



The Los Angeles Area and Orange County

INDEPENDENT

Vol. 9, No. 12

Newsletter of the LA Area and Orange County Consultants' Networks

December 2001

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Feature Articles . . . Click on article to view

- Editor's Remarks
- Officer Elections & Candidates
- OCCN/LAACN Meeting Announcement
- Investors' Corner
- Calendar of Events & Program Descriptions
 - ◆ National SBIR Conference - March 2002

EDITOR'S REMARKS

In their esteemed wisdom, our program planners have sought to bring us the latest in new technologies pertinent to operations of our consulting and small business oriented membership. Last month was highlighted by *two* stellar programs which were jointly organized and sponsored by the LAACN/OCCN/OCCS groups. The first was an "Introduction to Computer Aided Conferencing" and was held at CSF. It introduced the subject, captured the audiences interest, and begged for more material to aid the membership in capturing the capability to employ such tools. The second of these meetings addressed "Remote Collaboration with Windows XP and Office XP", held at the Wyndham Hotel. The presentation was by Ms. Becky Sawyers of Microsoft who awed us with the tremendous power of some of the new remote collaboration tools buried within the innards of the latest M/S Operating System and Office Suite. Admittedly, it takes a little learning to find and master the power of these tools. The Consultant Networks Program Committee is dedicated to the development of additional programs to carry out this goal.

Mr. Art Larson was both an organizer and a participant in the above programs. He has offered to share some of the information sources that he found as he careened through his nocturnal Internet tour, steeping his knowledge and understanding of these subjects. This Internet tour is given in the **Special Resources Section** of this Newsletter.

Our thanks go to Ms. Sawyers, Mr. Larson, and our other member speakers for their insightful presentations.

The Swan Song - Escape Before the Terror Gets Ugly

This edition of the Independent will be the last by the current Editor. Returning member, Mr. Rob Poltz of the LAACN, has volunteered to become the new Editor

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effective 1 January, 02. He comes well qualified and is expected to help lead the Networks to new levels of excellence. Please give him your support, and thank you for your support in the past. Also, we all want to thank Mrs. Jean Taggart for her superb and timely work with Adobe Pagemaker. She has substantially improved the newsletter look and feel with features such as an improved layout, use of color, and modern electronic publication features such as the hyperlinking of references and titles directly to the material itself.

It has been a pleasure serving in the capacity of Newsletter Editor. I have found the job to be quite rewarding. After all, the greatest value and enjoyment comes from the privilege of participating and contributing to organizations such as the Consultants' Networks. Accordingly, I would like to share with you, and Mr. Poltz, some of the editorial philosophy that can lead to both greatness and disaster:

- **ADDING VALUE** – Clarify the mumbo-jumbo and make it right. After all, what the Editor likes must be good for everybody. Stick in whatever you think will make it better, and don't bother taking the time to clear it with the author
- **EDITORIAL LICENSE** – Play the role of God and decide what mankind should see, use the license liberally
- **CLEAR WRITING** – My mumbo-jumbo is better than the original author's, the way I say things is clearly better
- **VALIDATION OF FACTS & AUTHENTICITY** – “Well, I thought I heard it like that”, a little fiction can make it more interesting, was that dream for real?
- **PUBLICATION SCHEDULES** – Counting the cadence for Network activities and newsletter input schedules produces a feeling of power, besides, volunteer work is supposed to be “easy-come, easy-go”
- **GRAMMAR & PUNCTUATION** – What's that?
- **RIGOROUS EDITING** - Ample BS, liberally spread, makes things read better
- **MARKETING HYPE** – Promise them anything, it's up to somebody else to fulfill the promises
- **USE OF HUMOR** – It has no place in Newsletters. Steve Maas likes it dry, but the editor and most other people catch on better if it's “in-your-face”
- **“VOICE OF THE NETWORKS”** – This concept makes me feel all warm and chatty
- **OFFENDING THE READERS** – They won't invite you back

At this juncture everyone can agree, it really is time for a change!

Merry Christmas and a Happy New Year to You All.

Ron Oglevie, Editor
ronoglevie@aol.com

Visit Our Web Sites . . .

<http://www.laacn.org>

<http://www.occn.org>

View Map/Directions to Meetings . . .

<http://www.occn.org/meetings.htm>

OFFICER ELECTIONS AND CANDIDATES

Per the schedule announced two months ago, the opportunity to volunteer or nominate candidates is past. By this time you should have received your ballots by email and voted for the candidates on the ballot, or exercised the write-in option. If you haven't received your email ballot it is imperative that you immediately contact your Network Chairman to resolve the problem, and vote.

At this juncture, your options for changing the outcome of the election are to: conduct a massive write-in campaign (haven't seen any of these); undertake some kind of revolutionary takeover (don't try this until after the holidays because nobody will pay any attention); or achieve the changes you want to make using the old fashioned way, namely by jumping in and participating. The tabulation of votes will be completed and the results announced during the first hour of the next meeting. The candidates and special instructions for each of the Networks are given below.

LAACN ELECTION

A new slate of officers for the Los Angeles Area Consultants' Network will be elected at the December 8 LAACN/OCCN meeting. Votes may be submitted to Bob Gauger via mail, email, or by 10:00 am at the December 8 meeting. Consultants eligible to vote are those members who have paid their 2001/2002 fee for listing in the AICN directory and either (a) live in the Los Angeles Council area or (b) have selected LAACN as one of their choices in registering for the directory. If you have any questions, contact me. I have the membership list as compiled by Kip Haggerty based for those who have properly registered on the new AICN directory, and will use that to validate the votes.

Write-ins will be accepted. The term of office is for one year, starting January first. The following candidates have agreed to serve. Others are welcome:

Chairman - Ralph Hileman

Vice Chairman - Robert Poltz

Secretary - Peter Schultz

Treasurer - Barry Todd

Note that several of the candidates are also candidates for an office in the OCCN. This will not be a problem as we will be holding joint LAACN/OCCN program meetings and board meetings in 2002.

**Bob Gauger - LAACN Chairman, and,
Nomination and Election Committee Chairman**

r.gauger@ieee.org

OCCN ELECTION

The candidates nominated or volunteering for our elective positions, and non-elective positions, are given below:

Chairman - Peter R. Schultz

Vice-Chairman - Ralph A. Hileman

Secretary - A. Ronald Taggart

Treasurer - A. Ronald Taggart

Members-at-Large - Michael Morehouse and Ronald Oglevie

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DECEMBER MEETING ANNOUNCEMENT – JOINT OCCN/LAACN/OCCS

- Subject:** “Emerging Business and Consulting Opportunities Following the 9/11 Attacks”-
A “town meeting” to explore technical opportunities to aid our country.
- When:** **Saturday, 8 December, 2001. 9:30 am**
- Agenda:** 9:30 am - 10:00 am: Networking and Introductions
10:00 am - 10:15 am: LAACN & OCCN Election Results
10:15 am - 12:30 am: **Featured Program: “Emerging Business Opportunities”**
12:30 pm - 1:30 pm: Lunch and Networking at Off-Campus Sports Pub
1:30 pm - 2:30 pm: OCCN Board Meeting
- Where:** Cal State Fullerton, Engineering Building, Room 321 (see www.occn.org for campus map and directions); free parking on Saturday
- Cost:** Free, interested parties invited.
- Contacts:** Pete Schultz, 310-378-6905, p.r.schultz@ieee.org, Bob Gauger, 949-559-9148, r.gauger@ieee.org or Ron Oglevie, 714-526-6642, ronoglevie@aol.com.

