



CEO NEXUS CUP

▶ **RECIPIENT:**

Richard Milam,
founder and CEO

▶ **COMPANY:**

EnableSoft

▶ **YEAR FOUNDED:**

1995

▶ **LOCATION:**

Orlando, FL

▶ **WEBSITE:**

enablesoft.com

▶ **ABOUT THE COMPANY:**

Founded by Richard Milam in 1995, EnableSoft develops and markets the Foxtrot suite of software, a complete solution that empowers nearly 500 organizations to boost efficiency by automating data-related tasks like data entry, maintenance, integration, migration, and more without programming.

EnableSoft's message is resonating – the company claims roughly one-third of the largest 1,000 financial institutions and a dozen Fortune 500 companies as customers, with sales rising by 85 percent in 2012 and a projected 50 percent this year. “Foxtrot is a game-changer for our customers and the marketplace,” Milam explained. “With Foxtrot, companies can save significant time and money today by automating their data-related tasks. We’ll continue to help solve our customers’ toughest challenges and spread the message that Foxtrot really is data automation made easy.”

Already a member of several local-area executive leadership organizations, Milam joined CEO Nexus in 2013. “I had experienced the value of having competent, like-minded entrepreneurs sharing, counseling and critiquing challenges and I was thirsty for it again. Many issues concerning our recent plans to grow were vetted in brainstorming and coaching sessions in my CEO Nexus group.”

▶ **ABOUT THE AWARD:**

CEO Nexus, in collaboration with The Rollins Center for Advanced Entrepreneurship, Florida High Tech Corridor Council and GrowFL, brings together leaders of established growth-stage businesses in a confidential setting to meet and learn from CEO peers who have grown their companies into more advanced stages of business development. The CEO Nexus Cup is a traveling trophy and member-recognition award, recognizing those companies that have achieved growth and entrepreneurial success, in part due to their collaboration with CEO Nexus. ♦