

SoftwareTime CEO and Cofounder Bio



Joe Acunzo

CEO and Cofounder

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As a veteran of more than 25 years in the software industry, Mr. Acunzo has a wealth of management experience from both a business and technical standpoint. For much of his career, he has been involved with software start-up or turn-around situations in one form or another. He is the architect of numerous award winning software products on the Microsoft Windows and UNIX platforms.

Prior to co-founding SoftwareTime, Mr. Acunzo was VP of Product Development at Westbrook Technologies producing document management software. Products he designed won awards from *PC Magazine* (“Editor’s Choice”), *Imaging Magazine* (“Product of the Year”) and from Fujitsu (“Innovative Leadership Award”). He was instrumental in turning the company around, from a direct sales approach with a \$2 million loss to a \$1 million profit on \$5 million in revenue using channel partners. Besides strategic product direction, Mr. Acunzo helped shape the executive management team bringing on a Director of North American Sales, Director of Marketing and mentoring an individual into the VP of Professional Services role.

Mr. Acunzo helped propel Multiflow Computer into the supercomputer race. Working with the operating systems engineers, they ported UNIX to the new hardware platform. Industry analyst claimed the new computer would be a “Cray Computer killer” in the market based on its speed and pricing.

Previously as a co-founder and VP of Development at CADWARE, Inc., a provider of computer aided software engineering (CASE) software products, Mr. Acunzo helped grow the company from the original three founders to over 50 in a short time frame. The company was sought out by one of the top ten most influential people in the software world, Mr. Ed Yourdon, who has since been inducted into the Computer Hall of Fame. Mr. Acunzo led the joint effort between CADWARE and Yourdon, Inc. developing products for the CASE marketplace.

Mr. Acunzo started his career with Summagraphics writing Computer Aided Design (CAD) software running on various hardware platforms. He quickly rose to leadership positions within the organization.

Mr. Acunzo graduated in 1980 summa cum laude with a BS in a dual major of Mathematics and Computer Science, as well as a degree in Accounting, both from Quinnipiac University in the same four-year period. He resides in Branford, CT with his wife and two teenage children.

SoftwareTime CTO and Cofounder Bio



Mark Sicignano

CTO and Cofounder

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With over 17 years of commercial software development experience in both corporate and fast-paced start-up companies, Mr. Sicignano has lead teams in the use of innovative, object-oriented, component and web-based technologies, while ensuring usability in the delivered products.

Previous to co-founding SoftwareTime, Mr. Sicignano was Director of Research and Development at Westbrook Technologies, Inc., a producer of document management products. He launched the design and implementation of the company's next generation product – a browser-based, client-server document management system based on Microsoft's .NET technologies. Mr. Sicignano successfully drove the recent release of the company's flagship product, incorporating Web and XML technologies and many user-friendly enhancements.

Previously, Mr. Sicignano was a member of the Core Technologies team at RetailDNA, LLC. A start-up that was part of Walker Digital (parent company of Priceline.com and Webhouse Club), RetailDNA develops patented marketing solutions designed to increase retail sales and profits while providing greater value to customers and simplifying the interactive selling process for cashiers. Mr. Sicignano designed and implemented technology that integrated with Windows-based point-of-sale terminals, which went live in major fast food chains across the US and successfully increased their profits by 3-5%.

Earlier, Mr. Sicignano worked for 3M Health Information Systems. As a Software Engineering Specialist, he developed clinical information systems on UNIX and Microsoft Windows platforms. His achievements include 3M HIS's first graphical user interface products, renewing their legacy technologies by migrating them to modern component-based architectures using COM and object-oriented technologies and introducing web-based technologies to the organization. This brought him recognition as a technology leader and resulted in numerous awards.

Mr. Sicignano earned an MS in Computer Science (2000) as well as a Certificate in User Interface Development (1996), both from Rensselaer Polytechnic Institute. He earned a BS in Computer Science (1989) from Rochester Institute of Technology. He resides in Madison with his wife and two young children.