Program Description:

The terrorist attacks of September 11 have gone well beyond the gap in the New York skyline, the rubble at “ground zero”, the damage to the Pentagon and the hole in the Pennsylvania forest. These attacks, and the subsequent military actions in the middle-east, are changing the world we live in forever. Just a few of the obvious affected areas are commercial air travel, general aviation, the international geopolitical scene, US national security and the security of it’s infra-structure, our vulnerability to biological terror and warfare, the legal system run by the judicial branch of government, national law enforcement, local law enforcement, threat assessment by the intelligence community, and how we fight wars. At the general policy level the list goes on and becomes almost endless when the implementation of responsive measures is addressed. The government is busy implementing or developing responses in many areas. For example DARPA has already put out a solicitation for white papers (see last month’s Newsletter at www.occn.org). It appears that substantial business opportunities are emerging that can also satisfy our patriotic instincts. Getting an early jump on these business opportunities is the reason for this meeting.

The purpose of this meeting is to identify, and develop a better understanding of the technology needs and business opportunities afforded by the current environment. The forum will follow a “town meeting” format with invited panelists presenting their thoughts, followed by audience suggestions and open discussion. The panel consists of OCCN/LAACN members and an invited guest. Members and visitors are also strongly encouraged to share their thoughts with us. Our panelists include:

- Ron Oglevie - Overview of Small Business Opportunities and DARPA’s BAA
- Ralph Hileman - Business Development and Proposal Preparation for “9/11” Response Implementations
- Pete Schultz - Technical Problems of Interest for “9/11” Response Implementations by DOD
- Gayn Winters - (President of Bristol Systems) - Information Technology Problems Emerging from “9/11”
- Bob Gauger - Risk and Reliability Assessment Problems Involved in “9/11” Responses
- Audience Discussion - Review, evaluation and summary of “9/11” problems and opportunities

If you have been wondering what you, as a patriotic individual in the aftermath of this terror can do to help, join us and help make our “town meeting” a success.

INVESTORS' CORNER

The purpose of this column is to provide investment information pertinent to CN Member needs and is the first of a planned series of articles. The focus is on various investment vehicles and strategies for managing retirement savings. We can continue these articles and schedule speakers if there is sufficient member interest. Please notify the editor if you would like this column to be continued or would like to hear speakers on related subjects, and, the kind of subjects that interest you.

THE ABCs OF BOND INVESTING

To achieve your investment goals, it's important to allocate your assets in a way that creates a diversified portfolio. Many investors use bonds as the foundation of their balanced portfolios because bonds offer a wide range of maturities (duration periods), interest payment terms and credit quality that fits most investors' needs.

Back to Basics: What Is a Bond?

In its simplest terms, a bond is an IOU. It represents a loan by you (as one of the bondholders) to an issuer (a corporation, municipality or government agency). Bondholders lend money to the issuer in return for the promise of fixed periodic payments of interest and the repayment of the loan's principal amount at maturity.

Bond Prices and Interest Rates

The market price of a bond has an inverse relationship to the movement of interest rates. When interest rates go up, bond prices go down and vice versa. Just as interest rates fluctuate daily, so do the prices of bonds prior to maturity. When you buy a bond and hold it until its maturity, you don't have to worry about its price changing because you'll receive the full face value of the bond at maturity. However, if you need to sell a bond before its maturity date, the price you receive may be more or less than your original price or the bond's maturity value.

Since a bond's interest rate is fixed when you buy it, a change in interest rates will affect the value of your bond if you were to sell it prior to its maturity. For example, if you bought a \$10,000 bond with an 8% coupon and interest rates dropped from 8% to 4%, your bond would become more valuable than those subsequently issued at lower interest rates. Therefore, prior to maturity you could sell your bond at a *premium* to its face value. On the other hand, if rates rose to 12%, investors would want to own new issues that pay more interest, and your bond would lose some of its resale value. If you sold it under this scenario, it would be at a *discount*.

Evaluating Bond Risks and Returns

In assessing the level of risk and return of any fixed income investment, the following two factors are important.

Maturity. Your bond's maturity is the date on which the principal amount becomes due and payable to you. The number of years until the bond matures will dictate the bond's sensitivity to changes in interest rates. Generally, you are compensated with higher yields for longer-term securities because the longer a bond has until it matures, the longer its principal value is exposed to interest rate fluctuations. Bonds with short-term maturities (overnight to one year) normally experience relatively minimal change in price as interest rates fluctuate, but they also typically provide relatively lower yields. Intermediate bonds (2 to 10 years) typically have greater yields and price fluctuations. Long-term bonds, which typically mature in 20 to 40 years, usually have higher yields but can also experience greater price fluctuations.

Quality. The credit quality rating of a bond provides an indication at a particular point in time of an issuer's ability to make timely payments of interest and principal to bondholders. Two nationally recognized rating agencies, Standard & Poor's

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Corporation and Moody's Investors Service, measure a bond's credit quality by assigning it a letter grade, ranging from AAA for the highest quality to D for a bond in default. Bonds rated at least BBB by S&P or Baa by Moody's are considered "investment grade." Lower-quality bonds generally have higher yields but also have a greater potential for default. Ratings are constantly revised based on related industry or company changes and can have a distinct effect on a bond's market price.

Your challenge as a bond investor is to obtain the highest possible return with the least risk, in line with your investment objectives. Many fixed income investors "ladder" their bond investments by structuring a portfolio of bonds with staggered maturities. By diversifying investments in short-term, intermediate and long-term bonds in a ladder portfolio, you can take advantage of the liquid aspects of the shorter-term bonds while attaining the higher yields typically available through longer-term bonds.

If you would like to learn more, please contact the editor or the author whose information is below.

This article is published for general informational purposes and is not an offer or solicitation to sell or buy any securities or commodities. Any particular investment should be analyzed based on its terms and risks as they relate to your circumstances and objectives.

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OFFICER ELECTIONS AND CANDIDATES - OCCN Election - Continued from page 3

Non-Elected Positions

Newsletter Editor – Robert Poltz

Webmaster – Kenneth Leland

Nominating and Election Committee Chairman – Bob Gauger

Program Committee Chairman – Ron Oglevie

Please submit your ballots electronically or on paper to Bob Gauger before or at the beginning of the next OCCN meeting on 12/08/01 at 10:00 A.M. Votes will then be tabulated and results made available. Remember to follow the instructions on your ballot or it may go the way of the Florida chad. Write-in votes are accepted:

Pete Schultz – OCCN Chairman
310-378-6905, p.r.schultz@ieee.org

INFORMATION RESOURCES

Mr. Art Larson has offered to share the Internet Resources that he discovered while preparing for his “Computer Aided Conferencing” presentation, and research into “Collaborative Tools Within the Microsoft XP Operating System and Office Suite”. The following list is severely truncated to fit in a reasonable space. If you are interested in obtaining this list, please email your request to the Editor.

