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Frank Islam: Achieving The American Dream And Beyond

By Devasish Ray

Frank Islam, by most accounts, is a successful businessman in his own right who just happens to have a little something extra in his financial portfolio – he sold his company QSS to former maverick and presidential candidate, Ros Perot for a whopping \$ 300 million.

His meteoric rise into the annals of the millionaires' club and beyond has proven that this man from India was no slouch, where business was concerned. Islam, describes his phenomenal rise as approaching things with "cautious pragmatism" "Of course, as an entrepreneur, I am willing to take risks and embark on new paths," admits Islam "But in doing so I want to make sure any proposition makes sense, is clearly focused on an objective and is grounded in reality. Whether an initiative relates to business or philanthropy or politics, all of which interest me, it will take my time and attention and effort."

Frank Islam talks fast and talks sense, like

an Uzi submachine gun rattling off answers exact to the context and at times even philosophical. Sitting in his lavish office in Tyson's Corner, Virginia, Islam, looks back at his achievements, and future goals. "My goals are still driven by the same things as before I sold my company. One reason I sold my company was so that I could learn and experience new things and spend time doing things I enjoyed and, hopefully continue to make a contribution to society. Right now, I am working on creating a new kind of company – an investment firm; called FI Investment Group through which I plan to stay active in eth business community I have established a foundation and a charity so that I can provide some assistance to those that need help. And I have become more actively involved in the political process, and supporting many candidates for election, which I hope will have an impact on the direction of our country, and possibly the world."



Frank Islam

I decided to ask him to divulge the secret behind success of QSS. Islam's reply was simple. "It's easy to get distracted by the latest buzz, but if you keep a laser focus on what you are trying to accomplish, you will get there. So, for example, in building QSS, like everything else, I created a plan and then stuck to it. I followed common-sense business practices and managed to not get sucked into the flavors of the day, like Dot-Com companies or some of the other technology oriented companies. When I say common sense, I mean that you need to ask yourself, "What does the customer

want", "how can I deliver it," "how do I keep them happy" and "what is likely to be their next need." Then, you have to budget carefully and plan for as many contingencies as you can. Same thing goes for other goals, though maybe the questions you ask are a little different and you are budgeting time and energy instead of money."

Islam who has ventured out with his new company FII Investments is now focused on turning this company into a world class financial investment firm. "We will be making direct investments, as well as forming debt, equity and hedge funds with like-minded investors, which will leverage my internally generated cash, as well as my experiences in business"

Finally, Islam has also started giving back to the community." Hopefully, through all of these endeavors, I will have an opportunity to continue to learn, enjoy myself and make an impact. And most of all, I plan on having fun and enjoying life with my wife."