his hands-on experience as a pioneer in the field and as founder of high technology firm Digital By Design. The company was involved in the design, engineer and development of software and supplied hardware for new "smart video" technologies that communicate over LAN/WLAN networks.

Digital By Design also provided application assessment, system design and component requirements of systems that protect universities, refineries, utilities, primary school, airports, manufacturing and biotechnology research facilities among others, as well as, IP/IT video system consulting to end users, system integrators and manufacturers.

Paul's educational merits were received from East Carolina University, New Bern, NC (Undergraduate work while in the service of the United States Marine Corp); Youngstown State University, Youngstown, Ohio (Bachelor of Science, Business Administration); Youngstown State University, Youngstown, Ohio (Associate of Applied Science, Electrical Engineering); Northwestern University – J.L. Kellogg Graduate School of Management (Executive Education- Negotiation for Managers); Penn State University Executive Programs (The Sherpa Guide to Process Driven Executive Coaching).

Paul C. Boucherle is a Viet Nam Veteran who served in the United States Marine Corps from 1970-1974.

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