[MS KEY Studio 2001 ***](#)
[Microsoft : Home Networking ***](#)
[Microsoft : IE 5.0 Preview ***](#)
[Microsoft : NetMeeting ***](#)
[Microsoft : NetMeeting : Business Users ***](#)
[Microsoft : NetMeeting : Features ***](#)
[Microsoft : NetMeeting : SDK ***](#)
[Microsoft : NetMeeting SDK : COM Object Reference ***](#)
[Microsoft : NetMeeting SDK : Contents ***](#)
[Microsoft : NetMeeting SDK : Tutorials and Samples ***](#)
[Microsoft : NetMeeting in Action ***](#)
[Microsoft : Netmeeting 3.01 Download ***](#) [Microsoft : Office ***](#)
[Microsoft : SharePoint : Team Services ***](#)
[Microsoft : SharePoint : Team Services : FAQ ***](#)
[Microsoft : SharePoint : Technologies ***](#)
[Microsoft : SharePoint Portal Server ***](#)
[Microsoft : SharePoint Portal Server : Building a Corporate Portal Using Office XP and SharePoint Portal Server 2001 ***](#)
[Microsoft : SharePoint Portal Server : Features ***](#)
[Microsoft : SharePoint Portal Server : Tour ***](#)
[Microsoft : Visual Basic ***](#)
[Microsoft : Why XP Pro \(Top 10 Reasons Windows XP Professional Is Right for Small Business \) ***](#)
[Microsoft : Why XP Pro : Enjoy the Ultimate Communication and Collaboration Tool ***](#)
[Microsoft : Why XP Pro : Keep Your System Secure While You're on the Internet ***](#)
[Microsoft : Why XP Pro : Work with All of Your Data and Applications While Away from Your Office ***](#)
[Microsoft : Win XP Home : ***](#)
[Microsoft : Win XP Pro ***](#)
[Microsoft : Win XP Pro : Inside Windows Messenger \(How it Communicates \) ***](#)
[Microsoft : Win XP Pro : Inside Windows Messenger : Links ***](#)
[Microsoft : Win XP Pro : Using Remote Desktop ***](#) [Microsoft : Win XP Pro : Using Windows Messenger ***](#)
[Microsoft : Windows ***](#)
[Microsoft : Windows XP : Experience Real-time Communication ***](#)
[Microsoft Business : Digital Dashboard ***](#)
[Microsoft Business : Why Choose Microsoft? \(Microsoft's Vision \) ***](#)
[Microsoft Investor : Insight ***](#)
[Microsoft Press : Understanding Groupware in the Enterprise ***](#)
[Microsoft Systems Journal ***](#)
[Microsoft : SharePoint : Team Services : FAQ ***](#)
[Microsoft : SharePoint : Technologies ***](#)
[Microsoft : SharePoint Portal Server ***](#)
[Microsoft : SharePoint Portal Server : Features ***](#)
[Microsoft : SharePoint Portal Server : Introducing SharePoint Portal Server 2001 ***](#)

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[Microsoft : SharePoint Portal Server : Overview Tour ***](#)

[Microsoft : SharePoint Portal Server : Resource Kit ***](#)

[Microsoft : Why XP Pro \(Top 10 Reasons Windows XP Professional Is Right for Small Business \) ***](#)

[Microsoft : Why XP Pro : Enjoy the Ultimate Communication and Collaboration Tool ***](#)

[Microsoft : Why XP Pro : Keep Your System Secure While You're on the Internet ***](#)

[Microsoft : Why XP Pro : Work with All of Your Data and Applications While Away from Your Office ***](#)

[Microsoft : Win XP Home : ***](#)

[Microsoft : Win XP Pro ***](#)

[Microsoft : Win XP Pro : Using Windows Messenger ***](#)

[Microsoft : Windows Messenger in Windows XP ***](#)

[Microsoft : Windows XP : Experience Real-time Communication ***](#)

[Microsoft : Windows XP : Experience: Real-time Communications ***](#)

For Our Patriots – A Colorful Tribute to the Flag

See "I Am The Flag" - <http://personal.jax.bellsouth.net/jax/l/c/lchaplin/unkarock/flag.htm>

CALENDAR OF EVENTS

Subject: "NATIONAL SBIR CONFERENCE" – Advance Notice ---> this Federal High-Tech Program is bringing it's National 3-day conference to Orange County

When: **March 11- 14, 2002**

Where: Hyatt Regency Orange County Hotel, Harbor & Chapman, Garden Grove, CA

Contact: For now, Ron Oglevie at ronoglevie@aol.com, more web based information in early January 2002

Description: This 3-4 day conference presents everything you need to know to participate in this Federal Small Business Innovation Research (SBIR) Program, and lots of good information on how to start a small high-tech business. This also includes the Small Business Technology Transfer Program (STTR). At least one current member and several former members have successfully used this program for technology product development and new business development.

And,

THE BEST EVENTS OF THE YEAR

The Officers and Members of the OCCN, LAACN, and OCCS wish you all

HAPPY HOLIDAYS





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Feature Articles . . . Click on article to view

- **Chairman's Notes**
- **Combating Terrorism**
- **In Memorium - Harry Staubs**
- **Calendar of Events & Program Descriptions**
 - ◆ **OCCN/LAACN Meeting - November**
 - ◆ **SAE SoCal Section - November**
 - ◆ **IEEE LA Chapters on Reliability, Computers, etc - Nov.**
 - ◆ **AIAA O.C. Section - November**
 - ◆ **CALSAT - November**

CHAIRMAN'S NOTES

Election of OCCN Officers for 2002

To date the following candidates have volunteered to run for OCCN offices for 2002: Chairman - Pete Schultz, Vice Chairman - Ralph Hileman, Secretary/Treasurer - Ron Taggart, OCCN Board Members at Large - Mike Morehouse and Ron Oglevie. Other candidates for these positions are welcome. Anyone interested in running for an office or nominating a candidate should contact Bob Gauger who is in charge of the Nominating Committee. Part of the General Meeting on November 10th will be devoted to short position statements (less than ten minutes) by the candidates. Write-in candidates will also be accepted. The ballots can be submitted electronically (by e-mail) or on paper ballots by postal mail. The ballots will be made available shortly after the next general meeting.

From our viewpoint, the main issues for the OCCN in 2002 are (in no particular order of priority):

- a. Enhancing the marketing activities of both the OCCN and LAACN and their members
- b. Development of new marketing materials, such as brochures, for OCCN & LAACN
- c. Enhanced web page utilization
- d. Increasing the membership of OCCN & LAACN
- e. Enhancing opportunities for consultants in the current business environment
- f. OCCN/LAACN program development

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g. Revising the dues structures for OCCN to bring them in line with those of the IEEE Consultants' Data Base

We welcome suggestions and comments on these matters as well as bringing other issues to our attention.

Pete Schultz, Chair, OC IEEE Consultants Network
310-378-6905, fax - 310-378-1543,
p.r.schultz@ieee.org

PENTAGON SEEKS IDEAS ON COMBATING TERRORISM

Having trouble deciding how you can help fight terrorism? Well here may be an opportunity to apply your technical skills to this problem. The Department of Defense announced today that the Under Secretary of Defense for Acquisition, Technology and Logistics and the Combating Terrorism Technology Support Office Technical Support Working Group are jointly sponsoring a Broad Agency Announcement (BAA) asking for help in fighting terrorism.

