

Splyce Spring Report;  
Entertainment, Weather, Life and Software

As stubborn as the spring season seems to be this year, I'm finding some solace in these struggling last days of gray skies and drizzle. If not for the fact that I work in the entertainment industry, then perhaps the winter months would look more like an endurance competition. Yet I am content, no doubt in part that I am surrounded by people who love their job and are working harder every day to ensure the entertainment venues of this great country are supported by a better point of sale, ticketing and commerce management system. Ah, the joys of free enterprise, democracy and a passion for quality work.

At Splyce we try, or maybe it is that we do not try – we just do-, to live and work a little differently. Part of it is an aptitude for the very geography we live in. We're always happy to kick off a conversation to tell you about the Pacific Northwest. It's like having a secret garden in which you can relish in perfecting your craft. And it's not like dredging through long days locked in a strip center or grid-iron office park. Sure, there is the occasional Dilbert reference here and there...but the greater scope of things is that this is the kind of job environment people want in life.

And it shows. It's why Splyce employees are able to time and time again best their last performance with a new one. It's why everyone here takes the stairs two steps at a time to get to work. It's a simple and pure passion that allows Splyce to strive harder and make bigger advances toward improving the key elements of perfecting software that is built specifically to sell, manage and govern live entertainment venues and cinemas.

It's a hard story to tell sometimes. The Splyce product is...complex, robust, thorough and precise. When I am approached by someone not in the know, I am prepared to give a 5 minute topical dissertation on what a full commerce management software solution really is. And due to its complexity and investment requirements for development, few companies are willing to try and take it on. So I simply start by telling them that Splyce was on the ground floor when it began. That the company broke trail as a pioneer, not a follower and that it's 13 year history of specifically catering to entertainment venues, cinemas, theatres and restaurants is a hard trail to pick up on the middle. Once that is out of the way, we can talk shop on the nuts and bolts of online ticketing, inventory and employee management, point of sale systems, venue revenue and reconciliation, reserved seating and flex ticketing, report exporting to accounting systems and all the rest.

But what I really prefer to talk about is the quality of people and integrity that is what makes Splyce, Splyce.

I was recently talking with Mark Helwig, one of our heavy lifting software engineers at Splyce. Mark is the kind of guy that can think of 55 incredibly complex things at once, and probably more if it was presented to him. As is typical

this time of year, we looked out the window at the gray blanket of light rain that seemed to fall at half the speed of gravity. Mark had pedaled his bicycle to work that day, as he often does (I left mine at home in hopes of staying dry for once) and talked about how that precious 45 minute commute through evergreen forests gave him time to hash out programming details and insight to solutions for questions not yet asked. A simple demonstration of the quality of life merging with the quality of work...

Likewise, it was just last month on a long flight from Atlanta direct to Seattle, I sat next to our director of development Doug Munday. It was an admirable evening. The colors in the sky danced with the golden hues of the westward sunset and we seemed to be in some sort of Tolkien-esq landscape of clouds. The vapor-trails from other aircraft before us were warped and twisted, drifting in the cold air currents at 32,000 feet. I half expected to see a dragon fly past amidst this euphoric backdrop.

Meanwhile I engaged Doug in some fascinating conversation and listened to stories not only of his life in software development, but also of his 4,000+ hours as a now retired Air Force F-16 pilot. It quickly became apparent to me that this living example of a Renaissance man probably did not need this job to sustain his life, but rather, he chose it to exercise his passion and his mind. Simply put, he is here because he wants to be.

So there I was once again, being shown this demonstration of the quality of people that is the foundation of this company. I could tell a story like this for every person in the building. It is a truly rare and exemplary example of what can be achieved in business when people are brought together in such an environment.

It has been said that the quality of a man's character can be judged by the company of the friends he keeps. I believe the same can be said of a business owner and his staff. Splyce owners Michael and Christie VonDitter orchestrate an impressive army. Their own interest's to blend quality of life with quality of work is amplified through their employees and clients.

I'll use the blueprint of this story time and again to tell the story of Splyce. Incredible product made by even more incredible people - such a refreshing way to work and grow in life. We invite you to check us out. See how our software can improve your business and see how the relationship can improve the way you work.

Splyce builds strong partnerships one at time, and we'd like to build one with you next.