Leading Innovation and Fostering Enterprise

A practitioners tale

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Founder and CEO, RealVNC
Fellow, Computer Laboratory
Fellow, St Edmund’s College
Chair, Cambridge Network
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 😊
Shrinkwrap licensees
OEM partnerships
Simple and secure screen sharing
RealVNC mission “Any-to-any”™
Culture eats strategy for breakfast.

Peter Drucker
$360^\circ / 6 = 60^\circ$
equilat. $\triangle$ so radius = edge

$C = \pi d = 2\pi r = 2 \times 3.1 \times 1.4 = 6 \times 1.5 = 9$

$\theta = \frac{n \pi k^2}{2 m^2} \cancel{v} \cos \phi$

$E_n = \frac{n^2 k^2}{2 m^2} \cancel{v} \sin \phi$

$k \phi (0) = \frac{1.43}{1.43} \approx 1$

$8.48 \stackrel{\text{or this?}}{\Rightarrow}$

$6 \times 1.43 \approx 8.60$