

Leading Innovation and Fostering Enterprise

A practitioners tale

Dr Andy Harter, FREng

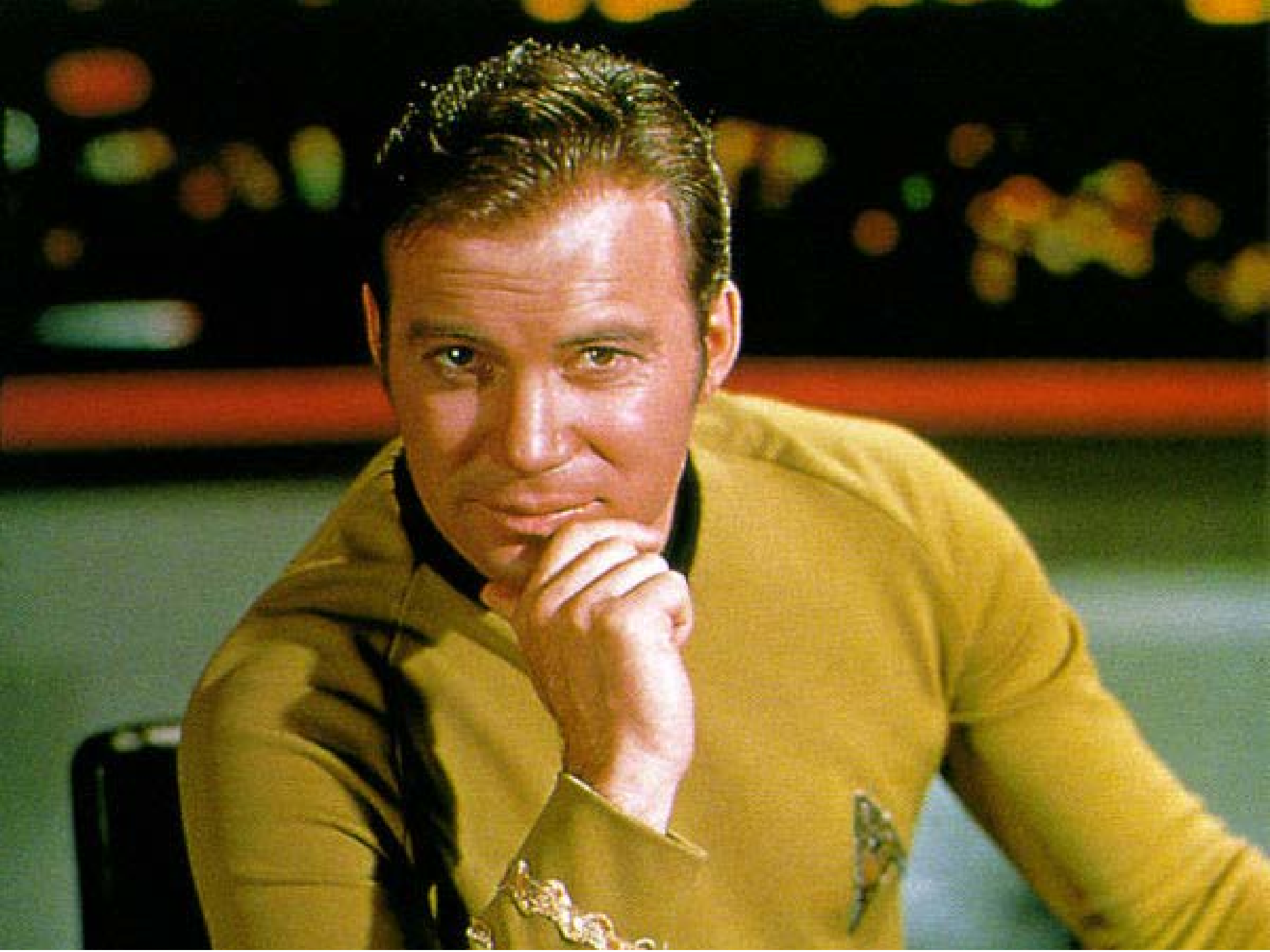
Founder and CEO, RealVNC
Fellow, Computer Laboratory
Fellow, St Edmund's College
Chair, Cambridge Network

