

Hayes Inducted Into Industry Hall Of Fame

By Joel Schofield ■ *Broadband Properties Magazine*

Current USIIA Chairman and PC modem inventor Dennis C. Hayes was one of seven inductees into CMP Media's CRN Industry Hall of Fame (www.crn.com/hof) at a November 17, 2003 ceremony held at the Hard Rock Hotel & Casino hosted by COMDEX Las Vegas 2003 and the Computer History Museum.

The Industry Hall of Fame is the high-tech industry's preeminent event for honoring innovators, entrepreneurs and leaders. The Industry Hall of Fame "recognizes and honors individuals that have transformed the technology industry with new ideas, revolutionary concepts, and ingenious technology."

In addition to Dennis Hayes, 2003 Industry Hall of Fame inductees included:

- Phil Corcoran and Chuck Wolande, Channel Visionaries and Co-founders of Comark
- Michael Dell, Founder, Entrepreneur/Founder, Chairman and CEO, Dell
- Jim Manzi, Software Pioneer and Former Lotus Chief
- Robert Metcalfe, Father of Ethernet and Founder of 3Com
- Judy Odom, Licensing Innovator and Co-founder, Software Spectrum
- Jeff Raikes, Application Evangelist and Microsoft Group Vice President
- Ralph Szygenda, CIO, General Motors

"It feels good to receive the recognition for the things we accomplished at Hayes over the years," said Dennis Hayes. "I feel proud to have been part of the organization that brought the SmartModem to the world at a time when it was needed to support the growth of the Internet."

Hayes invented the PC modem in 1977, establishing the critical technolo-

gy that allowed today's online and Internet industries to emerge and grow. He sold the first Hayes modem products to computer hobbyists in April of 1977 and founded D.C. Hayes Associates, Inc., the company known today as Hayes Corp., in January of 1978. Hayes quality and innovation resulted in performance enhancements and cost reductions that led the industry in the conversion from leased line modems to intelligent dial modems—the PC Modem.

D.C. Hayes Associates was founded on a dining room table in Hayes' home, where he started with a modest \$5,000 investment and bootstrapped the company to become the leader in the industry. The first products were modem boards for the S-100 bus and then for the Apple II computers. Solving the interface problems to allow any computer using a standard serial port to control the modem functions with software, he invented the Hayes Standard AT command set introducing the first PC modem in June 1981.

The Hayes SmartModem quickly became the standard by which modem compatibility was measured and the company grew rapidly. In more than twenty years as Chairman, Hayes led the company as a visionary who saw the opportunity for the development of PC communications and the virtual workplace.

In 1995 he was elected founding Chairman of the United States Industry Internet Association (USIIA) where he continues today providing guidance and leadership to the association as it works closely with congress, the FCC and other parts of government to protect the interests of the Internet industry through legislative initiatives and advocacy.



"Dennis brought to the association in its early years a keen desire to do public policy, and to hold the high moral ground in the positions that we took," said Dave McClure, President & CEO of the USIIA. "His leadership helped to establish our reputation as a fair and forward-thinking trade association whose positions were not driven by short-term profit motivations or the wishes of any single member. More than any other industry leader, he defined the policies that would be the foundation for an open, competitive Internet."

The Industry Hall of Fame was originally founded in 1997, and past honorees include such notables as William Hewlett, Andy Grove, Bill Gates, Steve Jobs and Charles Geschke to name but a few. ■