

# THE GUILFORD BUILDING NEWS

## ENTERPRISING PROGRAMMER FINDS NICHE



*Scott  
Hicks*

Six years ago Scott Hicks gave up a job at General Dynamics and came to the Guilford Building to try his hand at web application development. Today Scott is a web development expert as evidenced by his thriving business on the 5th floor called Forcefield Web Development.

Forcefield can take a company's web project and implement every aspect of form and function. For example, Stealing Share, one of Scott's several in-building clients, hired him to set up a database to enable the company to search,

display and use hundreds of documents on-line.

The giant importer, Mœt Hennessy, is an interesting current client. Scott is developing a portal manager, so people in Mœt's network can download materials and documents. In a previous project Scott built a shopping cart for Toys & Co. on their website. A few years ago he built the website for The McLaughlin Group, well-known for its feisty political discussions on television.

Web hosting has become an important second part of Scott's business. He maintains servers in the Guilford Building and offers Windows 2003 and SQL Server hosting to his clients. Scott now has an associate company, Orbital Systems Management, located right next door to Forcefield Web in Suite 512. A friend, Jae Skaggs, works at Orbital Systems as an IT systems specialist and helps manage the hosting and network tasks.

The combination of web application development and hosting has proved successful for Scott. He gets so many referrals that he does not need to advertise.

Occasionally there is a lull at Forcefield. Those are precious times when Scott can get home to his family and schedule beach getaways. His wife and three children, ages 7, 3, and 2, love to go to Carolina Beach and Oak Island. Scott takes his laptop on those trips. For an hour or so each day he slips away with his computer to a beachside coffee shop to stay in touch with his operation at 301 South Elm Street.

BellSouth customers in the Guilford Building may request direct delivery of Bell South Yellow Pages books any time by calling 1 800-422-1955. BellSouth Yellow Pages will no longer be delivered in bulk to the Guilford Building.



**THE GUILFORD BUILDING WILL BE CLOSED ON MONDAY, MAY 29, 2006, IN OBSERVANCE OF MEMORIAL DAY.**