

TM FLOYD – 2.25.2026

Quick recap

The meeting focused on a presentation by John Starmack, CEO of TM Floyd, an IT consulting company, who discussed the rapidly evolving IT industry and career opportunities. Starmack highlighted the importance of differentiating oneself through unique skills and experiences, particularly in the face of advancing technologies like AI and agentic AI. He emphasized the need for continuous learning and adaptability in the IT field, as well as effective communication and problem-solving abilities. The presentation also covered TM Floyd's company culture, services, and various career paths within the IT sector, including corporate roles, consulting, and independent contracting.

Next steps

- All students: Attend the STEM job fair tomorrow from 12 to 4, dress in business professional attire, talk to at least 5 companies, collect contact information, and consider getting a headshot if needed.
- All students: Visit the mock STEM fair in Swearingen lobby today from 10:30 to 3, if interested, to network with companies such as Norfolk, Alltech, and Boeing.

Summary

Upcoming STEM Events and Opportunities

The instructor announced upcoming events, including a STEM job fair tomorrow from 12 to 4 PM, where students should register in advance, dress professionally, and network with companies. He mentioned a mock STEM fair today in Swearingen lobby featuring companies like Norfolk Southern, Boeing, and Altech. The instructor encouraged students to pursue internships and jobs actively, noting the competitive nature of the job market, and advised that some students might need to delay graduation if they cannot secure internships.

TM Floor CEO's IT Vision

John Starmack, CEO of TM Floyd, an IT consultancy company based in Columbia, South Carolina, introduced himself and shared his extensive 35-year experience in the IT industry. He highlighted TM Floyd's services, including IT consulting, project management, and implementation of technology systems for both small and large businesses, including public sector clients. John emphasized the importance and excitement of the IT field, noting its real-world impact and the diverse career opportunities it offers across various industries. He also mentioned his personal experience with his daughters' education and his educational background, including degrees in computer and electrical engineering, as well as a PMP certification.

IT Employment and Consulting Overview

John discussed different types of IT employment, including corporate employees, consultants, and independent contractors. He explained the distinction between developing new software and maintaining existing systems, as well as the difference between working with businesses or

consumers. John also provided an overview of his company, established in 2006, which specializes in healthcare and insurance consulting, with a focus on South Carolina and nationwide operations.

Consulting Career and Market Trends

John discussed the company's approach to hiring consultants, explaining that they offer a salary and benefits package without the full package deal that some companies provide. He highlighted the company's competition with major players like Gartner and McKinsey, while emphasizing their focus on personal and professional development. John also described various types of engagements, including contract-to-hire and project-based work, and mentioned that the company primarily consists of consultants. He concluded by discussing the rapid pace of technological change, particularly in the realm of AI, and its impact on job markets.

Agentic AI's Transformative Impact

John discussed the rapid evolution of AI and its impact on various industries, particularly focusing on the concept of agentic AI. He explained how AI has transformed from being a tool for answering questions to a more advanced form of generative AI that can create content and code. John highlighted the emergence of agentic AI, which can perform repetitive tasks with efficiency and consistency, replacing human workers in certain roles. He used the example of healthcare claims processing to illustrate how agentic AI could streamline operations and reduce human error.

AI and Automation's Job Impact

The discussion focused on the impact of AI and automation on jobs, emphasizing that while some roles may be replaced, new jobs are being created, such as genetic AI engineers. Anthony highlighted the importance of continuous learning and differentiation through unique skills and experiences, particularly during job interviews. He advised students to research companies, prepare thoughtful questions, and follow up after interviews to stand out. The conversation also touched on the challenges of independent consulting and the need for proactive communication in the workplace.