

VETREPRENEUR® OF THE YEAR

V2G RUNNER-UP – HARRY M. SIEGEL

HMS Technologies, Inc.

GIVING BACK Harry Siegel personifies generosity and commitment to make a difference in his community.



HARRY SIEGEL, president and CEO of HMS Technologies Inc.

SIEGEL CONSULTED with the U.S. Army in response to Hurricane Rita in 2005.

SIEGEL ENLISTED in the U.S. Navy 1968 and graduated from the U.S. Naval Academy in 1973. Siegel served as an officer until 1981, leaving with the rank of lieutenant.



COMPANY

HMS TECHNOLOGIES, INC.

LOCATION

Martinsburg, W.Va.

ADDITIONAL SITES/FACILITIES

Rockville, Md., Tyrone, Penn., Vancouver, Wash.

YEAR FOUNDED

2003

WEBSITE

www.hmstech.com

2009 REVENUES \$31 million

NUMBER OF EMPLOYEES 75

MILITARY/VETERAN EMPLOYEES 32

VETREPRENEUR

HARRY M. SIEGEL

AGE 60

MILITARY SERVICE

U.S. Navy, 1968-1981

HIGHEST RANK ATTAINED

Lieutenant (O-3)

NaVOBA MEMBER SINCE

2007

The most successful vetrepreneurs are those who share their success with others. One of the canons of the Vetrepreneur of the Year is a distinct commitment to giving back to the community. Harry Siegel, finalist for the V2G category, embodies the philanthropic spirit essential to earn the title Vetrepreneur of the Year.

Martinsburg W.Va.-based HMS Technologies helps federal agencies, such as the Department of Defense (DoD), the Department of Veterans Affairs (VA) and the Department of Health and Human Services (HHS), solve information technology-related problems in the areas of healthcare, first responders and public safety. What began as Siegel operating out of his basement using his wife's 401k money to float his efforts working as an independent consultant has grown to a firm that employs 75 people and has seen revenues nearly double over the last three years.

SHARING SUCCESS

Siegel's commitment to giving back begins with the fact that nearly half of his employees are military veterans. In addition, he contributes to: the National Memorial for Fallen Police Officers, the Boys

and Girls Clubs of America, the Apollo Theatre, the Fisher House Foundation, NBC Holiday Video-grams For Military Personnel Overseas, NBC Beijing Summer Olympics, NBC Torino Winter Olympics, local and state chambers of commerce, the Shriner's Club/Children's Hospital, Dragonheart Transplant Survivor Camp, HMS/Hagerstown Suns Scholarship Fund, as well as numerous national and local veteran programs.

Siegel said the best advice he can share is to "seek advice from successful business leaders and then give back to the community when capable of doing so." He has earned a reputation of being a "go-to guy" in the veteran-owned business community. He prides himself on never turning another vetrepreneur down when it comes to sharing his knowledge and experience.

To top it all off, Siegel also goes the extra mile by including veteran-owned small businesses in HMS Technologies procurement.

"We spend more than \$2 million per year with veteran-owned businesses as vendors and subcontractors," Siegel said, adding a bit of advice for up-and-coming vetrepreneurs. "Be leery of large businesses who offer to bring business and then tell you they need to perform more than half. Stand your ground." ■