



# Selling Security & Securing Quality

BY HANS SANDBERG

Nils Welin came to the U.S. in 1996 and rode the IT boom until the crash in 2000. The company he worked for, Candescant Technology, actually survived the burst of the bubble, only to face a voluntary bankruptcy a month and a half after September 11, 2001. “These were hard times for marketing experts and technology whiz kids,” Welin says, explaining why he secured his personal business by turning to the business of security.

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