

Mindex makes student data more accessible

ERICA BRYANT • STAFF WRITER • MARCH 8, 2010

The Rochester Top 100, which annually recognizes the fastest-growing privately held companies in the nine-county region, is sponsored by the Rochester Business Alliance and KPMG. Here is an interview with Marc Fiore, president of Mindex Technologies Inc.

Please share a brief history of your company.

Mindex Technologies has been in business since 1994. Early on, we offered several different services. About 10 years ago we found our niches: IT Professional Services and schooltool. Our IT professional division offers software consulting services ranging from project management, application development and testing, system design and much more. Our schooltool product is a student management system. We have been able to hire and retain a large staff of talented individuals to support both our product and services.

How does your flagship product, schooltool, help school districts organize information?

This product manages all student data in one Web-based, central, historical fashion. It maintains data such as demographics, scheduling, grades, transcripts, report cards and discipline data. It allows different types of end-users to access this data in a quick and easy way and it allows parents to view this information, allowing for a better school/parent relationship. It provides formats for all of this data to be transferred to the New York state Department of Education as mandated. It saves districts considerable time and money.

What inspired you to develop this product?

East Rochester school district approached us. They were looking for a fully Web-based student management system to manage their student data. They could not find one on the market. After several discussions we decided to build it from scratch with the understanding that there was a market for this product, particularly in New York state.

What is the biggest challenge your company is currently facing?

As a result of the recent recession, our customers have reduced their spending on software services. School budgets have also been cut. Although our services and solutions ultimately save organizations money, typically there is an upfront investment. In our IT Services division, about six months ago, we were fortunate to secure additional on-going work with one of our largest customers. This has helped us to maintain growth while in a down economy. We will continue our sales and marketing efforts while maintaining disciplined spending.

What is on the horizon for Mindex Technologies for 2010?

We will work to continue to grow both divisions. On our IT Professional Services side, we will hire and invest in the best and brightest IT professionals. We will offer high quality solutions at a competitive price. Our performance has led to strong customer references, which generates potential to provide more services to additional customers. On our schooltool side, we will continue to add new features and functions to our product. This has led to satisfied school districts and has allowed us to continue to grow our market share in New York state.



Marc Fiore, president of Mindex Technologies, says the company discovered its niche about 10 years ago: IT services and schooltool, a system that manages student information. (CARLOS ORTIZ staff photographer)

MINDEX TECHNOLOGIES INC., NO. 67.

Mindex Technologies Inc.: IT Professional Services, such as software consulting services; and schooltool, a student management system.

Year founded: 1994.

Location: 3495 Winton Place, Rochester.

Executive: Marc C. Fiore, president.

Employees: 180.

Web: www.mindex.com.