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With \$4M in fuel, Harward's back in tech

By **CHAD ERIC WATT** Senior Staff Writer

ORLANDO — Public sector software guru Dennis Harward has set up a new business for that market.

Innoprise Software Inc. this week received \$4 million in venture funding from ArrowPath Venture Partners of Menlo Park, Calif., to launch its services for utilities and local government.

Innoprise is a new software venture with deep roots in government software systems.

It includes the assets of two companies: Government Technology Resources and Avenir Systems Inc.

Harward, through holding company Harward Investments Inc., acquired an Oregon-based company Avenir Systems in July 2002.

In the interim, the company now called Innoprise spent time developing new software tools based on a Java-based system that can work with any type of computer system.

"For the last two years, we've had our head down building it," Harward says.

Innoprise's goal is to foster the migration of back-office government services from proprietary computer systems to an independent Web-based environment.

What would that look like? "What we're going to see is you can get a building permit at Home Depot," he says.

Already, Innoprise is developing a self-

THE HARWARD TECHNOLOGY ODYSSEY

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1981 Jack and Dennis Harward found HTE Inc., or Harward Technology Enterprises.

June 1997 HTE Inc. goes public at \$11 a share.

August 1999 Dennis Harward steps down from chief executive post and Jack Harward steps down as vice president. Both remain on the company's board. At the same time, they sell their shares of HTE, about one-third of the company, to competitor Tyler Technologies Corp.

September 1999 The Harwards start Harward Investments Inc., and seek out technology ventures.

September 2001 The Harwards establish Government Technology Resources Inc.

July 2002 Harward Investments acquires Oregon's Avenir Systems Inc.

April 2004 The combination of Government Technology Resources and Avenir Systems gets a new name, Innoprise, and \$4 million from Silicon Valley venture capital firm ArrowPath Venture Partners.

service kiosk for building permits with its government customer in Kissimmee.

Innoprise collaborated with government agencies including Kissimmee and the Metro Orlando Economic Development Commission throughout that development process.

In fact, says Harward, the customer management system his business built for the EDC provided proof that this sort of programming would work.

From there, the business picked up Kissimmee and a handful of other government clients to further build its systems.

That took a leap of faith on the part of those governments.

"It is just something that doesn't happen that much anymore," Harward says.

But the legacy of the first Harward software operation helped people make that leap.

Dennis Harward and his father Jack founded government software company HTE Inc. in 1981. They were ousted from that company in 1999.

HTE was acquired in March 2003 by Pennsylvania's SunGard Data Systems.

The company has 20 customer support workers in Bend, Ore., as part of the old Avenir team, and a development team of about 30 in Orlando.

Like HTE, Dennis Harward says Innoprise will be a family affair.

Father Jack Harward is semi-retired, but he's going to be involved in Innoprise.

"He's actually the best salesman in the company," Dennis says.

And Dennis' son, soon to graduate from the University of Notre Dame, will join the operation on the software engineering side.

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