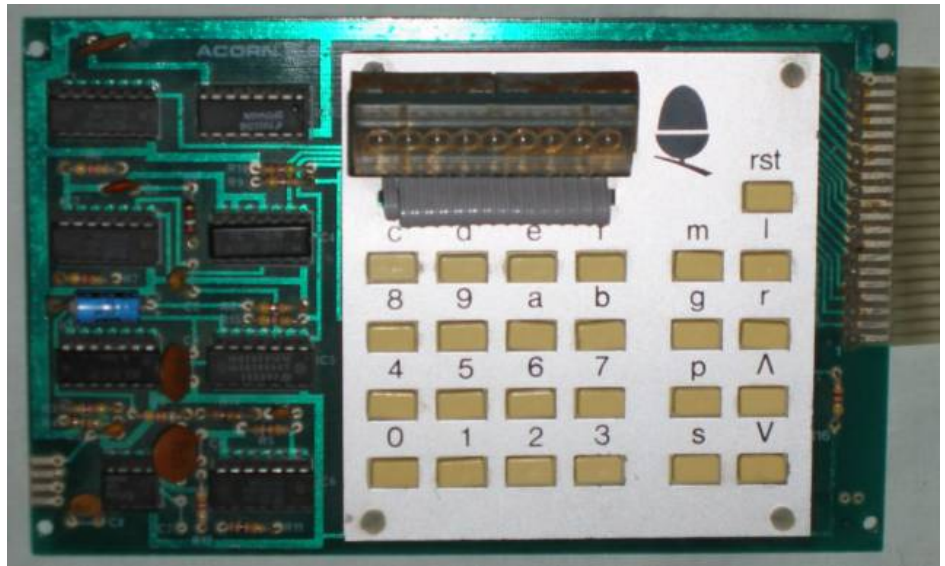














THE HAUSER FORUM

was opened on 20th April 2010 by
The Chancellor of the University of Cambridge
His Royal Highness The Duke of Edinburgh KG KT

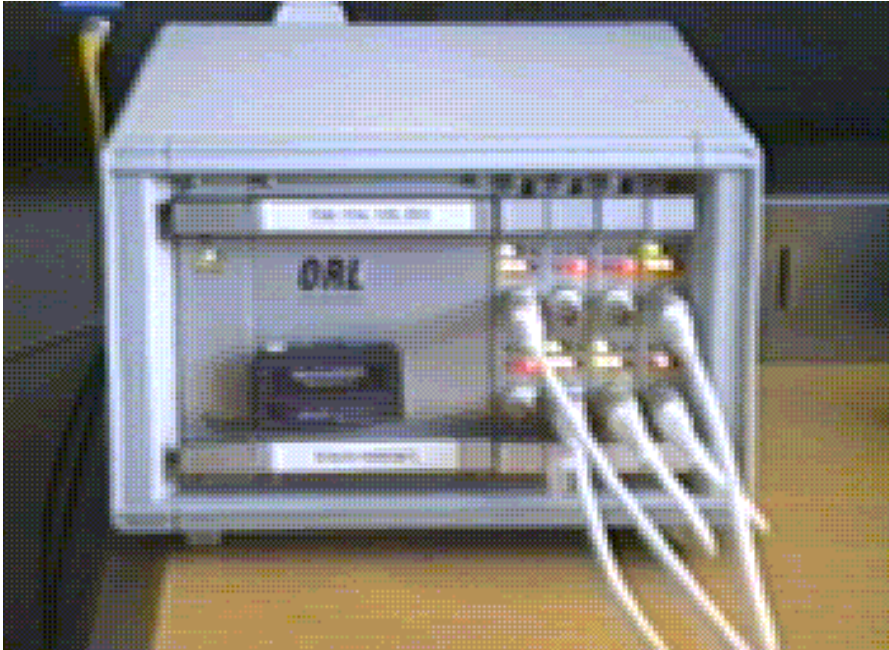
The construction of the Entrepreneurship Centre
was made possible by a major benefaction from
the Hauser-Raspe Foundation, which also funded
entrepreneurial activities within the building, and by a
grant from the East of England Development Agency.



