

# Career Prospects

What's Out There?



# Who am I?

David Meyers

BYU BS CS 1986

Rice MBA 1992

Founder of Software Company 1996-2000

Enjoying Life 2000-

Starting All Over again 2007-

# Continuing Education

- ▶ Broadens Career Options
- ▶ Masters degrees
  - MBA
    - ▶ Management Opportunity
    - ▶ Balances technical skills
    - ▶ Entrepreneurship-Venture Capital
  - MSCS
    - ▶ Lots of fun, bleeding-edge stuff
    - ▶ Leads to new ventures and/or startups
    - ▶ Qualifies one for management positions
- ▶ Enables Career Change
- ▶ PhDs
  - Universities
    - ▶ AI
    - ▶ Robotics
    - ▶ Internet
    - ▶ Database technologies
  - Medicine
    - ▶ Medical technologies
    - ▶ Health care management careers
  - Law
    - ▶ Copyright & Patent law

# Job Market Conditions

- ▶ Job Security does NOT exist
  - Competitive Business Cycles
  - Merges & Acquisitions
  - "Right Sizing"
- ▶ Industry Security MIGHT exist
  - Business Knowledge & Skills are Transportable & Transferable
  - Industry Cycles are much longer
- ▶ Cities with good economies DO exist

# Keys to Success

- ▶ Pick a Healthy Industry
- ▶ Focus on a Specialty
- ▶ Speak the Language of Business & Technology
  - Business skills are more important than technical skills
  - Business problems are defined in the language of the business
  - Technology is only a part of the solution

# Picking an Industry

- ▶ Ability to Pay
- ▶ Willingness to Pay
- ▶ Some ideas
  - Entertainment: Movies, Music, Games
  - Energy: Oil, Nat Gas, Coal, Electricity
  - Health Care: Technologies, Data Management

# Ways to be Gainfully Employed

- ▶ Company Employee
  - Internal Politics
  - Switch jobs every 3 years to get good salary bumps and broader experience
- ▶ Employee of Consulting Firm
  - Broad business exposure
  - Lots of travel
  - Ravenous Politics
  - Decent Salary & Benefits
- ▶ Independent Contractor/Consultant
  - Must have special business or technical skills
  - Removed from most internal politics
  - Double taxation and business headaches
  - Always on the "Hunt"

# Some Examples

- ▶ General Dynamics
- ▶ Panhandle Eastern Corporation
- ▶ Price Waterhouse, LLC
- ▶ Enron Corporation
- ▶ Nucleus

# Starting Your Own Business

- ▶ Lots more headaches than just technology
- ▶ Things to worry about (to name a few)
  - Cash Flow & Getting paid
  - Payroll & Benefits
  - Marketing & Sales
  - Customer Support
  - Employee turnover
  - Competition & Industry Cycles
  - Legal & Contract issues

# Entrepreneurship

New Company Ideas	HLBO	Bank Loan	Venture Capital	Owner Financed
Commodity				
Multi-level Marketing				
Proprietary Technology				

# Timing is Everything

- ▶ “Luck is preparation meeting opportunity”
- ▶ 1990 Natural Gas segment of energy industry deregulated in USA
- ▶ 1995 Electricity underwent similar deregulation in USA followed by many European states
- ▶ Vacuum of experienced energy business IT professionals
- ▶ Internet Bubble burst beginning March 2001 thru Feb 2002
- ▶ Enron crashed and market slowed to a crawl September 2001
- ▶ September 11, 2001
- ▶ Market is now just beginning to recover

# Nucleus Timeline

- ▶ Lots of industry experience (1986-1993)
- ▶ Price Waterhouse client (1994)
- ▶ Enron Consultant (1995)
- ▶ Nucleus Founder (1996)
- ▶ First customer licenses (1997)
- ▶ Sold company to competitor (August 2000)
- ▶ Left buyer's company (July 2001)
- ▶ Five-year non-compete expires (July 2006)
- ▶ Starting a new venture—Enuit

# Q&A

Any Questions?

