



**ANDREW R. YSASI, MS**  
**FIP, CIPM, CIPP, CISM, PMP, CRM, IGP**



**PRESIDENT | VICE PRESIDENT | INFOGOV SME**

**CAREER SUMMARY**

Andrew is an executive in the information services and storage industry. Andrew was able to increase profitability, cash flow, and strengthen the balance sheet by streamlining operations to client needs, launching new services, and by building an industry-recognized sales and marketing strategy. Since 2009, Andrew's leadership at Kent Record Management led to a 133% increase in revenue and the valuation of the business by 15 times. To improve chances of success, he became a subject matter expert on leadership, information governance, records management, business development, information privacy, information security, project management, and sales management. Andrew has received over 50 written recommendations from professional colleagues, advanced certifications, a Master of Science in Administration degree, is a sought-after speaker, writer, and is respected by professionals across the globe.

**TOP SKILLS**

Executive Leadership – 10 years	Information Governance – 10 years	Records Management – 10 years
Project Management – 15 years	Technology Management – 10 years	Info Privacy & Security – 10 years
Mergers and Acquisitions – 10 years	Compliance and Audit – 10 years	Accounting and Finance – 10 years
Strategic Planning – 10 years	Marketing Management – 10 years	HR Management – 10 years
Business Continuity – 15 years	Sales Management – 10 years	Contract Negotiation – 20 years

**EXPERIENCE**

- Vice President**      **Kent Record Management®**      Grand Rapids, MI      9/2009-Present
  - Report to the President and Board of Directors and responsible for the management team across four locations.
  - Developed and implemented a strategy that navigated the organization through two mergers, five acquisitions, and new services that resulted in a 133% growth in revenue. Reduced debt by 40% and improved EBITDA by 185%.
  - Built a highly successful and industry-recognized sales and marketing department with staff, CRM software, and successful SEO and SEM campaigns with Google resulting in 1180% increase in new clients. Implemented a HIPAA compliance program, and assisted the organization in achieving SSAE 16 and SOC certifications.
  - Consult with clients ranging from small businesses to global billion-dollar companies on matters related to information governance, records management, document imaging, information privacy, and information security.
- President**      **IG GURU®**      Grand Rapids, MI      1/2018-Present
  - Created an Information Governance news website and forum to serve the Information Governance community.
- President**      **myPACT®**      Grand Rapids, MI      7/2018-Present
  - Developed a career portfolio tool where individuals can track and share their accomplishments in a modern way.
- President**      **Admovio®**      Grand Rapids, MI      3/2014-Present
  - Founded a career coaching and resume review organization and featured in CIO Magazine.
- Adjunct Instructor**      **Davenport University**      Grand Rapids, MI      5/2011-5/2014
  - Taught TECH 497 Technology Capstone and GPMT 350 Global Project Management courses to undergraduates.
- Director of IT**      **Kent Record Management**      Grand Rapids, MI      4/2008-9/2009
  - Implemented a new network, cloud, VoIP, and physical data center later converted to a Hyper-V environment.
- Sales/IT/Management Roles**      **Various Employers**      Grand Rapids, MI      7/1996-3/2008

**EDUCATION AND CERTIFICATIONS**

<b>Master of Science in Administration (Information Resource Management) – Central Michigan University – 2010</b>
<b>Bachelor of Science in Information Technology – University of Phoenix – 2007</b>

**FIP** – IAPP Fellow of Information Privacy | **CIPM** – IAPP Certified Information Privacy Manager | **CIPP** – IAPP Certified Information Privacy Professional | **CISM** – ISACA Certified Information Security Manager | **PMP** – PMI Project Management Professional | **CRM** – ICRM Certified Records Manager | **IGP** – ARMA Information Governance Professional | **ITIL** Foundation | **CompTIA CDIA+** | **CompTIA Project+** | **CompTIA Security+ ce** | **CompTIA A+ ce**

**PROFESSIONAL MEMBERSHIPS AND AWARDS**

ARMA International member since 2007 | IAPP member since 2008 | PMI member since 2008 | ICRM member since 2011 | ICRM Exam Development Regent – 2016-2017 | ARMA – Information Governance Body of Knowledge (IGBOK) Writer – 2017 | ARMA – RIM Competencies Update Group – 2016 | i-Sigma (PRISM) International Board – 2016-Present | ICRM Alan Andolsen Mentor of the Year Nominee – 2016 | ARMA West Michigan Member of the Year – 2013 InfraGard member since 2010 | Grand Rapids Economic Club member since 2015