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the client

iWay Software, an Information Builders company and the world's leading adapter vendor, accelerates business integration by providing tools that make service-oriented architectures easy to implement. Positioned in Gartner’s Visionary Quadrant in Application Infrastructure for Back-End Application Integration Projects, iWay is among the top 10 enterprise application integration vendors worldwide. Learn more about the company by visiting www.iwaysoftware.com.

the search

With year-to-year growth consistently exceeding 100%, iWay saw an opportunity to add a Chief Technology Officer to the executive team. Ideally, this technologist would further develop the product set while evangelizing the success iWay was experiencing in the SOA marketplace. This individual would be involved in strategic product direction and planning, analyst relations, and overall customer satisfaction while promoting the company’s SOA leadership.

John Senor, President & CEO of iWay Software, selected Seth Harris to conduct the search. He comments, “I have known Seth for many years and his reputation is that of being a solid recruiter, self-starting and highly motivated. As we began the search, he was very thorough in understanding the requirements of the position, and the type of executive I was looking for. I was impressed with the research strategy and the individuals he was able to attract – he wasn’t simply bringing me people looking for a job, but spent time persuading and selling our value to the outside. I was also pleased with the speed by which he accomplished what he did. Within a week of developing the position description, I had candidates to interview. The process was extremely efficient, and we quickly identified someone with the SOA experience we demanded, and the right blend of technology and marketing skills to work with me in taking the company where it needed to go.”

the result

John Taylor comes to iWay with over 25 years of information technology experience and a significant background in the commercial software industry developing and marketing enterprise products. Prior to joining iWay Software, Mr. Taylor was the founder and CEO of SemanticSolutions, an independent software vendor and reseller targeting the application development market. Previously, he held the position of Senior Director, Global Product Marketing and Chief Software Architect at Software AG, a \$1 billion independent software vendor in the database, application development, and application integration markets. Mr. Taylor also served as Vice President & CTO of SingleShop, an Internet e-commerce startup, responsible for the development and support of the company's innovative software-as-a-service (SaaS) e-commerce products. Mr. Taylor is a decorated veteran of the US Army.