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## A New Address for Entrepreneurs

**CENTER FOR APPLIED TECHNOLOGY**  
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The new 19,200 s.f. Center for Applied Technology is located in East Texas (Marshall population 25,000) and is owned by the City for the purpose of economic development. This non-profit center allows for very low overhead to the tenants who have the advantage of the "right hardware to connect to the universe". Monthly rent is as low as \$280 for 220 s.f. which includes shared technology services such as fiber optic and enhanced cat-5 level 6 wire, 10/100 ethernet LAN, enhanced digital telephones, digital high-speed copiers, and 3 conference rooms. For only \$39 per month you can have a Dallas priced \$500 T-1 connection. The reception area is staffed with a receptionist to greet visitors and monitor the card swipe security system. Only 34 spaces are available at the 45% off grand opening special rate.

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Visit our booth #610 at the Southwest High Tech Career Fair March 15, 16, Dallas Convention Center Level III Ballroom A Upper Lobby

# PERSONALITIES

## in profile

## Keeping Pace with Steve Papermaster

By Emily Sopensky

► "Being 40 gives you credibility," Steve Papermaster asserts, a grin lurking behind a deadpan expression.

One needn't count Papermaster's years to establish his viability in the software industry, however. A brief review of his résumé can accomplish the same in only seconds. Among a medley of other titles and honorifics, Papermaster is the founder and former chair of BSG, a leading IT services firm that merged with Medaphis several years ago; chairman of the Powershift Group, an Austin-based venture development company; and, with Intelliquist founder Peter Zandan, the driving force behind the annual Austin CEO thinkfest, the 360 Summit.

Papermaster displayed some early entrepreneurial chutzpah when he brought the first Coney Island stand to Galveston beaches. He was a teenager at the time. "It was cool to be making money while hanging out at the beach," he says. And the business plan he developed while a student at the University of Texas evolved into BSG. Along the way to becoming a



CEO, he also unloaded cargo as a longshoreman and even had a stint at Arthur Andersen.

Papermaster funded his venture capital firm, Powershift Group, from the sale of BSG and from his partnership with Moss, who guided Tivoli Systems through its IPO and the IBM buyout.

"The real focus was how can you take a couple of wild and crazy guys who love to build businesses, don't want to be traditional venture capitalists, but do want to have a hand in forming, creating and funding new companies," Papermaster explains about the inception of Powershift Group. "That's the genesis for using our own capital and not raising a traditional fund. We can dream up some companies or get involved with

a handful of others that we think are innovative ... and that we can get involved in."

Agillion is one such venture that enticed both Papermaster and Moss. Papermaster is the founder and CEO of the start-up company, whose first product, Internet-based enterprise resource planning software, is due out mid-year. "We asked which crazy entrepreneurial guy are we going to get to do this? We looked at each other and said, 'Uh oh. It looks like it's going to be us,'" says Papermaster.

While football analogies pepper the personal philosophies of many in the CEO ranks, Papermaster's evolves more from being a long distance runner. He has run several marathons, including New York's.

"You can be incredibly active but still be in a steady, stable state. Going through life is not just about getting business done, making money, being a financial success and only then giving something back," says Papermaster. "I don't view it as a linear sequential process. For every breath you take in, you breathe out. You don't just breathe in for 30 years, then breathe out for 30 years."

## JOB CHANGES

By Megan Tinker

### ObjectSpace expands board

Dallas-based ObjectSpace ([www.objectspace.com](http://www.objectspace.com)), a provider of distributed computing software for the enterprise, announced that **Eugene Lowenthal** has joined its board of directors.

Lowenthal works in concert with Growth Capital Partners, an investment banking firm. Prior to Growth Capital Partners, Lowenthal served as VP of LIM International, VP of Cooperative Computing and VP of the Microelectronics and Computer Technology Corp. Lowenthal started his career as VP of MRI Systems Corp. The company also announced the



LOWENTHAL

to the board of directors. Polley currently serves as chairman, CEO and president at Interphase Corp. Prior to joining Interphase, Polley was president, CEO and director of Dallas-based Intellical. Polley has also served as president at other high tech companies including GlobalLink, PRC Realty Systems, and PRC LoanExpress.



POLLEY

### Johnson promoted to regional VP

Dallas-based Greenbrier & Russell ([www.gr.com](http://www.gr.com)), an IT consulting firm specializing in Web development and deployment, has announced the promotion of **Bruce Johnson** to the posi-

tion of regional vice president. Johnson has been with the company since March 1986 and has most recently served as the branch manager for the Milwaukee area. Prior to that, Johnson was a professional services manager and a technical consultant.



JOHNSON

### billserv.com appoints VP

San Antonio-based [billserv.com](http://www.billserv.com), a consolidator of Internet billing services, has announced the appointment of **Randy Kauftheil** as its VP of business development. Most recently, Kauftheil served as the VP of business development at Affiliated Computer Services, the Communications Industry