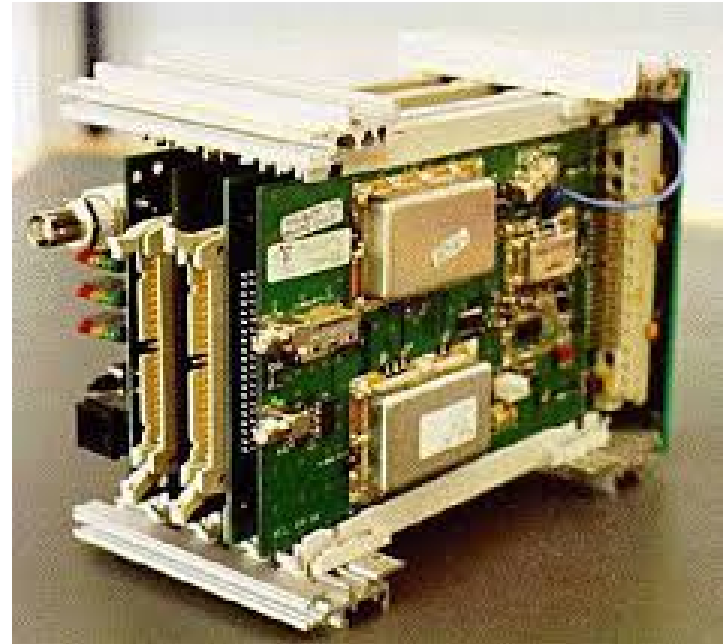


AT&T Laboratories Research, 1990's

Advanced networks, 1990



Wired



Wireless

Outcome: spin-out

Video conferencing, 1992



Outcome: license

Active Badges, 1990



Outcome: productise

VNC screen sharing, 1994



Outcome: open source, create market

Broadband phone, 1999



Outcome: influence

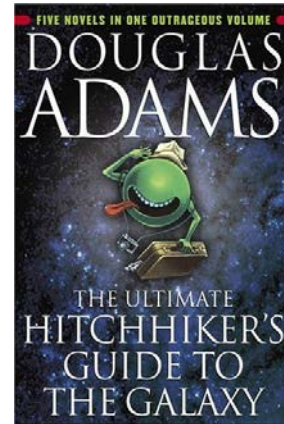
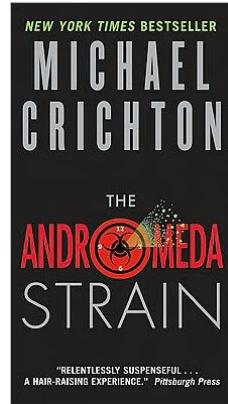
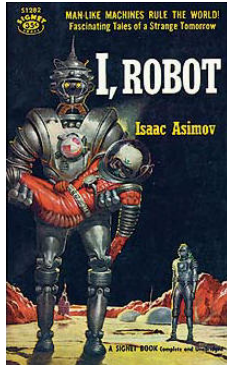
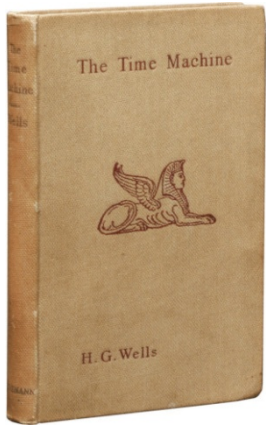
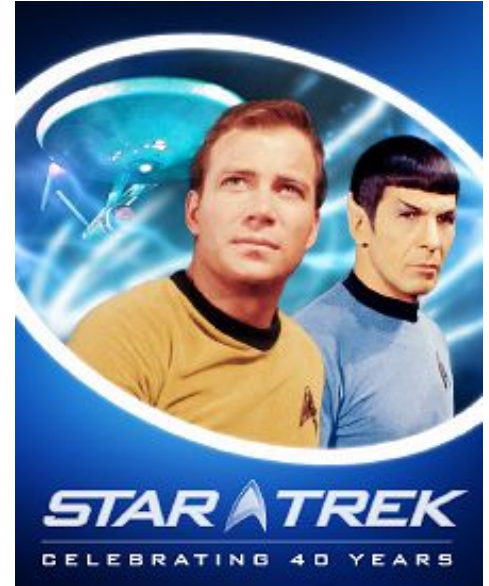
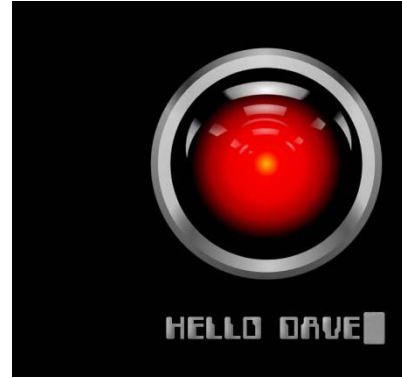
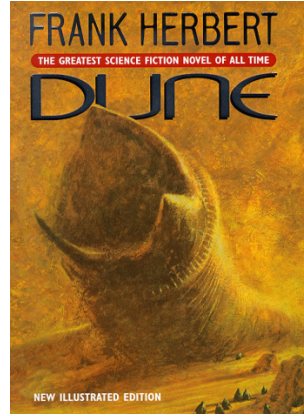
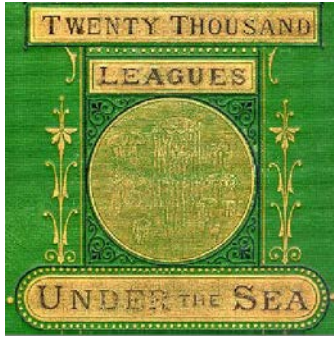


