



Mark Ternent MNZM is a familiar face in the Kāpiti business community and Electra Business Awards, but what you possibly don't know about him is his career of two halves.

Twenty-two years in the navy and the same in self-employment has made this results-orientated personality an asset to our district.

Joining at the navy at the age of 15, Mark spent more than 15 years travelling the world as a naval officer, heading the supply department on several ships, working in navy-wide leadership and improvement, and acting as an internal business consultant. In his last role he was promoted to Commander, becoming Director Naval Logistics and an honorary aide-de-camp to the Governor General.

As a 29 year old Supply Officer on a frigate, he was responsible for a \$29 million budget, a department of 31 people and 25,000 line items, while ensuring a crew of 260 people were fed three times a day. In a voluntary role he was a national assessor for the NZ Business Excellence Foundation. Just two of the many reasons why he earned the reputation as a person who got things done and done well.

In 1998, Mark was made a Member of the NZ Order of Merit (MNZM), reflective of his Defence Purchasing Manager role in New Zealand House, London where he improved relations with key New Zealand suppliers making significant savings and increasing operational capability.

Leaving the navy in 2002 after 22 years' service, Mark transferred his skills to helping lower North Island clients improve their operations. Over five years, businesses received one-on-one coaching, group coaching programmes, team development and training. In the process he became a highly valued and award-winning business coach.

Mark joined Kāpiti BNI serving often as the education coordinator on the leadership team. He also became a voluntary Awards Assessor for the Electra Business Awards and joined the Business Kāpiti Horowhenua (BKH) Board.

As Kāpiti Chamber of Commerce Deputy Chair and then Chair, this start-up group became a significant business community in Kāpiti, with vibrant events and a membership that trebled.

Bringing his Business Excellence Experience to BKH as Chair, as well as Chief Assessor for eight years, reflects his commitment to local business development. It's no surprise then that he received the inaugural (and only) Lifetime Achievement Award for his mahi.

It's not just the business sector Mark lends his expertise to. He's been involved in community and sports groups, worked with the health sector, and was involved in the Kāpiti Digital Leadership Forum and Mayor's advisory group supporting a business case for a local youth centre, now Zeal Kāpiti, as well as being involved in the development of Kāpiti Coast District Council's economic development strategies.

His business coaching evolved into business consulting and advisory work, and he has completed many commissions and projects over the last 15 years working with boards and senior management around New Zealand.

For the last decade his major focus has been on his own company of GTB IT Solutions. Founded by Sarah McMurray, Mark became a director and co-owner after they met at BNI.

Mark and his GTB team help businesses get the right IT and support they and their people need, for the right level of investment. And increasingly, help them navigate the cyber security, data privacy and other digital hazards.

In 2015, Sarah and Mark became involved in the formation of a peer grouping of IT companies around New Zealand – the IT Alliance, of which he is currently Chair.

Mark, thank you for your continued leadership and contribution to our business community. We are lucky to have you and hope to see you continuing to help others with your skills and energy.

BKH Hall of Fame - 2023 Kāpiti Laureate