

Accord IS – The Business

- New company
- Very small (1 or 2 people)
- Previously worked together



Accord IS – The Tech Side

- Microsoft house
- VB.NET
- MS SQL



Smarteezie – Overview

- University telephone fundraising campaign software
- Used by callers to get details of who to call next
- Intricate matching of callers to constituents
- Used by campaign management to generate reports, letters to constituents, etc.

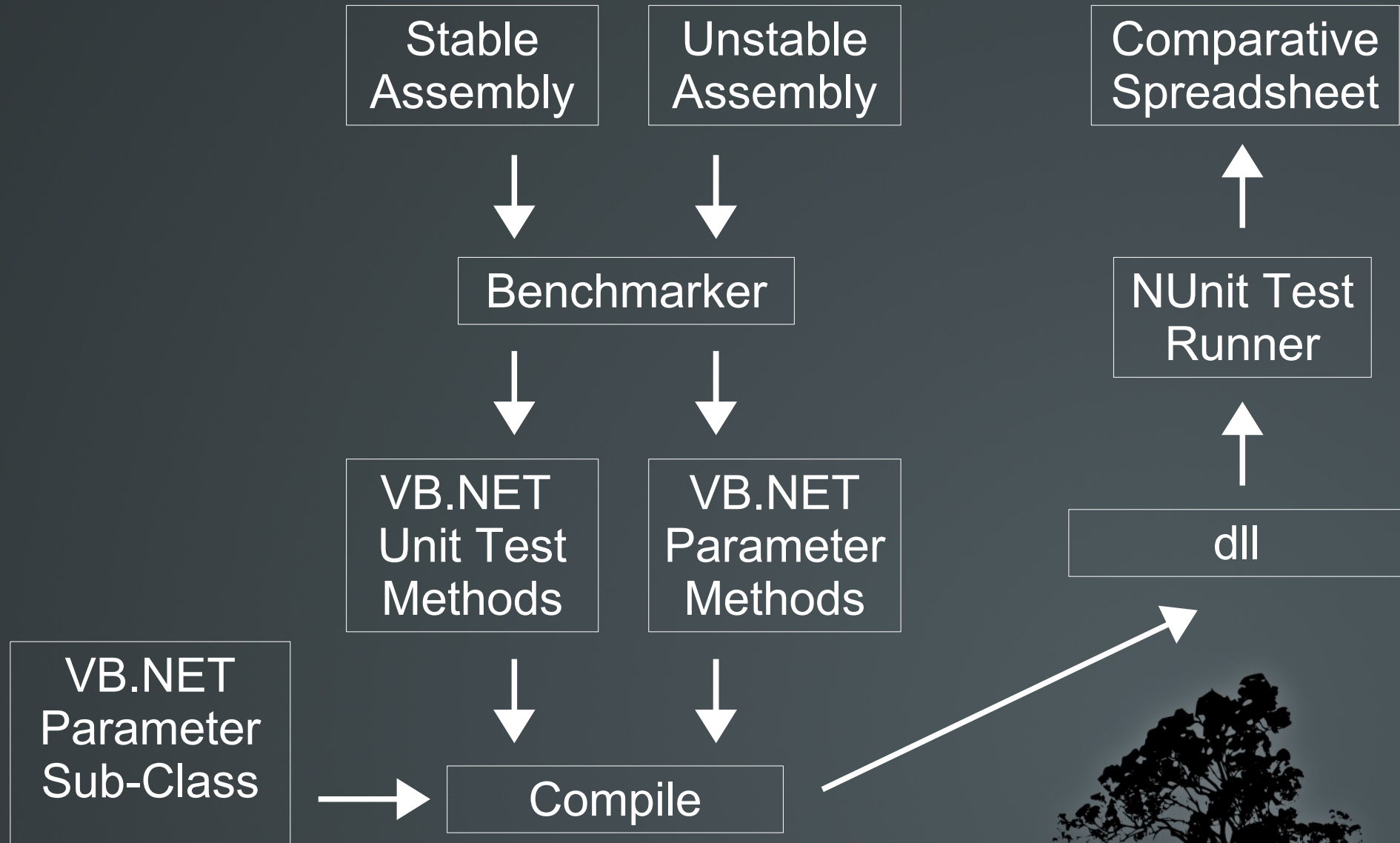


Smarteezie – Technical Summary

- .NET application that talks directly to an MS SQL server
- No server processes
 - Keep sysadmin work to a minimum



Smarteezie – Testing



Graph Analyser - Background

- Client – Drug rep company selling kidney disease related drugs
- Renal Registry – Collects data directly from renal units
 - Analyses it and produces annual reports
 - Only makes data available for medical research, not for commercial companies



Graph Analyser – The Answer

- Pull the data out of the graphs in the report!



Concluding Thoughts

- Business needs not technical niceties
 - Focus on resolving the problem the business has, not solving a generalised version of the problem with a more pleasant academic aesthetic
 - If in doubt, cheat
- Timing projects
- Working with people I haven't met
- Documenting proposals

