

Downtown CEO: 'Give me a goddamn reason to spend more money in Albany'

By [Sam Raudins](#) – Reporter, Albany Business Review

Feb 9, 2026

Story Highlights

- Aeon Nexus CEO Omar Usmani considers expanding the Albany software company's presence.
- The company landed between \$65 million and \$70 million in new contracts this year.
- Usmani said Albany needs more activities for younger workers.

Software company Aeon Nexus has been located in downtown Albany for a decade since it invested millions at 138 State St. along Wellington Row.

Now, CEO Omar Usmani is looking for grounds to keep investing in the city he fell in love with all those years ago.

"Give me a goddamn reason to spend more money in Albany," he said. "I bet on Albany before, and I really think that I could bet on Albany again."

Aeon Nexus implements legal case management software for state and local governments.

Clients include the cities of Seattle, Los Angeles, Tuscon and Chicago, and states including Oregon, Minnesota, Pennsylvania and Maryland.

Despite having an Albany presence, Aeon Nexus doesn't have any clients in the state of New York. Usmani said his local employees want to grow the company's portfolio here.

"They keep pushing for, 'We have to work more in New York.' And my response is, 'Well, New York isn't looking for this. There's no RFPs that are coming out. There's no requests coming out,'" Usmani said. "We're going to build education moments and we have to make some noise to make sure they understand we're here, that we provide these solutions."

Usmani said he could see doubling the company's presence here but the company's Albany office, with about 30 employees, is at full capacity and there's no room to expand. Aeon Nexus also has an office in El Segundo, California. That office has already doubled in size.

The company landed between \$65 million and \$70 million in new contracts for this year, he said, which is spurring growth.

The question is: Should he invest in Albany again?

Usmani said outside of landing New York contracts, improvements in the city of Albany would be a deciding factor on whether to grow here or open another office somewhere else. Usmani wouldn't rent space — he would be looking to buy.

"Is there a case for Albany? That's the question I have to ask myself. So my team is evaluating where we expand. We're bursting at the seams of this office. People here are brilliant. I think the case for Albany isn't Albany, it's the people, and we need more people to make Albany lively again," he said.

Aeon Nexus's potential expansion comes as Gov. Kathy Hochul has committed \$400 million to the capital city to boost the downtown economy, upgrade the State Museum, fight crime, and convert vacant commercial buildings into housing. Of that funding, \$200 million is for economic development projects.

Usmani said it will take more than that to get the city on the upswing. Bringing back more state workers for in-person work and adding more parking are two potential areas for improvement he sees.

The average age of Aeon Nexus's staff is in the mid-20s; Usmani said they're looking for activities they can walk to that are not just hitting the bars.

"We're attacking symptoms. That's my problem. We really need to draw people and give them a reason to be here, and they'll love it," he said. "My staff loves Albany ... they can afford it. They love the eats. They love to go out. They just want more to do."

<https://www.bizjournals.com/albany/news/2026/02/09/aeon-nexus-albany-expansion.html>