

SUPPLEMENT TO TEXAS MONTHLY • MARCH 2000

# TexasMonthly biz

The coolest e-commerce sites **The wiring of small-town Texas** Inside an IPO Thomas Engibous is underpaid! **How I made it, by Bob Inman**



## The Most Powerful Texans In High Tech

**Angel Munoz**  
Founder and president  
Cyberathlete  
Professional League  
Irving

by  
**Kathryn Jones**

**Ana Sisnett**  
Executive director  
Austin Free-Net  
Austin

**Leonard H. Roberts**  
Chairman, CEO, and president  
Tandy  
Fort Worth

# Wired Guns

From academics to activists to CEOs—including you-know-who—meet the power players who

IDENTIFYING THE MOST POWERFUL TEXANS IN HIGH TECH ISN'T AN EXACT science: As with anything, it's all about who you ask. Well, we asked more than one hundred industry observers all over the state and sifted through hundreds of potential candidates in search of those who best met the definition of power today: the ability to change the way business is done, move markets, shape perceptions, shake up the status quo, and affect the lives of the rest of us. Position wasn't a guarantee of a place on the list; lots of CEOs are too busy running their hot new start-ups to have any impact past the front door. Neither was wealth; the state's high-tech boom has created lots of multimillionaires, but dri-

## Corporate Chiefs

**Michael Dell, 35**  
Chairman and CEO  
Dell Computer, Round Rock

PICKING DELL FOR A HIGH-TECH power list is a no-brainer; how could you leave off the Bill Gates of Texas? While wealth commands power—and *Forbes* estimates Dell's net worth to be \$20 bil-

**John Thornton, 34**  
General Partner  
Austin Ventures, Austin

WITH MORE THAN \$1.6 BILLION already doled out, Austin Ventures is the state's hottest high-tech venture capital firm in the state's hottest city for dot-com and Web-related entrepreneurial activity. And Thornton is the money guy to know right now. As the general partner who focuses on investments in software, e-commerce, and media,



he has worked with some of Texas' most successful start-ups, including garden.com, Ignite Sports Media, and Vi-gnette, and he was instrumental in putting together Austin Ventures' new \$825 million fund, making the firm the third-largest of its kind in the nation. He's constantly on the prowl for more e-deals—so get those business plans ready.