

## **Software Innovators From A to Z Series: Skire's on Fire**

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Earlier this month, I stopped by the Menlo Park headquarters of Skire, a 10-year-old project management software firm founded by Massy Mehdipour. Ms. Mehdipour's firm is somewhat of an anomaly in Silicon Valley as it managed to grow to more than 100 employees and \$20M in annual revenue without any current outside investors.

Ms. Mehdipour started the firm with several other co-workers from Bechtel, the large engineering, construction, and project management firm. Skire's first applications were for cost management and workflow. The firm then added scheduling and resource management. Facility and real estate management followed. For each new application set, Skire partnered with a blue-chip firm. For example, the costing applications were developed with a semiconductor leader, scheduling with a biotech pioneer, and resource management with a top life sciences firm.

Speaking of customers, we spent a fair amount of time talking about Skire's success across verticals. The company has amassed an impressive list of Fortune 500 firms in oil and gas, consumer goods, banking, paper products, casinos and gaming equipment, chemicals, power and utilities, life sciences, industrial products, and the public sector. The latter includes airports; counties, cities, and states; hospitals; and universities.

As I looked at the customer list, I was not surprised to see that the firm shared many clients with SAP. Ms. Mehdipour said that the two vendors they see most within customer organizations are SAP and PeopleSoft, now part of Oracle. Ironically, last month Oracle bought Primavera, an occasional bidder against Skire for project management software. Given Oracle's strategy of buying vendors with a strong SAP presence, the acquisition team might have been better off driving a short way south on 101 to take a long look at Skire.

On the blog: [Skire and the Yankees, Mets, and Mayor Bloomberg](#)

We continue Skire's story on our blog, where we discuss how the Yankees and Mets could use a manager like Skire. Also, we have a sneak peak at next week's column on [salesforce.com](#), including a look at its newly released earnings. There is some good news out there.