

## Business of Software – One Perspective

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### Topics

- ◆ Background
- ◆ The future
- ◆ Experience has shown

## Background 1

- ❑ Queen's University (1984)
- ❑ Engineer at Bell Northern Research – Nortel ('84-'87)
- ❑ Nortel Product Manager ('88)
- ❑ President of Get Info ('88-'93)
  - ❑ Computer reseller and consulting organization
  - ❑ 25 staff, \$4.5M revenue, \$0 profit (at the end)
- ❑ President of Forerunner Inc. ('93-'94)
  - ❑ Independent consulting
  - ❑ 1 staff, good revenue, all profit
- ❑ Director, Lotus Consulting ('95-'96)
  - ❑ 12 staff, start-up revenue, profit
  - ❑ Ran Canada and methodology team worldwide
- ❑ President of Acceleron Inc. ('96-'99)
  - ❑ Software consulting/development
  - ❑ Sold to Momentum Business Systems in '99

## Background 2

- ❑ President of Hangiber Holdings Ltd. ('00-present)
  - ❑ Holding company and also consulting
  - ❑ Partnered in RealityClick.com (not involved), legalhome.com (life support), LogCentrix (friend's initiative)
- ❑ Vice President, R&D for Delano Technology ('01-'02)
  - ❑ \$100M USD in IPO, "business challenged" (now sold and bankrupt)
- ❑ President, Mobile Signals Inc. ('01-present)
  - ❑ Strategic IT consulting, project management, selected development
  - ❑ Neil & friends
  - ❑ Launched Sept. 10<sup>th</sup>, 2001!
- ❑ President, Nexonia Inc. ('02-present)
  - ❑ Neil & Pascal
  - ❑ In development (incubation)
  - ❑ Launch July 2003
  - ❑ Online time, expenses and billing

## The Future

- Mobile Signals Inc.
  - Drive the consulting business
  - Wait for the IT economic upturn
- Nexonia Inc.
  - Continue incubation ([www.nexonia.com](http://www.nexonia.com))
  - Launch and drive sales
    - § through consulting and expense management associations
    - § industry experts (e.g. fully buzzword compliant, J2EE, open source, Linux, internationalization, web services, XML, blah, blah, blah)
- Legalhome.com
  - Keep alive as long as it makes sense
- LogCentrix
  - Support my friend as long as it takes

## Experience Has Shown (1)...

1. Get a good accountant (not expensive...but good)
2. Get a reasonable lawyer (unreasonable can hurt negotiations/partnerships)
3. Keep good track of accounting records
4. Partnerships are tough, but can work (you must think of the other person at least as much as you think about your own position)
5. Leadership and Management are equally important
6. Don't be afraid to give away for what you really need

## Experience Has Shown (2)...

1. Never be afraid to walk away (fast, flexible)
2. Listen to what customers want...and deliver it!
3. Hire for personality first, not skills
4. ALWAYS, ALWAYS remember that people only want to work with those that they like and trust
  - "intellectually challenged" have a limited "limelight" lifespan
  - Trust your judgment with people
5. Strong engineering and leadership
6. Have fun, work hard, have fun, work hard

## Questions? Comments? Thoughts

☑ ...and thank you

