The other west coast entrepreneur interview came from my brother, Jim Shay. Below are his answers to my entrepreneur interview questions.

“We are a small law firm in San Mateo, CA, focusing on intellectual property matters for small companies, primarily in the medical device industry. The firm was founded on November 1, 2006.

A large portion of our work involves interaction with the United States Patent and Trademark Office. Other than that, government has played no role in the founding or growth of the firm. Philanthropy and philanthropic institutions had no role in the founding or development our firm. No anchor institution had a role in the founding or development our firm. No intermediary institution had a role in the founding or development our firm. I took out a line of credit on my home to provide the start-up capital for the firm.

In the beginning, our biggest challenge was to hire enough qualified people to meet the initial demand for our services. Since then, the biggest challenge has been learning how to adapt to the rapidly changing business climate in our primary industry, the start-up medical device industry. The primary element enabling growth has been my long-time relationships within our primary client community. The primary measure of our success has been our relative stability over the last eight years even as the overall legal and business landscapes have changed. The partners and employees of the firm are the primary beneficiaries, but our clients in the biomedical device industries have benefited from that stability as well.