

I was an engineer and wanted to design circuit boards. I needed a computer and got a better deal if I bought 2. So I bought 2 and sold one. Then someone else needed one so I bought more. And then a modem and a printer etc. Soon I was selling computers from the trunk of my car (the securest place for a university student living in residence). I grew that business (EMJ Data) to \$350,000,000 in sales - sold it and became CEO of SYNEX Canada and drove sales from \$800,000,000 to \$2 Billion over 5 years.

While building my business, I dabbled in angel investing. I was a board member, advisor and mentor for many tech companies. The most famous one was Blackberry where I joined the board before they went public and stayed for 13 years. I have invested in over 150 tech startups and exited from 25 of them.

At one point, I bought 1/6th of a public telecom company – Telehop. I only insert this point since this is a telecom group.

I saw the emergence of the internet. I bought Hookup Communications and 20 other ISPs in a roll up and sold to ATT. Sounds genius? I lost money on it.

I will share some of my “Life in Tech Stories”.