



# *SUCCESS STORY*

## *PHILADELPHIA DISTRICT OFFICE*

U. S. SMALL BUSINESS ADMINISTRATION

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### **FROM A LARGE FAMILY TO A LARGE BUSINESS**

Samuel J. Patterson is President and CEO of Veridyne, Inc (formerly Shepard-Patterson). He is the classic example of the American success story. Born and raised in Yeadon, Pennsylvania, one of 19 children, his family instilled family values long before the phrase became chic. After receiving a B.S. degree in computer science from Cheney University, Sam Patterson began his career as a programmer analyst for E.I. Dupont Company. Later, he began working for IBM as a marketing analyst. Sam quickly determined that the corporate life was not for him and he left to attend the University of Pennsylvania's Wharton School of Business where he graduated with an MBA.

In 1986, Mr. Patterson co-founded Veridyne, Inc., an information management and technology consulting company. Sam Patterson quickly realized he needed to build his customer base. In June 1989 Sam applied for and was approved as a U.S. Small Business Administration 8(a) firm. During the next nine years while in the SBA's 8(a) Business Development Program Mr. Patterson received 20 federal contracts for over \$14 million. Now Veridyne does business with major customers such as Dupont, Lockheed-Martin, the Commonwealth of Pennsylvania and many others. Veridyne now has grown to 11 locations in five states.

Recent achievements of Samuel Patterson include being honored with the Ernst and Young Entrepreneur Award, U. S. Small Business Administration's Minority Small Business of the Year Award and the Pennsylvania State System of Higher Education's Ebberly Award for Community Service. Sam's father was a preacher who owned and operated a printing business. Many of Sam's siblings are entrepreneurs in their own right. Sam was the 3<sup>rd</sup> youngest of the siblings and now his two younger siblings work for the firm. In keeping with his large family "family values," Sam and his wife Deidre are active in civic and fraternal programs providing mentorship for inner city youths. As a couple, the Patterson's give back to the community with their time, talents and resources-proof that an American success story is truly alive and well in the Greater Philadelphia area.