

# INFLUENCE

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# TECHNOLOGY



## Shelly Rounds

Co-founder, Uptime

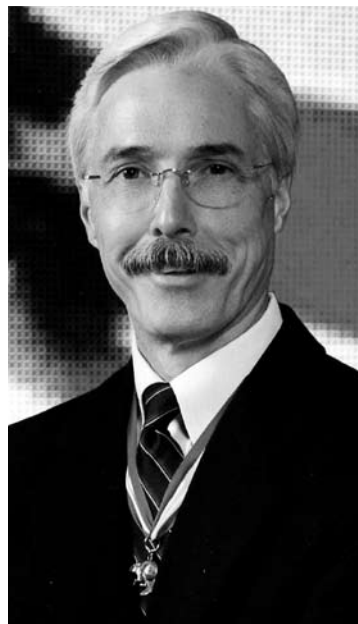
The information technology firm Shelly Rounds help found just five years ago is on target to experience triple digit percentage growth this year.

But with 20 years of business management and marketing experience in a cross-section of industries, she's taking it all in stride.

Uptime specializes in network and computer sales, installation, system design, consulting and monthly maintenance of clients' systems. It also is a Microsoft Gold Certified Partner with Microsoft designated competencies in network solutions, advanced infrastructure solutions and security solutions. In a recent Microsoft customer satisfaction survey, Uptime ranked in the top 25 percent of Microsoft Certified Partners in the United States.

The company, under Rounds' leadership, has grown 85 percent in the last four years and is expecting growth of 144 percent in 2006.

— D.R.



## John Williams

Vice President and Division Manager, Young Electric Sign Co.

John Williams knows about lighting. He also knows about technology. And he's very knowledgeable about growth.

That's because he has managed the Las Vegas division of the Young Electric Sign Co. (YESCO) for the last 14 years and the division has more than quadrupled in size and volume of business.

Under Williams' watch, in the last 10 years the division started two branches with new lines of business adding to the existing service and exterior sign branches. The interior gaming sign branch specializes in interior slot, venue and way-finding signs, and the electronics branch focuses on large-format LED video screens. Both branches have enjoyed unprecedented growth and market acceptance.

Prior to joining YESCO Williams was the president of JW&W Associates, a commercial and industrial lighting sales agency, and Northwest Standards Inc., a lighting standards manufacturing firm.

— D.R.



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