

AICN Newsletter

The Quarterly Publication of the Alliance of IEEE Consultants Networks

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Larry G. Nelson Sr., P.E., Takes Over as Chair of IEEE-USA's AICNCC

Larry Nelson Sr., P.E., of IEEE's Region 1, Worcester County Section, is the new 2017 Chair of IEEE-USA's Alliance of IEEE Consultants Networks Coordinating Committee (AICNCC).



Nelson is an active member of the IEEE Worcester County Section Consultant Network, the Boston Consultant Network, and the New Hampshire Consultant Network. He is a member of the NSPE and MSPE. Nelson has forged strong IEEE relationships with local, national, international and student members over the years. He is pleased to be leading the AICNCC this year, as they address such issues as how to provide more value to IEEE Consultant members; and to partner with more U.S. consultant networks, through local workshops.

With more than thirty-five years' experience in consulting, project management, business development, and training, Nelson has worked across a broad spectrum of the consulting profession in various roles, and brings a diverse array of insight to his role as 2017 Chair. ■

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Top Consultant Stories

The Immediate Future of Healthcare

The future of Obamacare (aka, *The Affordable Care Act*) has been a hot topic since the new president's election. IEEE-USA's legislative team will certainly follow this issue, and we will keep you informed, through this newsletter, about any changes that will affect independent consultants. As a preview of revisions that may come, IEEE-USA staff has come across this story in [Consulting Magazine](#). (FYI – to access, the host website may ask you for additional information)

From IEEE-USA Smart Briefs: U.S. Government Offering Cybersecurity Contracts

The U.S. Government has been engaging leading cybersecurity contractors in developing new protective systems, following a strengthened commitment to protect federal IT assets against attacks. The Defense Department

AICNCC Chair's Message

The Chair's Ramblings

BY LARRY G. NELSON SR., P.E.

Welcome to AICN's new year. My goal in 2017 is to build on what we have been doing. I know some members reading this newsletter are experienced consultants; while others are either just starting out, or are looking to see what this consulting thing is all about. Years ago, someone told me that the definition of a consultant was "someone who would borrow your watch, so they could tell you what time it is, and then bill you for the service." I prefer to think of consultants as providing real and specialized services to their clients. One thing I have observed over the years is that consultants are often segregated from their clients' employees. The consultant network offers a group of individuals with similar concerns, interests, and needs, opportunities to come together. In conjunction with your local network, I want the AICN to be a resource you could never imagine being without.

I want to hear from you! Let's open a dialogue, and find out what we can do for you. Please contact me at mchipguru@gmail.com. ■

is one of the government agencies pursuing cybersecurity technology. [TechNewsWorld](#)

More People Turning to Consulting: The GIG Economy

Blog post author Joseph Paris, of "[The Gig Economy-No Jobs Just Work](#)," discusses how people are starting to prefer a more flexible workplace, instead of the traditional 40-hours-per-week job.

Back to Basics: Become a top-Notch Consultant

[Startup consultants](#) have valuable expertise, but many are unskilled in marketing methods, tools and art. They may have worked for a large organization, but much of those efforts aren't useful for solo consultants. They typically don't have the money or resources for advertising campaigns and mass mailing.

For questions, comments or submissions
please contact Daryll Griffin at +1 202 530 8337
or d.r.griffin@ieee.org.

www.ieeeusa.org/business

IEEE★USA

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Access IEEE Collabratec Is on the Go, with New Mobile App

BY KRISTEN MAHAN

Whether you're traveling, at work, attending an IEEE conference, or without your computer, the free [IEEE Collabratec](#) mobile app will keep you connected with more than 78,000 technology professionals who are using IEEE's online professional networking and collaboration platform.

The mobile app makes these IEEE Collabratec features available anywhere you go:

- View posts and comments from your network, communities and private groups
- Post, comment, ask questions and share activities in your newsfeed
- Connect and network with other IEEE Collabratec participants
- Create, upload and view documents in your library
- Message your network directly
- Receive real-time notifications on activities

"The messaging feature allows me to keep up-to-date with what's happening in my private groups, as they work to develop white papers and blogs," says IEEE Member Jared Bielby. A digital culture consultant, he is the manager of IEEE's Collabratec Internet Technology Policy community.

Developed as a partnership between IEEE's Collabratec development team and the IEEE Mobile Center of Excellence, the app is one of three IEEE has launched in the past six months. The [IEEE Event Finder](#) mobile app lets you search for an event -- not only by its name -- but also by city, state, or province; by IEEE region, section, or chapter; or by the IEEE society or council sponsoring it. [IEEE Open Engineer](#) lets you post pictures and 30-second videos from your smartphone or tablet, onto a media-sharing platform where others may view and comment on them.

You can download the free apps from the [Apple iTunes Store](#) or [Google Play](#).

Kristen Mahan is an online community specialist with IEEE Member and Geographic Activities, in Piscataway, N.J., and a member of IEEE's Collabratec development team. ■