2000



2007

Outcome: strong influence 😊

















Level 5
networks



SOLARFLARE®

imense

TIDEWAY
SYSTEMS



bmcsoftware

C•O•T•A•R•E•S

Ubisense

NR
newnham
research



DisplayLink™

REAL
Vn
C





www.realvnc.com

REAL
VNC
VNC goes mobile!

www.realvnc.com

www.realvnc.com

I ♥
VNC

REAL
VNC

VNC

I ♥
VNC

I ♥
VNC

I ♥
VNC



Donate

← Backspace

Screen

Page Up

Home

Page Down

In

End

Shift

"

'



Shrinkwrap licensees



Morgan Stanley



Bank of America



VIACOM



ExxonMobil



OEM partnerships





Google™







+

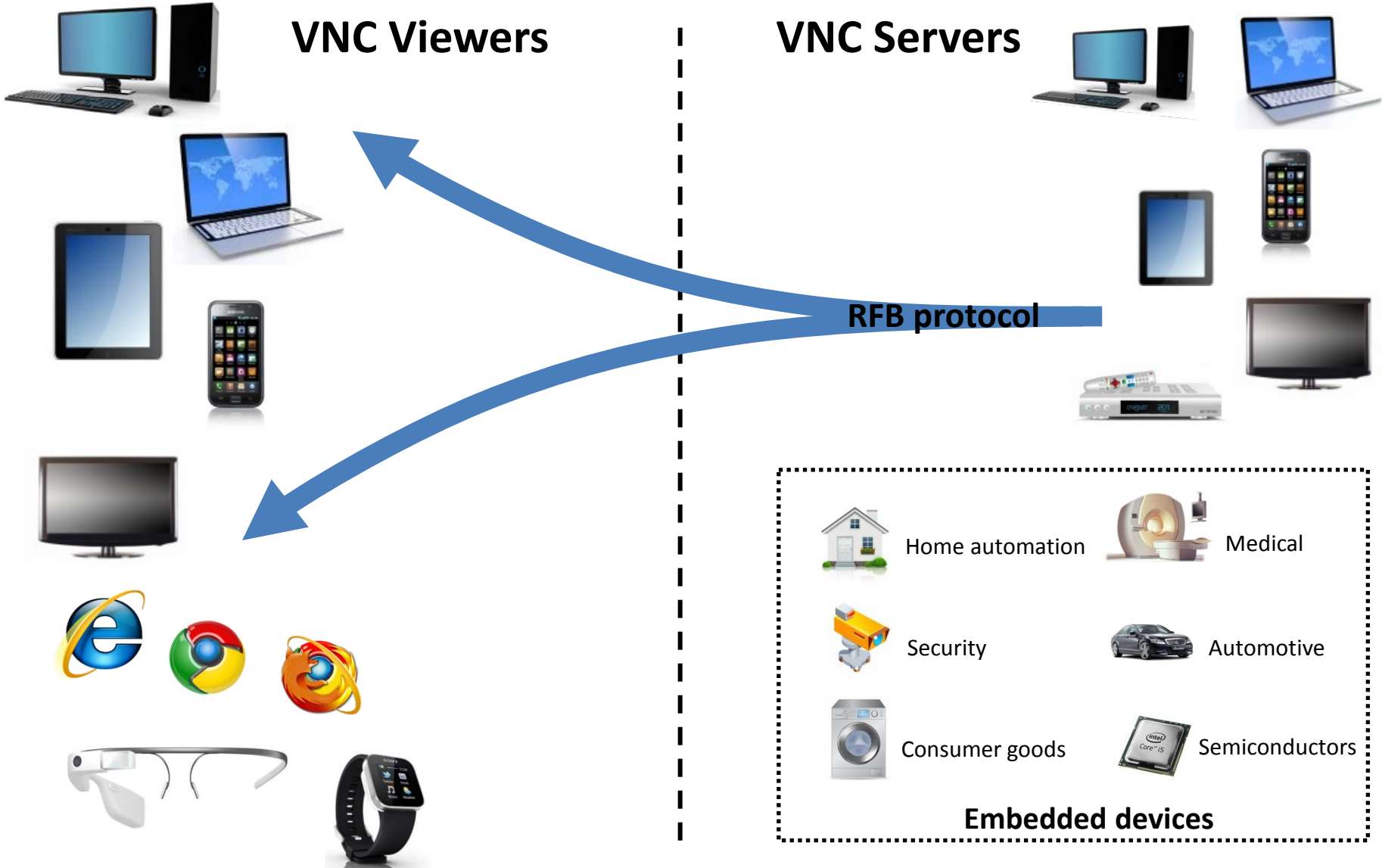


Simple and secure screen sharing

RealVNC mission “Any-to-any”™

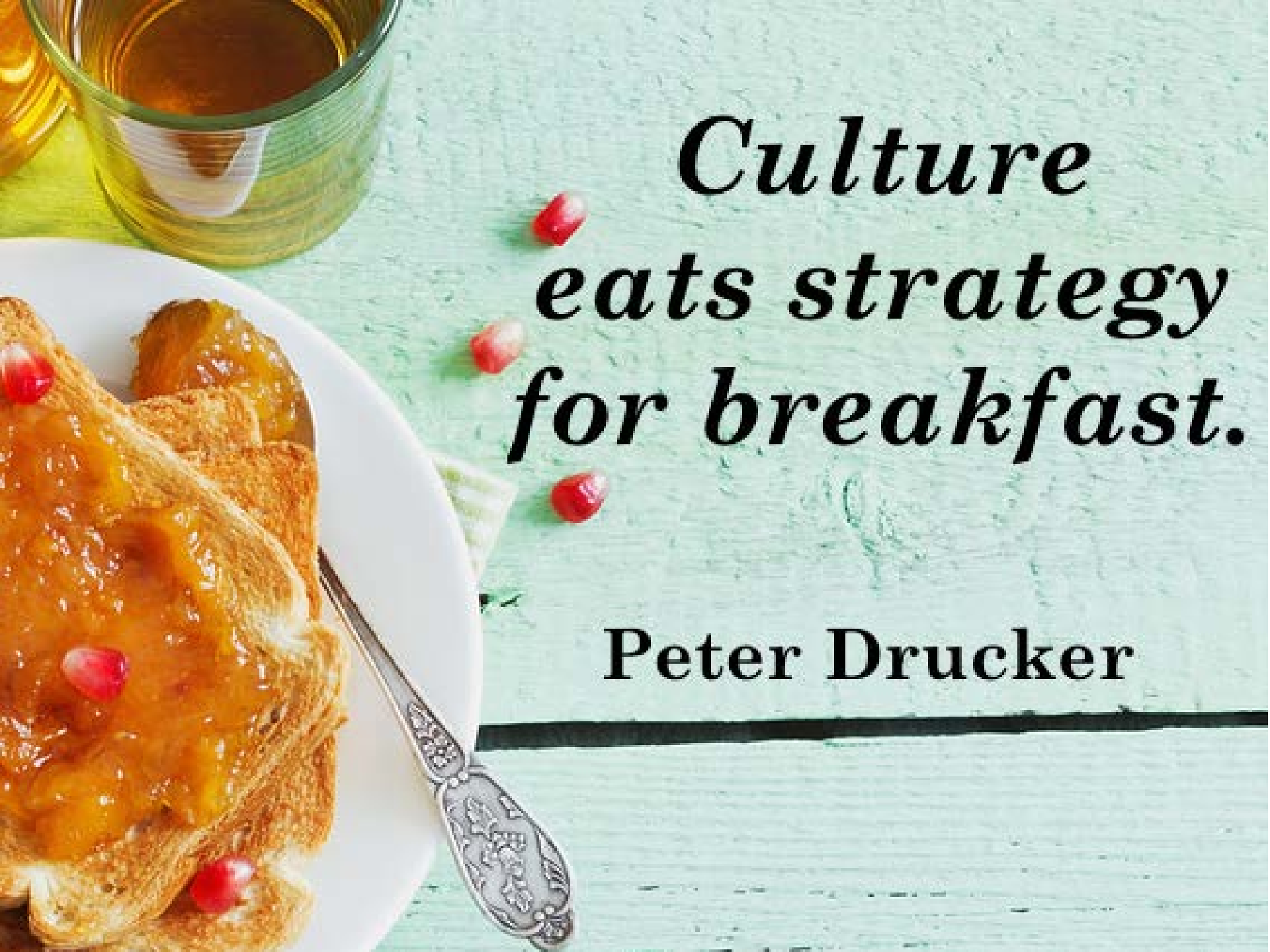
VNC Viewers

VNC Servers



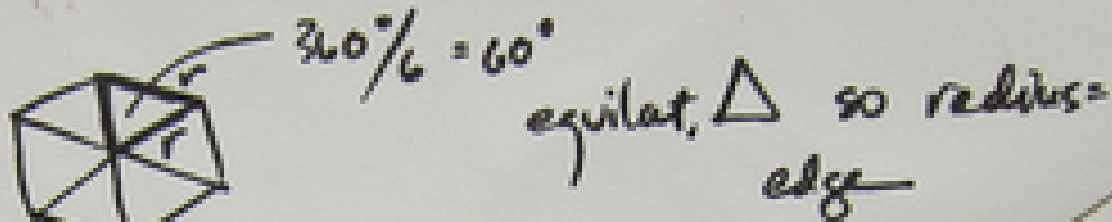






*Culture
eats strategy
for breakfast.*

Peter Drucker



1.54 C-C
 1.32 C=C
 1.43 Å

= Clamatic

$$C = \pi d = 2\pi r$$

$$= 2 \times 3.1 \times 1.4$$

$$= 6 \times 1.54$$

$$(8.68 \text{ \AA})$$



$$\frac{.54}{.32} = .24/2$$

$$\frac{1.32}{.32} = 1.43 \text{ \AA}$$



$E_n = \frac{n^2 h^2}{8ma^2}$
 $\psi_n(\theta) = \frac{1}{\sqrt{2\pi}} e^{in\theta}$
 $n = 0, \pm 1, \pm 2, \dots$

OR
 this?



8.4 Å

6 x 1.4 Å