The BAA, issued Oct. 23 (No. 02-Q-4655), specifically seeks help in combating terrorism, defeating difficult targets, conducting protracted operations in remote areas, and developing countermeasures to weapons of mass destruction. Its objective is to find concepts that can be developed and fielded within 12 to 18 months.

The BAA provides for a three-phase process in which interested parties initially submit a one-page description of their concept. Initial responses are due by Dec. 23, 2001. After a review of a submission and if DoD is interested in further information, the submitter will then be asked to provide a more detailed description of up to 12 pages of the idea. Submitters of concepts that the department is not interested in pursuing further will be so notified.

The DoD will evaluate phase two submissions and ask those who have offered the most promising ideas to submit full proposals in a third phase that may form the basis for a contract. Phase two submitters who are not asked to submit full proposals will be so notified. Submitters of a full phase three proposal that is not accepted by the department may request a formal debriefing. Debriefings will not be provided to phase one and phase two submitters whose concepts were not accepted.

Interested parties can obtain more information concerning this BAA by visiting <http://www.bids.tswg.gov> .

[Web version: http://www.defenselink.mil/news/Oct2001/b10252001_bt540-01.html]

Visit Our Web Sites . . .

<http://www.laacn.org>

<http://www.occn.org>

View Map/Directions to Meetings . . .

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IN MEMORIAM – Harry Staubs

Harry Staubs, OCCN Member and Board Member at Large for nearly a decade, passed away in his sleep on the night of October 18, 2001, in Cleveland OH. His last trip was typical of what he liked to do best, interfacing with people and friends, at the Tau Beta PI (National Engineering Honor Society) Convention. Harry was a strong believer in engineering, the military-industrial complex, and the ability of human organizations to solve problems and improve mankind. An example of this is a listing of the immense number of organizations that benefited from his active participation and leadership. A considerably shortened list of these organizations and achievements include: National Defense Service Medal; AIAA – Associate Fellow, past Chairman of the Orange County Section, and Chairman of the Get-Away-Special Project; Fellow of the Institute for Advancement of Engineering; Orange County Engineering Council; Air Force Association, National Space Society; Toastmasters International; California Museum of Science - Industry Foundation; Society for the Advancement of Materials and Process Engineering; Tau Beta Pi, CSLB Visiting Professor for Get-Away-Special class, and, CALSAT (the AIAA California Synergistic Acquisition Technology Transfer Organization).

Mr. Staubs first career was with the US Air Force (1952-1980) where he achieved the rank of Lieutenant Colonel. His many assignments took him all over the world, but his greatest achievements were in the management of research and development projects in the Rocket Propulsion field with projects requiring as many as 100 Air Force and contractor personnel. His second career was with McDonnell Douglas (1987-1992) as a Senior Staff Specialist, Test Manager, and marketer, primarily in the rocket propulsion and space system fields. His third career was with Staubs Business Services specializing in McIntosh and PC hardware, software and office automation support to small businesses. SBS is also well known for their many philanthropic activities in the service of the above listed technical organizations.

Probably one of the more recent examples of his organizational leadership skills were his contributions to CALSAT, both as a founding member and nearly a decade as Chairman. The original mission of this AIAA sponsored volunteer organization was to provide member support with career transition efforts through networking and information related to consulting, new business development, and entrepreneurial opportunities. As the organizational needs changed from the Aerospace Industry recession of the early nineties, he gradually steered it to more entrepreneurial pursuits. How this organization will change in Harry's absence is the subject of the next CALSAT meeting (see Calendar Section).

Mr. Staubs received his BS in Chemical Engineering from West Virginia University, did MS level studies at Columbia U, received an MBA from Cal State Long Beach, and is a graduate of the Joint Command and Staff School of the Armed Forces Staff College.

Less than a year ago Harry had open-heart surgery, including a valve replacement and bypasses, and appeared to have completely recovered in a matter of a few weeks. His death was preceded by that of his wife Virginia approximately 13 months ago. He is survived by a brother in West Virginia. Harry, we all miss you.

JOINT OCCN/LAACN/OCCS MEETING ANNOUNCEMENT

Subject: “COMPUTER-AIDED CONFERENCING – An Introduction and Perspectives”

- **Overview** (15 mins.) - Ron Oglevie
- **Current and Future Applications** (15 mins.) - Ralph Hileman
- **Basic CAC Capabilities in Windows Based PCs** (15 mins.) - Pete Schultz
- **Current and Future Capabilities Using M/S Tools** (45 mins) - Art Larsen

When: **Saturday, 10 November, 2001**

Agenda: 9:30 – 10:00 am: Networking and Introductions
 10:00am - 10:30am: OCCN Election Issues and Candidate Statements
 10:30am - 12:30am: **Featured Program - “Computer-Aided Conferencing”**
 12:30pm - 1:30pm: Lunch and Networking at Off-Campus Sports Pub
 1:30pm - 2:30pm: OCCN Board Meeting

Where: Cal State Fullerton, Engineering Building, Room 321 (see www.occn.org for campus map and directions), free parking on Saturday

Cost: Free, interested parties invited.

Contact: Pete Schultz, 310-378-6905, p.r.schultz@ieee.org

Program Description: Interest in Computer-Aided Conferencing (CAC) has been increasing for over a decade as the hardware, software, and wide-band network technologies have improved. The air travel recession following the tragic events of 9/11/01 have underscored the importance of such technology. The capability to remotely perform real-time functions such as white board sketching, document sharing and real time editing, and video have become commonplace. This technology is becoming increasingly important for consultants who want to extend the geographic bounds of their practices, and, specialized small businesses wishing to collaborate on a more global scale. The panel discussion is meant to provide a starting point for attendees that want to utilize this technology. Additional programs are anticipated to facilitate the understanding needed for effective CAC utilization.

The meeting format includes three short discussions of Computer-Aided-Conferencing (CAC) from the perspectives of three of our members followed by a more detailed examination of the capabilities of newer software such as Microsoft NetMeeting® and SharePoint®. The format is designed to facilitate interaction and sharing of experiences.

Three of our four panel members, Ron Oglevie, Ralph Hileman and Pete Schultz are OCCN members and are well know to Consultants’ Network members. Mr. Art Larsen is Chairman of the IEEE Orange County Computer Society and has many years of experience in the development of computer software and systems architecture. We invite other interested parties to share their CAC experiences with us.

November 2001 SAE SoCal Section Meeting

Subject: “Advanced Features of the 2002 Nissan Infiniti Q45”

When: **Tuesday, November 13, 2001, 6:00 pm** - Social/Displays,
 6:30 pm – Dinner, 7:00 pm - Presentation

Where: Nissan North America, 18501 South Figueroa, Gardena, CA 90248. Nine-story Nissan building on the Southwest corner of 190th/Victoria & Figueroa (northeast of the 110/405 interchange.)

Cost: \$10 for SAE members/guests, \$5 for SAE students, \$5 extra for non-members or no reservation.

