

A. Laurence Jones III '75

ROBERT H. GODDARD AWARD FOR OUTSTANDING PROFESSIONAL ACHIEVEMENT

Laurence Jones, you have distinguished yourself as a leader of world-class public and private companies. Your record of success brings pride and distinction to your alma mater, and we are pleased to honor you today for your remarkable career.

You graduated from WPI with a degree in computer science and went on to earn an MBA from Boston University in 1980. Early in your career, you spent 10 years at Wang Laboratories and then served as senior vice president at Automatic Data Processing.

As principal of Aegis Management, a management consulting service for technology and service companies, you have built an impressive 25-year record of leadership. You have taken your experience in technology and management and used it to grow companies in the marketing services, Internet affiliate marketing, CRM, and ERP software industries. You focus your skill and efforts on turnarounds, high-growth, strategic alternatives,



governance issues, culture development, and leadership transition issues. The companies you have helped lead to greater heights include GovPX, Neodata Services, MessageMedia, Interelate, WebClients, Activant Solutions, and StarTek, Inc.

In addition, you share your expertise as a director on the executive committee of the Deming Center entrepreneurial program at the Leeds School of Business at the University of Colorado. You have chaired that committee from 2009 to 2011 and served the program in other capacities since 2002. Over the past 10 years, you also have served as director of many other public and private companies.

Laurence Jones, you exemplify the WPI ideal of transforming an engineering education into a career in entrepreneurship. The WPI Alumni Association is proud to present you with the Robert H. Goddard Award for Outstanding Professional Achievement.