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PROFILE

I founded or cofounded seven of the ten startups I've been involved in. I have dealt with everything from financing (VC pitches, finding private investors, cutting deals with corporate investors, by-the-bootstraps) to marketing and sales, public presentations, tutorials, panels and standards committees. On the technical side I have ranged from pure development, to managing development and IT groups, to providing architecture and technology solutions for developers. I believe in flat hierarchies, well-defined processes, and building fun corporate cultures. My strongest skill is the ability to translate customer and marketing needs for developers, and interpret developers and technologies for marketing and sales. My focus throughout my career has been on building solutions that are customer-appropriate; in terms of how they address customer problems, how well they fit a company's processes and culture, and how easily the customer can support them once the project is complete.

EXPERIENCE

OWNER, SOMEWHERE

2009-PRESENT

Somewhere provides consulting CTO services to companies who need a temporary CTO to handle a spurt in growth, a change in direction, or a specific project. Somewhere provides someone who can quickly integrate into a team and learn the product, yet who won't leave a gaping hole afterwards. Someone who can be on call to follow-up, but who will also make sure to leave behind processes, documentation and clear buy-in and ownership of the results.

CEO/CTO, SOMEWHERE, INC.

2007-2009

Cofounded, architected and developed Somewhere's meta-level social networking software. Somewhere provides a single location where you can communicate with your friends (using services such as Twitter) and at the same time see a summary of what they are doing on all of their social networks; including their latest blog posts, chat status, music plays, facebook entries or any other updates. Existing attempts to consolidate social networks end up creating a new problem of information overload. Somewhere provides the information in the context of communicating with your friends; showing you what is relevant and new to the people you are focused on right now. *Development on Somewhere was put on hold, pending either funding or a viable exit strategy.*

OWNER, SOMEWHERE.COM, LLC

1998-2007

Founded Somewhere.Com, an internet consulting and development company that provides services through a network of independent consultants. Projects have included web site and security consulting, spam-tracking tools, intranet and extranet development, e-commerce sites, graphic design (web and print), and startup and business-plan evaluation.

DIRECTOR OF TECHNOLOGY—HOSTED SERVICES, MESSAGEGATE, INC.

2004-2005

MessageGate provides email compliance software to the Fortune 100. Architected a new database back-end and released several new versions with significant scalability and performance improvements. Took over management of out-sourced reporting component, evaluated scalability issues and recommended against inclusion in the product. Provided technical support and architecture evaluation for V.P. of Engineering. Gave presentations on object-oriented web design, and doing objected-oriented design when you don't have time to architect. Wrote white-papers on the potential benefits and issues of using header-analysis to pre-classify and prioritize incoming email, on strategies for source-code control, and addressing enterprise security needs. Managed the Messagefire website and provided backup technical support for Messagefire customers. Analyzed partner relationships and wrote internal and external proposals for potential partner companies.

COFOUNDER & GENERAL PARTNER, MESSAGEFIRE, LLC

2002-2004

Cofounded a unique, end-user, anti-spam service that identifies spam based on header and traffic analysis, rather than message content. Collaborated on marketing strategy and the design of spam detection rules. Designed and implemented the Messagefire public web site and internal administrative tools including content management, account management, e-commerce and billing, web-mail, and automated customer-support. Helped negotiate the sale to MessageGate.

COFOUNDER & CHIEF TECHNOLOGY OFFICER, ONECALLWEB, INC. 2000

Re-launch of a company providing automated-calls to small organizations as a phone-tree replacement. Redesigned website and billing system. Designed architecture to integrate OneCallWeb into NetCentric's Unified Messaging Platform to facilitate sale to NetCentric... who promptly failed to get their next round of VC financing and went under as the DotCom boom collapsed.

COFOUNDER & CHIEF TECHNOLOGY OFFICER, SAROCA, INC. 1999-2000

Re-launch of a small boat company. Designed web-based reseller system to take a lead, identify an appropriate sales representative, setup contact, follow-up on sale, take the order, notify the manufacturer and shipper, and follow-up on delivery. Cowrote marketing collateral and business plan. Helped obtain initial angel financing, but company was unable to meet unanticipated construction costs.

MANAGING PARTNER, USWEB 1997-1998

Created a plan for an east-coast Strategy and Solutions Center. Created presentations and literature to aid offices in developing strategic consulting offerings for USWeb offices. Created a database-driven intranet site to aid USWeb employees in tracking organizational structure and individual roles and interests of their peers. Worked with corporate to improve internal communications.

FOUNDER, PRESIDENT & CHIEF TECHNOLOGY OFFICER, UTOPIA, INC. 1994-1997

Founded Utopia as an internet consulting and web development company. Did sales, development, design, and emptied the wastebaskets. Designed and implemented secure commerce, conferencing, custom search, database, push, dynamic web page, server plugin and Java solutions for clients ranging from Fidelity Investments to the Chicago Tribune to the Boston Museum of Science. Made sales pitches, both solo and as the technical half of sales teams. Wrote marketing literature, white papers, proposals and RFP responses. As we grew, brought on partners to manage sales, marketing and day to day running of the company. Utopia had 70 employees and five offices when we sold it to USWeb.

SENIOR SOFTWARE ENGINEER, WILDFIRE COMMUNICATIONS 1992-1994

Designed and implemented the underlying user-interface toolkit for a phone-based, digital assistant. The toolkit transparently handled voice, computer and two-way pager interfaces for Wildfire's digital assistant. Designed and created Wildfire's web-based intranet in 1993. Created an exception package for C++ that worked with Object-Design's ObjectStore database.

