



IAAS Walks of Life 2003
J. Packy Hyland

J. Packy Hyland, cofounder and member of the board of directors of Hyland Software, Inc., shares his sales, marketing and fundraising expertise with both profit and non-profit organizations.

The son of John P. Hyland, from Enniscorthy in County Wexford, and Catherine Conway Hyland, he is a graduate of Cathedral Latin School and attended John Carroll University. Hyland has always looked for challenges and never shied away from taking risks. In

1972, he received the Top Producer/Man of the Year Award from the Massachusetts Mutual Life Insurance Company. Although he has held sales positions with three Fortune 500 companies, his main motivation comes from originating and participating in entrepreneurial ventures.

In 1975, he was the cofounder and director of Womankind Inc., the first free clinic in the country for women with untimely pregnancies. Three Cleveland area hospitals and 28 physicians agreed to donate their services to women in need of prenatal, delivery and postnatal care. In 1981, Hyland sold his manufacturers' representative business and traveled to Europe with his wife, Charlene, and their four children. Off they went with 15 duffel bags stocked with clothes, books, blankets, and pots and pans. For part of 1981-82 they lived in County Wexford, near Enniscorthy.

Hyland's most successful venture to date is Hyland Software, Inc., founded in 1991. H.S.I. was his son, Packy Jr.'s idea, and Packy Sr.'s task was to find the dollars to keep it going forward. In the early years, friends and family were hired; this led to a substantial number of employees born in Ireland or among first and second generation Irish. H.S.I. now employs over 200 people in its Westlake headquarters.

Hyland and his wife, "transplanted East Siders," live in Westlake.. They are the parents of four - Packy, Christopher, A.J. and Kate - and have 12 grandchildren. Spare time pursuits are identified as "lots of golf, travel, and preparing and serving up world class ribs and baked beans!"

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