



The DNA behind nGeneYes are President Michael Gencarelli Sr. (left) and Vice President Michael Gencarelli Jr. who combine their extensive engineering and software expertise.

Business Software Solutions Are All In the Genes

Business software developer nGeneYes, Inc. is a rare breed when it comes to building specialized software solutions. The Garden City-based company has a knack for solving clients' complex technology problems. Launched in 2003 by father and son team Michael Gencarelli Sr. and Michael Gencarelli Jr., nGeneYes is home to specialists who combine extensive engineering, software and implementation expertise with years of practical business experience.

nGeneYes President Gencarelli Sr. founded his first company ARvee Systems, a specialized software development company in 1990. As technology advanced and the Internet became a hot commodity ARvee Systems transformed into MyDocuments.com, a document management software product company in 2000.

ARvee Systems and MyDocuments.com were prominent forces in the Long Island economy. They stood shoulder to shoulder with other technology giants Computer Associates and Symbol Technologies and were honored four times by Deloitte & Touche LLP as one of the Fastest 50 growing companies.

Gencarelli Sr. sold MyDocuments.com in 2002 to Convergent EDM. Ironically, Convergent EDM named nGeneYes its 2008 Integrator of the Year. "I used to own the company, now that company has named us their top integrator," Gencarelli Sr. said honored.

Gencarelli Jr. began working with his dad when he was

14 years old. "If Michael was around, I put him to work, there he was standing in front of a mountain of computers from floor to ceiling – it was funny," Gencarelli Sr. said, adding that his son helped install specialized boards into computers for the New York City Fire Department's Mask Service Unit on Randall's Island. "He configured all of their systems, it was complex work but he just understood it from the start."

It was not Gencarelli Jr.'s plan to head into the technology field. He began college focusing his studies in film making. However, thoughts of working with his dad remained steadfast in his heart and he switched tracks and earned a bachelor's degree in business administration from Adelphi University, Long Island.

As vice president of nGeneYes, Gencarelli Jr. is responsible for business development and operations. Over the years, he has taken on more responsibilities preparing to take over the helm when Gencarelli Sr. retires. His expertise in the field has grown with the company. From 2003 through 2008, nGeneYes experienced revenue growth of over 1,000%. "Even in this weak economy, last year was our best year ever," Gencarelli Jr. said. Today, nGeneYes serves a diverse spectrum of clients ranging from small businesses to some of the largest in the world. The founders of nGeneYes have completed more than 1,200 successful technology implementations.

What makes nGeneYes so ingenious? A development

process guided by common sense and cost control. "We will take all the time necessary to understand our clients' business requirements," Gencarelli Jr. said.

Looking toward the future, nGeneYes plans to continue to bring technology breakthroughs from one generation of business owners to the next – it's all in the "Genes."

In addition to its Garden City headquarters, nGeneYes has satellite offices in Florida; Massachusetts; Seattle; and Medellin, Columbia.

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SOFTWARE WORKING FOR BUSINESS

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