David Tedford

Vice President

FIRST LINE SOFTWARE

Member since 2014

Small Industry

Why is First Line Software a member of IIC?

We've been a member of IIC since its inception. Membership as a small company in a consortium of such power players shows our customers that we are "playing above the rim." It helps us gain credibility for IIoT projects.

What we learn and hear at member meetings helps inform not only us, but also our customers. Membership helps us ensure that we know where the industry is going and helps us better predict what our customers will need from us.

How has First Line Software benefited from being a member of IIC?

The main reason we attend quarterly meetings is for the networking. The power players of IIoT are here and we get early access to industry shifts. Additionally, our customers are here. We're able to meet with several customers in one trip.

We've also collaborated over the years with a lot of fellow members. IIC has helped us find other small companies to both partner with and bring on as customers. Our business is not limited to IIoT so the member meetings also offer us an opportunity to showcase our value proposition to customers.

What do you participate in at IIC?

My primary objective at IIC is networking. I always attend the keynotes and plenaries and I frequently attend the testbed sessions. I am fascinated with the wealth of knowledge at IIC.

I come to IIC meeting to learn. There is an amazing amount of work accomplished across all the working groups and to have so many experts in their field at these meetings is humbling. IIC meetings are a way for me to keep up with the education, best practices and trends happening in the industry.

What advice would you give new members?

My advice: take advantage of the resources – the testbeds, the Resource Hub, the working groups. Attend and listen. The IIC for me is about networking and collaboration. I attend sessions in multiple tracks and when cocktail hour starts I can ask questions, meet fellow members, seek out speakers and learn more about their story. You should look at the tracks and see what best fits your needs.

I would also advise speaking up when you have something to offer. IIC is very collaborative and members are great at sitting down to talk through problems and developing new solutions. And speak up to IIC. Whether your feedback is good or bad, IIC listens and is looking to ensure the growth of this organization and the industry as a whole. I'm invited to Focus Groups and IIC takes my feedback seriously.

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