

## *Software Travels the Globe*

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A conversation with Mark Nelson, Engineer Manager at IBM, by Brett Nelson

**Globalization is very mainstream and common in our business, such as the “I” in IBM stands for International. We conduct webcasts and shared power points with members in other countries such as India and China who are working on the same project.**



I am an engineering manager specializing in electrical systems and circuits. Currently I am employed at IBM in Essex Junction. I am the head of a team of many people who work on new technology and chip development. We look at how to make things more compact and run quicker. The plant I work at and another in Fishkill, New York, are the two main manufacturing plants of the company. I attended the University of Minnesota for four years to obtain my bachelors degree in electrical engineering. From there I received a job at IBM in Essex Junction. During my first 5 years there, I was also offered the opportunity to attend UVM for a master’s degree and further my knowledge in this field, for free.

Globalization has a huge affect on how we do business. Usually in the morning when I get to work, I have conference calls or webcasts with employees from all around the world. These video teleconferences have broken down barriers for communications between us and other international employees. Some of these countries include: China, India, Brazil, Russia, Malaysia, Germany and so on throughout Europe and Asia. My group of people working on a project with me can be anywhere from 5 feet to thousands of miles away from me. This is all able to happen because of the long distance video calls we can conduct.

The business itself is worth about one billion dollars, racking up a total of 99.7 billion dollars in sales just last year. The breakdown of sales is as follows: 43 billion to US, 31.6 to Europe, Middle East and Africa and 22.9 to Asia/Pacific countries. As the numbers show, almost half of the sales are from the US, meaning it is still a huge US company. But on the other side of that, a little more than half of sales are from outside the US, showing an increase in communications between more countries. This is an expansion to globalization within our company and shows just how much we interact with the outside world.