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Software Changes

DAVE CUTLER
Novell

This month I complete 18 years of employment at Novell. As you can imagine, the changes in Utah Valley and the software industry during that time are innumerable. I've seen acquisitions, large and small, which have led me to three conclusions:

1. It's all about people.
2. Utah Valley is a great place for software.
3. The only constant is change.

We have acquired at least half a dozen companies over the past few years, and each came with great ideas and interesting people.

The opportunity to work with new faces keeps me energized and enthused. As companies change and people move around, our employment network only expands.

Let me give a few examples.

Novell's original chief scientist left to start a company called Arroyo Video Solutions, which was acquired last year by Cisco for \$92 million. One of my previous San Jose team members, now working for Cisco, called last week to ask if I would serve as a reference when he applies for their new Arroyo division. Of course I said yes.

One of my first Novell bosses founded a company called KeyLabs and then spun off a software company in Lindon called Altiris. The current KeyLabs CEO/president originally started in my group at Novell before moving up the ladder. I ran into him at Cafe Rio recently, and we enjoyed remembering

his entry-level days.

One of my Novell hires is now a general manager at Microsoft. Another ended up writing some code that was purchased by Altiris for an undisclosed sum I believe was greater than \$1 million. On April 6, Symantec acquired Altiris for \$830 million, with a former Novell teammate continuing as head of that division.

The former head of our sales force left to become CEO of Helix and is now running the entire Canopy Group in Lindon.

My brother (also at Novell) has recently helped a number of his past associates obtain better jobs through personal networking. (I highly recommend LinkedIn.com to keep track of former colleagues and connect with new ones through referrals.)

Four of the guys I started with now have children who are working at Novell. If I didn't feel old before ...

My daughter and her husband work at an Orem company called StoresOnline that helps small businesses start selling their products on the Web. The company is growing at a rate of more than 40 percent per year, and the price of their stock has more than tripled in the last year (I sold after it had doubled ...).

Regardless of whether we acquire companies, get acquired or divest products, I will always have hundreds of former co-workers to share opportunities and make memories with — along with making money.

I can live with that.