

# IEEE Sections Congress

## “Why Every Section Needs A Consultants Network”



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**Consultants Networks)**



# Outline

1. Introduction/Background
2. Consulting Climate
3. What is a CN (Consultants Network)?
4. Networks (where are they?)
5. Birth and Growth of a Network
6. What is AICN (Alliance of IEEE Consultants Networks)?
7. Network Becomes an Affinity Group
8. Role of the Section
9. Conclusion

# 1. INTRODUCTION/BACKGROUND

- Academic and Industry
- Consulting-Electronics, Controls
- Engineering Update Institute –Home-Study Video Courses for PE Exam
- Seminars on Consulting (Consultants' Consultant)
- Start-Up Networks

## 2. CONSULTING CLIMATE

- Outsourcing
- Downsizing
- Layoffs
- Early Retirements
- Creates: - Openings
- Consultants' Networks
- Come Into Existence
- History

**IEEE-USA**



**AICN  
ALLIANCE OF IEEE  
CONSULTANTS NETWORKS**



**Chicago.. Seattle.. Washington, DC**

**40 U.S.A. Networks + 7 Non-U.S.A.  
3000+ Consultants**

# 3. WHAT IS A CN

(Consultants Network)?

A Group of Members (IEEE) who are interested in getting together with consultants and those who are interested in consulting to share ideas and to network, and to learn about consulting and consulting opportunities.

- SEMINARS/WORKSHOPS
- MENTORING
- REFERRALS
- NETWORKING
- WEBSITES

TYPICAL CN MEETINGS

(DINNER)

NETWORKING

SPEAKER/TOPIC

DISCUSSION

# 4. Local Consultants Networks

- **ARIZONA:** Phoenix Network
- **CALIFORNIA:** Los Angeles Area Consulting Network; Silicon Valley Consulting Network; Orange County Consultants Network; San Diego Consultants Network
- **COLORADO:** Denver Section
- **CONNECTICUT:** Connecticut Network
- **FLORIDA:** Broward County Network; Melbourne Section Consultants Network; Orlando Network
- **GEORGIA:** Atlanta Network
- **ILLINOIS:** Chicago-Rockford Network
- **INDIANA:** Central Indiana Network

# 4. Local Consultants Networks Continued

- IOWA: Iowa Network
- KANSAS: Kansas City Consultants Network
- MARYLAND: (National Capital Area Consultants Network for Maryland Consultants)
- MASSACHUSETTS: Berkshire Consultants Network; Boston Network
- MICHIGAN: West Michigan Consultants Network
- NEW JERSEY: Princeton/Central Jersey Consultants Network; New Jersey Coast Consultants Network; Northern New Jersey Network

# 4. Local Consultants Networks

## Continued

- NEW YORK: Long Island Network; New York Section Consultants Network
- NORTH CAROLINA: Western N. C. Network
- OHIO: Miami Valley Network (Dayton)
- OREGON: Oregon Consultants Network
- PENNSYLVANIA: Philadelphia Network;

## 4. Local Consultants Networks Continued

- TEXAS: Dallas Consultants Network; Central Texas Network (Austin); Panhandle Consultants
- VIRGINIA: National Capital Area Consultants Network for Northern Virginia Consultants); Virginia Mountain Section Network
- WASHINGTON (State): Seattle Network
- WASHINGTON (DC): Nat'l Capital Area Network
- WISCONSIN: Madison Consultants Network

## 4. Consultants Networks Outside of the USA

- CANADA: Ottawa Section
- INDIA: Dehli Section; Hyderabad Section
- MEXICO: Guadalajara Section
- PAKISTAN: Islamabad Section

# 5. BIRTH & GROWTH OF A NETWORK

- How is a Network Started?
- Case Histories
- How Does it Grow?

# 6. WHAT IS AICN & WHAT DOES IT DO?

- Coordinates Activities
- Workshops
- Committee Meetings
- Website/Database Directory (Search)
- Teleconferences
- Newsletter
- Sample Consulting Agreement
- Business & Consulting Resources for Members
- Surveys
- Focal Point For All Networks
- Referrals
- Increases IEEE Membership
- Works With Staff
- Speakers and Advisors

# 7. NETWORK BECOMES AN AFFINITY GROUP

## BY PETITION

### Usual Procedure

# What is an Affinity Group?

- An Affinity Group is a local unit of an IEEE organizational unit or standing committee established by petition to the parent organizational unit to fulfill the purposes of the IEEE.
- The following groups have been acknowledged by MGA:
  - Graduates of the Last Decade GOLD
  - Women in Engineering
  - Consultants Networks.

Are There Benefits to Being an Affinity Group?

# 8. ROLE OF THE SECTION

- Encourage
- Support
- Announcements
- Newsletters and Websites
- Network Generates Income for the Section

# 9. CONCLUSION

- IEEE Consultants Database Website

- IEEE Members Register,
- Clients Register
- Clients and Consultants find each other

<http://www.ieeeusa.org/consultants/index.html>

- How To Start A Local Consultants' Network

<http://www.ieeeusa.org/business/startnetworkguide.asp>

- How To Form An Affinity Group

[http://www.ieee.org/web/geo\\_activities/units/index.html](http://www.ieee.org/web/geo_activities/units/index.html)

QUESTIONS AND ANSWERS