
Álvaro Domínguez

Top Systems



“ I saw an opportunity to supply IT solutions to the financial services industry. ”

COUNTRY	Uruguay
INDUSTRY	Technology
EMPLOYEES	70
YEAR SELECTED	2003
WEBSITE	www.topsystems.com.uy/

COMPANY SNAPSHOT

In 1987, Alvaro decided to become an entrepreneur. Only 24 years old, he left his secure job just five months after getting married and convinced a group of five colleagues — all older and more experienced — to leave their well-paid jobs to join his new venture. Top Systems is software development company focused on creating, implementing and supporting IT solutions for the financial services industry. Its flagship product, Topaz, an integrated and flexible ERP software solution, is established as the preferred solution for new small financial institutions supported by USAID, and used by major Banks in Latin America including, ABN AMRO Bank, and Banco de la Nación Argentina.

ENDEAVOR AND TOP SYSTEMS

Over the past several years, Endeavor has helped Alvaro with reorganizing and refocusing his business during the economic crisis. The changes made in his commercial and management departments have enabled him to retain many of his clients.

Following eMBA guidance, he improved software installing procedures, and gained HR strategy support through the Ernst & Young Fellows program. He has also participated in numerous workshops and Immersion Tours, and an Entrepreneur Summit.

With local VentureCorps support, he instituted a Board of Directors, gained contacts in finance institutions, and improved corporate communications.