RSVP: E-mail: sae_meeting@onebox.com

Phone/Fax: (310) 309-3500 X5124

Please RSVP by Monday (morning), November 12th.

(Continued on page 5)

Program Description: The 2002 Infiniti Q45, the third generation of Infiniti's flagship sedan, is a unique combination of exciting performance, dramatic styling, luxurious interior and innovative technology. It features a 340-horsepower V8 engine, voice-activated controls, an LCD information display screen, rearview monitor and one of the most powerful headlight systems in the world. The 2002 Infiniti Q45, with its avant-garde styling and invigorating performance, went on sale in April 2001 at more than 150 Infiniti retailers nationwide.

IEEE LA Chapters on Reliability, Computers, et al, Meeting

Subject: "Perspectives in Reliability Analysis"

Speaker: Bob Gauger

Sponsors: IEEE Los Angeles Chapters of Reliability, Computer and Components, Packaging, Manufacturing Technologies, along with Coastal Los Angeles Section

When: **Wednesday, November 14, 2001**, 6:30 - pizza, 7:00 - presentation

Where: 3400 Boelter Hall, UCLA Engineering Building Complex. Parking Structure No. 9 - \$6.00. Map of the UCLA campus available at <http://www.ucla.edu/map/>.

Note: Mr. Gauger may repeat this presentation at an OCCN/LAACN meeting next year.

Program Description: Reliability programs were developed in the '50s when failures of increasingly complex military electronic systems became a problem. These same techniques were then adapted for electrical power generation and distribution. This concern for reliability, availability, and maintainability (or RAM) has grown and has been applied to avionic systems, process systems, water plants, and situations where failures represent a high risk or a major expense.

Today, we are using an improved set of tools to deliver the reliability and availability needed for our e-commerce. High availability is probably the most important metric for data centers and online firms. Their availability, measured in terms of four 9s, five 9s, and six 9s, is widely touted, but difficult to demonstrate.

Bob Gauger will share with you the experience and techniques that he has used in 40 years of system reliability, availability, and maintainability analysis, modeling, prediction, testing, and corrective action. These systems have ranged from telecom, data centers, and diesel generators to complete installations with cooling towers, HVAC, steam generation, and multiple power sources.

AIAA Orange County Section

Subject: "Measuring Plate Tectonic Motion in Extreme Environments"

Speaker: Russell L. Knight, Jet Propulsion Laboratory

When: **Wednesday, November 14, 2001**, 6:00 pm - sign in, 6:30 - dinner, 7:00 - business mtg, 7:15 speaker.

Where: International Association of Machinists and Aerospace Workers (IAM) Building. 5402 Bolsa Avenue, Huntington Beach, CA

Directions: *Approaching from the North on 405:* Take the Valley View/Bolsa Chica Road exit, bearing right onto Bolsa Chica Road. Proceed south on Bolsa Chica Road, crossing Westminster Blvd. Turn left onto Bolsa Avenue. Go through one traffic light and turn right into IAM Building parking lot on either the west or east side of building. Enter west side of the building and take elevator or stairs to second floor.

Approaching from the South on 405: Exit at Golden West/Bolsa Avenue. Proceed west along Bolsa Avenue, crossing Golden West Blvd, Springdale Avenue, and Graham St. Turn left into parking lot on west side of IAM Building. Enter building on west side and take elevator or stairs to second floor.

Cost: Pizza dinner provided with soft drinks and cookies - \$5 for members, \$7 non-members, \$3 young professional members and student members.

(Continued on page 6)

RSVP: Reservations required, call AIAA at 1-800-683-2422 or e-mail olam@aiaa.org.

Program Description: The November dinner meeting features Russell Knight who will relate his experiences on an assignment in Antarctica during its last summer season. The Antarctic climate and terrain is sometimes used by JPL to simulate planetary environments. Russell will relate his fascinating experiences of living and working in Antarctica and illustrate his talk with many photographs he took there.

Russell Knight has been with JPL for 4 years and was previously with GTE for 12 years. In addition to supporting research efforts in Antarctica, he is currently working on the Aspen planning system for mission operations, the Casper real-time planning system, and the Mission Data System for the Artificial Intelligence Group at JPL. He holds BS and MS degrees in computer science and is currently working on a PhD at UCLA.

This will also be an interesting meeting for any young family members with an interest in science. Regular members and young professional members: Our AIAA meetings are good opportunities to network with members from other organizations.

“The Future of CALSAT”

Subject: “The Future of CALSAT Without Harry” – What should we do with CALSAT in the absence of it’s leader of nearly a decade?

When: **Thursday, November 15, 2001**, 11:30 am

Where: AIAA Western Office, 2221 Rosecrans Avenue, Suite 227, El Segundo, CA

Info: Dick Denison, mrichard1@earthlink.net

RSVP: AIAA office at 800-683-AIAA or FAX to 310-643-7509. Lunch available only on basis of RSVPs

Program Description: As many of you know Harry Staubs passed away on October 18, 2001 while on a trip to Cleveland, OH. He will be sorely missed. The purpose of this meeting is to define “The Future of CALSAT Without Harry”.

CALSAT was started by Sash Lula in the early 90’s to help members with career transition. After awhile Sash turned over the chairmanship to Harry and Harry asked Richard Denison to be co-chairman. Over the years there have been many outstanding speakers at our monthly meetings, such as:

- Dr. Daniel Kwoh , co-founder of Gemstar, described how he and Dr. Henry Yuen invented and marketed VCRPlus, having made the transition from non-acoustic submarine detection at TRW.
- Doug Malewicki, a Stanford educated engineer, described his inventions, including a Cadillac eating, fire breathing, mechanical dinosaur featured on Jay Leno; a personal rocket used at the 1984 Olympics; and the People Mover Concept that seems more inspired by the antics of the Stanford band than boring engineering.
- Rohit Shukla, President and CEO of LARTA (Los Angeles Regional Technology Alliance) who described their programs in entrepreneurial education, regional studies, venture capital, and cutting-edge R&D funding.

CALSAT has also fostered several entrepreneurial ventures including:

- The development of a talented engineering organization, and a proposal to perform a SETA contract for the Air Force Propulsion Lab.
- The AeroWebSpace.com business-to-business web site including team organization, creation of an LLC business entity, and marketing. AWS.com continues to survive the e-commerce recession.



The Los Angeles Area and Orange County

INDEPENDENT

Vol. 9, No. 10

Newsletter of the LA Area and Orange County Consultants' Networks

October 2001

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Feature Articles . . . Click on article to view

- **Chairman's Notes**
- **Terror of 11 September, 2001**
- **Valuable Resources**
- **Calendar of Events & Program Descriptions**
 - ◆ **OCCN/LAACN Meeting -October**
 - ◆ **Aviation Week's Aerospace Expo 2001 - October**
 - ◆ **Space Frontier Conference 10 - October**
 - ◆ **Institute of Navigation - October**
 - ◆ **COMSIG - October**
 - ◆ **Perspectives in Reliability Analysis - November**
 - ◆ **AIPOC - Dark**
 - ◆ **Emerging Network Tech. Workshop - Rescheduled**

CHAIRMANS NOTES

ELECTION OF OCCN OFFICERS AND BOARD MEMBERS FOR 2002

We will hold the elections for OCCN Officers and Board Members for 2002 before the end of this year. The positions to be filled are Chairman, Vice Chairman, Secretary, Treasurer, Newsletter Editor and Members-at-Large. Please submit nominations to Bob Gauger who has agreed to serve as Chairman of the OCCN Nomination Committee. Provisions will be made for "write-in" votes for candidates not on the ballot.

