Randy Rayess

Cofounder at VenturePact

Greater New York City Area, NY, US

Cofounder at VenturePact, Tech Entrepreneur, Angel
Investor

Biography

I have worked in venture capital, private equity, machine learning and payments. A consistent problem my cofounder, Pratham Mittal, and I found in the tech companies we worked at or invested in was in software. Outsourcing software, managing remote and distributed engineering teams and hiring the best software developers full time or as freelancers is difficult. We started VenturePact.com to help businesses better address their tech needs. Over the last few years we have met software consulting firms around the world (both onshore and offshore) and assessed their portfolio, their programmers, and their previous clients' experiences. Based on their skill set, industry focus and pricing schemes, we connect companies with these trusted prescreened software development firms. I enjoy meeting and working with passionate people, playing sports and traveling. Common misspellings: Randy Rayes, Randi Rayess, Randy Reyes

Availability

Keynote, Panelist, Workshop, Host/MC, Author Appearance, Corporate Training

Industry Expertise

Information Technology and Services, IT Services/Consulting, Internet, Outsourcing/Offshoring

Areas of Expertise

Entrepreneurship, Valuation, Remote Work, Software Development, Software Developer Hiring, Outsourcing, Product Development

Affiliations

wharton alumni, YEC Member, Founders Card, UPenn Alumni, Beta Gamma Sigma, Wharton VIP, New York Enterprise Tech Meetup

Sample Talks

Product Development, User Experience and User Interface Design
How to build and design web and mobile products How to create customer journey maps and critique your user experience. UIUX (User Interface and User Experience) are very important aspects of tech products. The talk discusses the importance of creating a useful and sticky product by understanding the habits you are trying to create.

Outsourcing software - how to build web and mobile products
Many companies struggle when outsourcing software. This talk discusses the details of finding the right teams to work with. How do you vet development teams? How do you work with them? How do you manage them?

Remote Work - how to build software remotely
We see many people working remotely today and this trend will only grow in the future. The challenge though is how to work remotely. The main two parts is how to hire and manage remote talent. This talk addresses some of the best practices when it comes to managing and hiring remote teams.

Project Management and Governance
How to manage software projects. Which project management tools and accountability management tools need to be used. What are the best practices when it comes to using project management tools and allocating tasks between and within teams.

Entrepreneurial Thinking and Market Entry
How to ask questions and challenge the status quo Most of the time we get stuck in day to day operations and never have time to challenge what we do. Entrepreneurial thinking is about curiosity and asking the right questions. Once you get an idea the next key aspect is execution and devising a market entry strategy.

Event Appearances

Starting Technology Companies
Business and entrepreneurship at University of Michigan Ann Arbor

Tech Marketplaces - The end to the traditional intermediary
Catalyst Creative Downtown Project

Outsourcing and Product Development
Wharton and Drexel Founders Club

Education

Wharton School, University of Pennsylvania
Bachelor of Science in Economics Finance and Statistics

University of Pennsylvania
Master of Science in Engineering (M.S.E) Systems Engineering

Accomplishments

Marcum Innovator of the Year
The Marcum Innovator of the Year Awards program recognizes businesses that are pioneering new advancements in the fields of Technology, Biotech/Healthcare, Manufacturing and Business Services.

Wharton Deans Award for Innovation
Award given by Wharton to recognize innovators and changemakers

Top 20 startups by Philadelphia Magazine
Ranked top 20 startups of Philadelphia in 2013 by Philadelphia Magazine

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