COFOUNDER & VICE PRESIDENT, ALFALFA SOFTWARE, INC. 1989-1992

Designed and implemented the user-agent for Poste; a multi-media, client/server-based electronic mail system supporting both X.400 and internet standards. Poste's underlying object model allowed C++ objects to be manipulated both locally and remotely transparent to the programmer. Portions of Alfa's email technology became the backbone of AT&T's WorldNet mail system. Designed C++ class wrappers for OSF/Motif, and patched a multitude of bugs in the toolkit. Chosen as the sole non-member, beta-test site for Motif 1.2. Wrote an implementation of the X/Open standard localization package for Unix that was included in the Linux, NetBSD and FreeBSD operating systems. Wrote a distributed source-code-control package that allowed multiple developers to check in and merge across UUCP networks. Founded and maintained the world-wide Motif and Windows NT Developer mailing lists. Designed, wrote and published Alfa's logo, ad copy, press releases, photo layouts, newsletters and trade-show booth designs.

MEMBER OF UEC SELECTION TEAM, OPEN SOFTWARE FOUNDATION 1988-1989

On loan from Apollo Computer, Inc.. Member of five person User Environment Component team to select the standard GUI for the Open Software Foundation. Evaluated more than thirty submitted technologies, and specified the final mix of components that seemed most technically and politically viable. Those became the industry-standard OSF/Motif™ GUI, adopted across the Unix workstation market. Gave a number of presentations on the selection process and decision at various conferences and press announcements in the U.S..

SOFTWARE ENGINEER, APOLLO (HEWLETT PACKARD) 1983-1989

Designed and prototyped an application extension language (ala AppleScript). Project Engineer to ready a port of X10 for first industry X announcement. Ported Open Dialogue UIMS from X10 to X11. Project Engineer responsible for defining Apollo's standard "look and feel". Project Engineer for release of OSF/Motif on the Apollo platform. Designed and implemented new programmable version of the Aegis command shell. Section manager and principal designer of a data-driven software release mechanism. Served on swat team to fix problems in the first major Apollo release of Unix. Apollo's representative to the IEEE P1201 GUI standards committee.

COFOUNDER & SENIOR SOFTWARE ENGINEER, BRIGHT IDEAS, INC. 1985-1988

Designed and implemented a portable scenario compiler and runtime system for writing simulation games. Designed a PC-based fax communication system and wrote an extensible graphic format converter. Designed,

wrote, and released a 250 recipe cookbook (for the Macintosh) that supported user-added recipes, generation of permuted indices, shopping lists and cooking suggestions based on available ingredients.

SOFTWARE ENGINEER, SPERRY RESEARCH CENTER

1982-1983

Designed and implemented a terminal-based windowing system for "smart" terminals. Assisted in the design of a workflow office automation system.

SUMMER INTERN, BELL LABORATORIES (MURRAY HILL)

1981

Designed and wrote data analysis software for statistical analysis of psychology experiments.

EDUCATION

Bates College, Lewiston, ME — Bachelor of Arts in Anthropology, 1978-1982

TECHNICAL SKILLS

Focus Areas

Internet-based applications, user interfaces, object-oriented architectures, communication tools, email and anti-spam, security, social media, startups.

Languages/Development Platforms

C, C++, Eclipse, FileMaker, Java (Tomcat, JBoss, JSP...), Javascript (MooTools, Prototype, Scriptaculous...), Linux, Lisp, Macintosh, MySQL, Pascal, Perl (Catalyst, mod_perl, Embperl, Template Toolkit...), PHP, SQLite, Sybase, Unix, XML, *BSD. Adobe design applications, Microsoft and Apple office suites. Open source development tools.

ARTICLES/PATENTS/PRESENTATIONS

Spam in Social Media: Lessons Learned from Email

Talk at PodCamp Boston 3, July 2008.

Electronic Message Management System with Header Analysis

Patent application #11/036,916, filed with Elias Israel, 2005.

Building Custom Web Applications: An Overview

Full-day course at Boston ACM's Professional Development Seminars, April 1997.

Technologies for Developing Web-based Applications

Full-day course at School of Business Administration, University of Wisconsin Milwaukee's MIS Consortium course series, May 1997.

Media Independent Interfaces in a Media Dependent World

Arnold, Hinckley, Scheinbrood; Proceedings, COOTS '95 (Conference On Object-Oriented Technologies), USENIX Association, 1995.

A Network-Based Knowledgeable Assistant

Patented with other Wildfire employees, US Patent #5,652,789, 1994.

TXJ Talks with Kee Hinckley

Interview by Brian Holt, The X Journal, Mar/Apr. 1992.

Designing a User Interface and Future Directions in Terms of Tools and Interfaces

Invited talks at Unix '91, Stockholm, Fall 1991.

State of GUI's in Unix

Invited panel at Summer Usenix, 1991.

Geometry Management with Xt: Advice for Widget Authors

With Andrew Schulert, Xhibition, June 1991.

Programming with OSF/Motif

Full-day course presented at Summer and Winter Usenix's in 1990 with Brian Holt.

The OSF/Motif User Interface

Chemical Design Automation News, Oct./Nov.1989.

A Comparison of Motif and Open Look

Written on contract to OSF, September 1989.

The OSF™ User Environment Component

Dr. Dobbs Journal, Spring 1989.

A Portable and Extensible Environment for Developing Interactive Applications

With Andrew Schulert, CompCon 88, San Francisco, 1988.

An Object-Oriented Extension Language for Integrating Disparate Applications

INTERACT 87, Stuttgart, 1987.