These election procedures will be reviewed at the next OCCN/LAACN joint meeting on October 13. All OCCN Members and Associate Members whose dues are current will be eligible to vote in the election. We also encourage these members to participate in the election by running for office, serving on the nominating committee, and/or communicating your thoughts on desirable future courses for the OCCN.

Nominations will be accepted up to and during the November 10th meeting. At that meeting each candidate will be given ten minutes to make a position statement. Of course, additional discussion of OCCN issues by candidates and members is always in order during the networking phase of other OCCN meetings. Discussions of issues and comments through e-mail communication channels and other means is also encouraged.

(Continued on page 2)

An electronic ballot will be sent to eligible members by e-mail after the November 10th meeting. As in the previous election, ballots can be submitted either electronically or in written form. Ballots will be accepted before and during our December 8th meeting, at which time they will be counted and our new officers announced.

Let's try to get additional members to participate in the election process by running for office, serving on the Nomination Committee, and/or submitting comments. Please contact me or other OCCN Board Members if you have any thoughts or questions about the future of OCCN.

Peter R. Schultz,

Chairman, Orange County IEEE Consultants' Network

phone: 310-378-6905

fax: 310-378-1543

email: p.r.schultz@ieee.org

ELECTION OF LAACN OFFICERS FOR 2002

LAACN will follow the same schedule as the OCCN (above) in electing next year's officers. The positions to be filled are Chairman, Vice Chairman, Secretary, and Treasurer. Nominations may be submitted to either Kip Haggerty or Bob Gauger. Provisions will be made for "write-in" votes for candidates not on the ballot .

Members are eligible to vote for LAACN officers if (a) they are registered in the AICN directory and live in the Los Angeles Council area, or (2) they have selected LAACN as one of their network options in registering for the AICN directory. There is no membership fee requirement as the LAACN charges no membership fee. Ballots can be submitted either electronically or in written form. We plan to count the votes at our December 8th meeting. An electronic ballot will be sent to eligible members by e-mail after the November 10th meeting. The candidates may make their position statements at the November 10th meeting

For questions, contact **Bob Gauger** at r.gauger@ieee.org.

RESPONSES TO THE TERROR OF SEPTEMBER 11, 2001

We were all horrified at the events that occurred the morning of Tuesday, September 11, 2001. We saw what happened and the carnage was real. Our sympathy goes out to all the survivors of those who perished. In hindsight many exceedingly difficult questions arise, such as:

- Who were the real perpetrators, and why did they commit these acts?
- The majority seek justice for these crimes, but what form should our justice take?
- What can be done to minimize the future success of terrorism?
- What can we as individuals do?

We will not attempt to get complete answers to these questions, but we will list a few of the thoughts of members and friends that chose to submit them. Clearly, we as a nation are confronted by one of the most difficult problems we have ever faced. Unity is an important ingredient. We are hearing intelligent people produce insightful information and suggestions, and, people are listening. Our actions may have a bigger influence on mankind than anything we have ever done as a nation.

(Continued on page 3)

Barry Allen Offers a Prayer, Then Hosts Discussion Group

Before 2 p.m. on the day of the disaster, Barry Allen offered an insightful prayer which is republished below. Then, on September 30th, he and Pauline Field hosted a four hour gathering of approximately 20 people for the purpose of “DISCUSSION – DIALOGUE – ENGAGEMENT”, addressing any and all issues related to the catastrophe. A summary of the discussion is available from Barry or the Editor.

A Prayer Please for the World

Dear Friends and Family,

At this time I am sure you are all aware of the tragedy which has struck the world. As you face the challenge that God has laid out for us in how we will decide to act & react, I ask you all to take a moment today to say a prayer for the following.

Pray for the victims that God might be with them in their hour of pain, suffering and transition. That they know the peace that is God's love.

Pray for the families of all who are affected that they may find the comfort in each other and from those who are reaching out to hold them at this time.

Pray for the leaders of all nations who will be responsible for the reaction of the world to this tragedy. Pray that they might temper their anger with justice. Pray that their need for retribution and retaliation be tempered with even mindedness.

Pray for those who are responsible that they will come forward to take responsibility for the actions that they have set in motion. Pray that God will work to change the hearts of those who would see fear, anger and violence as a means to be heard.

Pray for yourselves that we might find understanding for the unthinkable, forgiveness for the unforgivable, strength in a time of weakness, courage in a moment of terror.

Do not underestimate the power of prayer to work change in your life and in the world. It is in moments like these where we see the impotence of the individual, that the power of joining for a common cause becomes a tremendous force for good.

The creed at Insight Music might serve all of us in this time:

“In a world of confusion
One voice can never be heard
But when that voice is joined
By others who sing the same song
No one can deny the music that is made”

Peace and love to all of you,

Thanks to Insight Music.

The wisdom in this prayer is still worth praying for.

(Continued on page 4)

Closing Some of the “Loop Holes”

by Mike Morehouse – Quality Control Technologies

After last week’s Attack On America, I have given much thought to the controlling the “Loop Holes” in this country.

Highjacking Aircraft - First, control of Pilot Training facilities. Any city or town has one or more airports housing one or more flying schools. At these flying schools one or more persons may have the following training:

- Ground School six months to one year
- Flight Training six months minimum – Visual Flight Rules (VOR) only
- VFR or Instrument Rating/Training -six months to one year.

To graduate from VOR (Line Of Sight) to VFR, a prospective pilot must show a minimum number of hours in his log book and good comprehension of Training Manuals.

The FAA needs to tighten up their controls over these schools and whom they teach. The FAA needs to document the Instructors and the students. Training should only be provided to U.S. Citizens, not foreign nationals.

Pay Attention - Each of us must be more aware and alert of our surroundings. If you think that certain activities are not normal for the time and place, let the authorities know.

Third, when requests are made by airport officials regarding your safety, don’t willfully disregard those rules. They are for your safety!

As U.S. Citizens, all of us must work together to prevent the activities of September 11.

Perceptions - We must quit quibbling about trivial subjects. To the foreign observer, these disagreements can be perceived as “real problems”. But in a democratic society the expression of opinions is common.

Everyone left behind must resume living and continue our endeavors. We get behind our government leaders and support their decisions.

I hope we all can learn from the past and proceed.

Mike Morehouse – QCTEK@aol.com

Visit Our Web Sites . . .

<http://www.laacn.org>

<http://www.occn.org>

View Map/Directions to Meetings . . .

<http://www.occn.org/meetings.htm>

VALUABLE RESOURCES

MICROSOFT SHAREPOINT

The following are some interesting sites and documents on the Microsoft SharePoint Portal Server. SharePoint appears to be pertinent to the operation of distributed companies. Look for "Team Services" which is aimed at more ad hoc and smaller collaboration groups.

