

Spotlight on Success

Today's Strategies Succeed at Modern Business Technology

Not long after Scott Spear and Paul Weinewuth met in their first job out of college, they realized they had the same dream: to own their own technology-related business. Before long the two were strategically setting their career paths with a common goal of one day starting their own business.

Modern Business Technology became active in 1994. Owners Scott and Paul never lost sight of their goal, even while changing jobs to broaden their expertise. "During all that time we stayed focused and continued to formalize this vision we had for our company," Scott Spear explains. "To succeed you have to have a vision," he continues.

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Their vision was to create an information technology services firm specialized in providing mission critical business solutions utilizing internet-based technologies. But the vision was also to create a workplace where people wanted to work, an important quality of life issue in an industry fraught with rapid turnover. To that end, Scott and Paul have created a company where open-book management practices and creative bonus plans such as an equity incentive plan work together to maintain employee satisfaction. "We really felt that if we focused on the employees, a lot of the other issues would take care of themselves," Scott said. "From the start, I've focused full time making the business work," he adds.

Scott Spear and Paul Weinewuth
Modern Business Technology

Client since 1994



Scott's in-depth look at their business continues to this day through the help of his business consultants and accountants, Keith Schoenfeld and Jeff Mowery of Mowery & Schoenfeld, LLC. "Keith truly wants to help us be successful—he's like part of our company. He provides insight and advice that helps us make the right decisions."

"Over the past year, we've worked very closely with Mowery & Schoenfeld. We've gone through a reorganization process converting to a limited liability company. Jeff and Keith were very instrumental in that process. They have also assisted with the design and implementation of equity option plans and multiple classes of equity interests that will allow key members of management to acquire ownership interests in a company that they are helping to build. These are critical factors which will facilitate our growth and success."

