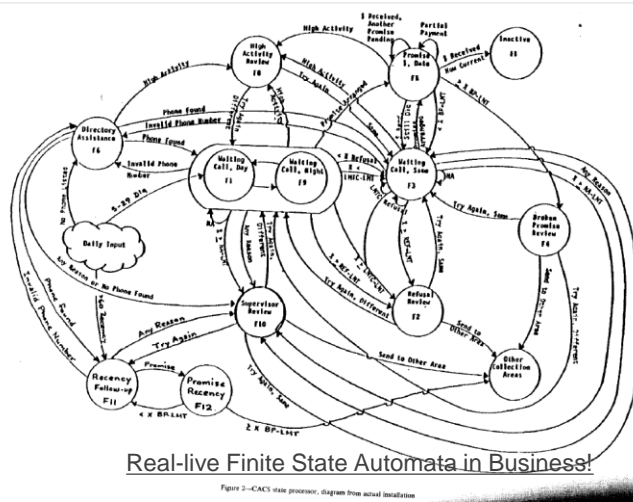


Pictures from a background in Computer Science, Economics, and Math at UMass



1974 job mounting 9-track magnetic tapes

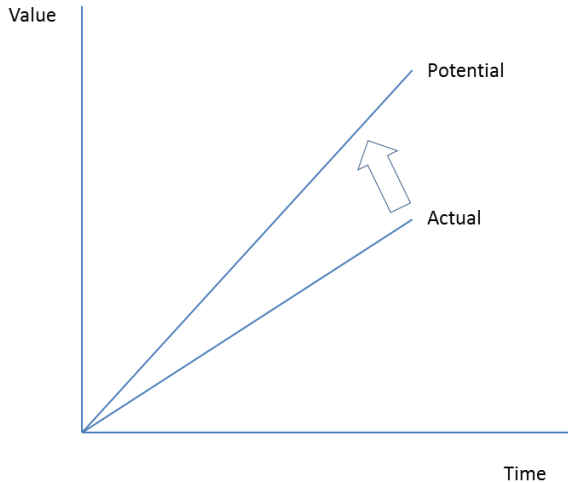


Real-live Finite State Automata in Business!

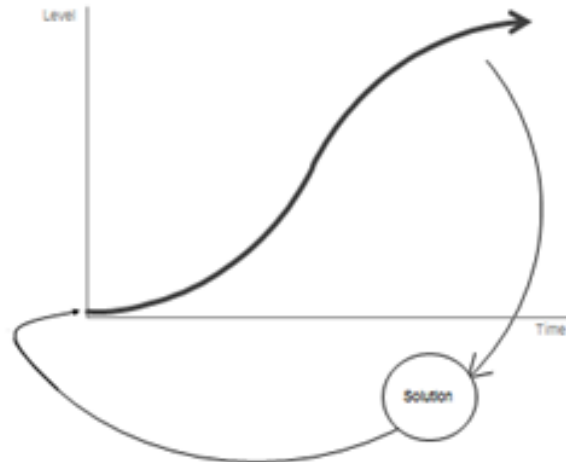
Figure 2--CACI state processor, diagram from actual installation



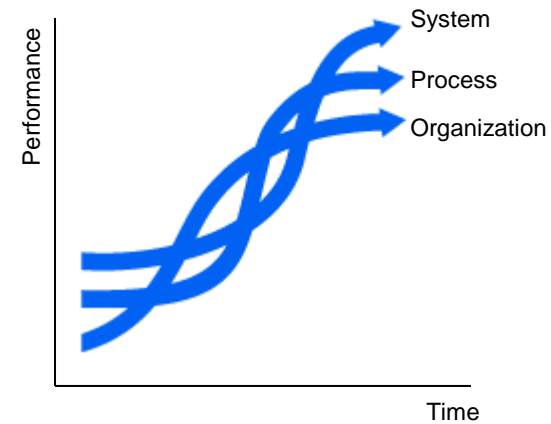
Seven Truths to Help You Change the World



Potential Value of IT Investments Is Increasing



Solutions to Important, Pervasive, and Persistent Problems Can Scale



Every Evolution is Three Dimensional

At UMass I learned to:

- Plan
- Be accountable to a plan
- Implement a governance structure (by having to review my progress against plan with my advisor twice a semester)
- Master bureaucracy (see above)
- Set high goals
- Drive to achieve goals no matter how lofty
- Follow through on commitments
- Work hard...because it generates worthy results and is a waste of time and money to do otherwise
- Bring existing things together in new ways to create significant new value
- Be comfortable being different and comfortable being a loner
- Appreciate the value of outstanding counsel and advice
- Take full advantage of available resources

Thank you.

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