<http://www.microsoft.com/sharepoint/>

SharePoint Portal Server

<http://www.microsoft.com/sharepoint/index.asp>

SharePoint Portal Server : Site Index

<http://www.microsoft.com/sharepoint/evaluation/features/default.asp>

SharePoint Portal Server : Features

<http://www.microsoft.com/Sharepoint/techinfo/development/XPportal.asp>

SharePoint Portal Server : Building a Corporate Portal Using Office XP and SharePoint Portal Server 2001.

<http://msdn.microsoft.com/library/default.asp?URL=/library/techart/Tahoe.htm>

MSDN : SharePoint Portal Server 2001 as a Collaborative Solution Platform

<http://microsoft.com/sharepoint/techinfo/planning/introducing.asp>

SharePoint Portal Server: Introducing SharePoint Portal Server 2001

<http://www.microsoft.com/sharepoint/evaluation/tour/tt1.htm>

SharePoint Portal Server : Overview Tour

<http://www.microsoft.com/sharepoint/evaluation/tour/tt2.htm>

SharePoint Portal Server : Using SPS 2001 Tour

<http://www.microsoft.com/sharepoint/evaluation/overview/technologies.asp>

SharePoint : Technologies

<http://www.microsoft.com/frontpage/sharepoint/default.htm>

SharePoint : Team Services

<http://www.microsoft.com/frontpage/sharepoint/faq.htm>

SharePoint : Team Services : FAQ

Art Larson

artlarsen@hotmail.com

MICROSOFT NETMEETING

The MS NetMeeting software provides capability for computer aided remote conferencing, another useful capability for the operation of distributed offices. Here are some interesting NetMeeting links:

<http://www.netmeet.net/>

<http://www.microsoft.com/windows/NetMeeting/default.ASP>

<http://www.microsoft.com/windows/NetMeeting/Corp/reskit/About/default.asp>

A quick review of these sites indicates that NetMeeting may still be alive and well even though it is evidently now supported by a third-party site called DevX:Netmeeting Zone.

Pete Schultz

p.r.schultz@prodigy.net

CALENDAR OF EVENTS & PROGRAM DESCRIPTIONS

ORANGE COUNTY AND LOS ANGELES AREA CONSULTANTS' NETWORK MONTHLY MEETING – **October 13, 2001**

Subject: “A FUTURE BUSINESS MODEL – Features for Improving the Operation of Your Business”

Speaker: Mr. Barry Allen, C.E.O, International FieldWorks, Inc.

When: **Saturday, October 13, 2001**

9:30 am – Networking and Introductions

10:00 am – Announcements

10:30 am – Featured Presentation – “FUTURE BUSINESS MODEL”

12:00 am – Lunch and Networking at Off-Campus Sports Pub

1:30 pm – OCCN Board Meeting

Where: Cal State Fullerton – Engineering Building, Room 321
(see www.occn.org for campus map and directions)
Free Parking in Lot E or F.

Cost: Free – Public Invited.

Contact: Ron Oglevie, Chair, Business Development Working Group,
714-526-6642, ronoglevie@aol.com

Program Description:

The emergence of the “Distributed Business (DB)” format has been facilitated by the rapid evolution of technologies, particularly computer and networking technologies. Home offices and telecommuting are now more practical than ever before. Many of the principles behind these DBs are advantageous for small emerging businesses and consulting practices. The purpose of Mr. Allen’s presentation is to illuminate some of the major features and advantages of his “Future Business Model” for our audience. He will utilize examples taken from his company, International FieldWorks Inc, and other businesses. Topics to be covered will include:

- Key features of DBs
- The case for home offices and telecommuting – when it will and won’t work for you
- Remote conferencing and MS NetMeeting
- Project team sharing tools
- Typical home office equipment and functions
- Productivity measures versus timecard bases
- Questions to assess resistance to DB operations
- Security and disaster resistance of DBs
- Secretary Mineta’s Telecommuting Model

Mr. Allen’s talk will serve as an introduction to a number of topics (such as Remote Conferencing) that the OCCN/LAACN is planning for future meetings.

Mr. Allen is the C.E.O. of International FieldWorks, Inc, a management consultancy. His specialties are business management, law and technology. Allen’s background includes the startup, turnaround, and management of businesses in Michigan and California. As the youngest private investigator in Michigan, he built his Physical and Electronic Security Company from a startup to an enterprise with over 1000 employees, and was the first to computerize and to sell to his competitors. In Michigan, he was chairman of a Governors Task Force for Small Business, and in California, he was a member of the Advisory Board of Los Angeles County Office of Small Business. He has been a frequent speaker at OCCN meetings on subjects such as “Evaluating the Feasibility of New Business Concepts”, “Planning For Success”, and “Selecting Business Organizational Forms for New High Tech Businesses”. Allen attended Wayne State University in Detroit and the Detroit College of Law.

(Continued on page 7)

AVIATION WEEK'S AEROSPACE EXPO 2001 – October 16-18, 2001

– See <http://www.aviationnow.com/conferences>

SPACE FRONTIER CONFERENCE 10 – October 18-21, 2001

– See <http://www.space-frontier.org/Events/SFC10>

PLANNED GPS CIVIL SIGNALS AND THEIR BENEFIT TO THE CIVIL COMMUNITY - October 18, 2001

by A. J. Van Dierendonck, AJ Systems

In March 1998, two major enhancements to the Global Positioning System directed at civilian users worldwide were announced. These were a second civil code on L2 and a third civil signal (later designated at L5 in 1999) for safety of life services. Since that time, the details of modernization have been largely worked out. The complete modernized GPS signal structure includes the addition of the military's earth coverage and spot beam M-Codes on L1 and L2, the addition of the civil C/A code (and/or the L2CS code) on L2, and the introduction of the entirely new civil frequency and code at L5. In addition, the characteristics of the existing GPS signals will remain the same, at least as they affect the civil community. For example, all existing geodetic receivers will perform without disruption, as nothing will change on the current L2 P/Y Code and L1 C/A and P/Y Codes.

The new civil signals will greatly benefit the diverse civil community. The new receivers using the new signals will perform significantly better. After summarizing the characteristics of the new signals, this presentation will detail the benefits of these new signals to a representative set of civil applications. It will also detail some of the current problems for civil GPS receivers in adverse environments, and it will describe how the new signals alleviate those problems. The Southern California Institute of Navigation Section is pleased to announce this meeting on Thursday, October 18 from 12 noon to 1:00 p.m.. The meeting is being hosted by the Aerospace Corporation and will be held in the Aerospace Building D8, room 1010, 200 N. Aviation Blvd., El Segundo. Due to time restrictions we are unable to provide our normal luncheon fare and recommend that you eat prior to the meeting, or you are welcome to "brown bag it" as well.

Seating and parking is limited and visitors will be required to provide the visit request information (see below) in advance, for badging purposes. Our guest speaker will be the ION Western Region Vice President, Dr. A. J. Van Dierendonck, of AJ Systems. Dr. Van Dierendonck will be speaking on the new GPS civil signals as detailed below. He is well known in the GPS community and a member of the GPS JPO Hall of Fame; his citation reads: "In recognition of sustained and significant contributions, enlightened and extraordinary vision, which brought space based radio navigation to the defense of the nation and a new utility to the world."

