

## FOX VALLEY OUTLOOK

FEATURING LOCAL BUSINESSES

# Husband-wife team keys on software

BY JUDY WAGGONER  
FOR FOX VALLEY INC.

**Who:** Mike and Maureen Gill met in college while pursuing engineering degrees. They decided to join forces in marriage and after years of working separately, combined their business talents. The couple then launched Productivity Source, a software developing company from their Neenah home.

"We went through the 10-week 'E-Seed' course at Fox Valley Technical College and it was very helpful," Maureen said.

### PRODUCTIVITY SOURCE

Although starting a business has distinct challenges, the Gills are enjoying the opportunity and remain on target with their business plan.

"We enjoy working together and it allows us to keep our lives in a biblical order — God first, family next, then community," Mike said.

**What:** Having worked for



MIKE AND MAUREEN GILL (in back) help Chris Hanson, owner of Hanson Benefits Inc., set up software for her business.

Post-Crescent photo by Dave Pieper

a number of different companies, the pair experienced how technology was implemented in operations in a variety of settings.

"We noticed that off-the-shelf software did not fit individual ways of doing business," Mike said.

Generic database and spreadsheet software were

not written with a niche market in mind, and the Gills saw that this mismatch caused operational inefficiencies and ultimately inhibited growth in both small and large companies.

When meeting with a client, the Gills determine a business owner's objective and then write software to

meet that objective.

"You should not be encumbered by your process; our goal is to remove those barriers to getting the work done," Mike said.

**Why it's important:** Chris Hanson, owner of Hanson Benefits Inc., a 2-year-old, Kaukauna-based employee benefits company, was experiencing difficulty in her fledgling business. She created spreadsheets that compared different health insurance carriers, but it took four to five hours.

"Maureen and Mike were able to develop a piece of software that takes that timeframe down to approximately 20 minutes or less to produce a comparison — an amazing triumph and cost-effective outcome for my business," Hanson said.

**For more information:** Productivity Source, 209 Alcott Drive, Neenah, 920-886-7676; [www.productivitysource.com](http://www.productivitysource.com)

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