Michael Sharkey, Shark Byte Systems, LLC

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Name: Michael Sharkey

Title: CEO and Founder

Company Name: Shark Byte Systems, LLC.

What aspects of working from home did you enjoy most?
I certainly enjoyed spending more time with my daughters while working from home. The little rituals we created and the extra help with school work helped us connect in different ways than before and really strengthened our bonds. I consider that time a real bonus I wouldn't have had otherwise.

What was your greatest professional accomplishment in 2020?
Launching our GarageNet Video Analytics solution was the highlight of our year. Seeing the customer response and interest from new clients/markets has been a real boost and it is encouraging to see this level of demand during the pandemic for the products and services we provide.

What was the most challenging part of working during the pandemic?
Helping customers adjust to the new normal and supporting them in their initiatives was a challenge because each customer's needs were unique to their situation. Of course, it was very rewarding to know that we were helping our customers not only survive but thrive in these challenging times.

What was your most notable project, deal, or transaction in 2020?
We won a contract to install a parking access and revenue control system for New York's highest ranked hospital. This was notable because our GarageNet Video Analytics solution was the differentiating factor that clinched the deal and it really validates the enhanced revenue controls, inventory tracking, and operational flexibility that this solution offers.

What are your predictions for commercial real estate in 2021?
Commercial real estate owners and operators will take this opportunity to increase revenues from non-core offerings such as parking, paid amenities, and other ancillary services. Shark Byte Systems is ready and able to help maximize parking revenues with our suite of GarageNet parking solutions.