Visitors will also be asked to provide a photo I.D. when they arrive in order to receive a visitor's badge. Visit Request Information - (please reply to clyde.e.edgar@aero.org or telephone 310-336-8213 or fax 310-336-7500).

Name _____

US Citizen (Y/N) _____

Additional information for non-US citizens will be required. Please Contact Clyde Edgar directly. Seating is limited to first come, first serve and no further guests or visitor requests can be accepted after October 15th.

COMSIG DINNER MEETING ANNOUNCEMENT – October 24, 2001

Subject: Emerging IEEE 802 Network Standards and Technologies
Speaker: Khaled Amer, Founder of AmerNet, Inc.
When: October 24, Social hour: 6:00 PM, Dinner 6:30 PM, Speaker 7:00 PM
Where: Wyndham Gardens Hotel, 3350 Avenue of the Arts, Costa Mesa, CA 714-751-5100
Cost: Reservations needed for dinner.
 Dinner - IEEE members \$18.00, Students with IDs \$5.00, Others \$23.00
 No charge for technical portion of the meeting only.

(Continued on page 8)

RSVP: Scot Swanson - Scott.D.Swanson@ieee.org or 714-771-9020

Information: Visit our website at www.comsoc.org/comsig

Program Description:

New cutting-edge technologies are changing the landscape of communication and networking. The IEEE 802 standards body has been working on developing many standards in the LAN/MAN network area. Incredible advances in wireless technologies and networking speeds are in the works. Having some insight into these technologies (such as Bluetooth, Gigabit Ethernet, wireless LANs and metropolitan rings) can affect the way you market your business, distribute your products, and influence your customers. Learn about these new and future networking technologies that will affect your life - as well as your business.

Khaled Amer is the founder of AmerNet Inc, which specializes in architecture analysis and performance modeling. He's also the chairman of the IEEE 802.17 Performance Committee. He has been an active participant in various IEEE 802 standards for the last ten years and has extensive experience in LAN/WAN architectures with focus on performance analysis. He worked for IBM and Rockwell Semiconductor systems (now Conexant) before starting AmerNet. Khaled received his BS in Electrical Engineering from Cairo University with honors and his MS degree in EE from Caltech with honors. He has several publications on various topics related to performance modeling and discrete event simulations. Due to his extensive expertise in the area of networking and communication architectures and performance analysis, Amer is often called upon to consult for companies in the Silicon Valley and elsewhere to help optimize the architecture of their network products.

PERSPECTIVES IN RELIABILITY ANALYSIS – November 14, 2001

Speaker: Bob Gauger

Sponsor: IEEE Los Angeles Chapters of Reliability, Computer and Components,
Packaging, Manufacturing Technologies, along with Coastal Los Angeles Section

When: Wednesday, November 14, 2001, 6:30 - pizza, 7:00 - presentation

Where: TBD

Program Description:

Reliability programs were developed in the '50s when failures of increasingly complex military electronic systems became a problem. These same techniques were then adapted for electrical power generation and distribution. This concern for reliability, availability, and maintainability (or RAM) has grown and has been applied to avionic systems, process systems, water plants, and any place that failures represented a high risk or a major expense.

Today, we are using an improved set of tools to deliver the reliability and availability needed for our e-commerce. High availability is probably the most important metric for data centers and online firms. Their availability, measured in terms of four 9s, five 9s, and six 9s, is widely touted, but hard to demonstrate.

Bob Gauger will share with you the experience and techniques that he has used in 40 years of system reliability, availability, and maintainability analysis, modeling, prediction, testing, and corrective action. These systems have ranged from telecom, data centers, and diesel generators to complete installations with cooling towers, HVAC, steam generation, and multiple power sources.

AIPOC GOES DARK FOR REMAINDER OF 2001

The Association of Internet Professionals of Orange County will no longer be holding meetings at the Novell Technology Theater. The theater will be undergoing construction over the next few months and turned into additional offices.

Due to the events of 11 September, the regularly scheduled September meeting was cancelled. Our hearts and prayers go out to those who lost family members and friends in last week's attacks. We would especially like to thank those brave people who risked and lost their lives in an attempt to save others.

As a result of the loss of our meeting place, no more public meetings will be held for the remainder of 2001. Over the next three months, the Board of Directors will be meeting to develop plans for the 2002 events to be held at a new location.

(Continued on page 9)

EMERGING NETWORK TECHNOLOGIES WORKSHOP (Rescheduled to March 2002)

This one-day, two-track workshop, originally scheduled for early this month, has been rescheduled to March 2002, and will be held at California State University at Fullerton. Seven information packed sessions will be conducted by world leaders in Network technology such as Robert Grow, Dr. Mazen Saghir, Chris Holland, Khaled Amer, Michael Pietrobono, Naresh Soni and keynote speaker Dr. Colin Mick.

Topics will include Configurable DSP Technology, Network Processors, LAN/WAN Convergence with 10 Gigabit Ethernet, Resilient Packet Rings for Metropolitan Area Networks, Next Generation Broadband-to-Home Gateway Processors plus a broad overview of several other emerging network technologies.

Please visit our website at <http://www.comsoc.org/comsig/meetings.htm#1006> for additional details, registration and CEU information. The Workshop is being organized by COMSIG, the Orange County Joint Chapter of the IEEE Communications Society & IEEE Signal



The Los Angeles Area and Orange County

INDEPENDENT

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Newsletter of the LA Area and Orange County Consultants' Networks

September 2001

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Feature Articles . . . Click on article to view

- **Chairman's Notes**
- **Calendar of Events & Program Descriptions**
 - ◆ OCCN/LAACN Meeting - September
 - ◆ COMTECH 2001 Exposition - September
 - ◆ Internet 2001 Trade Show - September
 - ◆ COMSIG Fall Workshop - October
- **AICN Registration**

CHAIRMAN'S NOTES

This September 2001 issue of the LAACN & OCCN Newsletter was originally published a few days ago in a simplified e-mail format due to a combination of circumstances. This PDF edition is functionally identical to the original, but serves to indicate the return to service of our missing publication layout and editing team, Jean Taggart and Ron Oglevie (Ron Taggart and Oglevie are both recovering from cardiac surgery). They are making good progress at home and expect to return to normal involvement in OCCN activities in the future. We wish them a speedy recovery.

Our September 8 monthly meeting at CSF features online marketing techniques with a presentation by the CEO of CmoreClicks.com. The topic is pertinent to the majority of our members as we continue to evolve the online member marketing services of our Networks.

The AICN has substantially improved their website content and registration process. This required the OCCN to rethink how they would interact with the AICN in terms of member registration and payment of AICN fees. During the last month we have been able to clarify this process and the details are presented below in a summary prepared by Kip Haggerty. They differ substantially for the LAACN and OCCN. A list of frequently asked questions associated with the AICN online registration process, also compiled by Kip, is given there.

We hope that everyone who desires to register for the AICN database has done so. For those who haven't yet registered for, or updated your AICN database, we strongly encourage you to do so.

Pete Schultz

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CALENDAR OF EVENTS & PROGRAM DESCRIPTIONS

OCCN/LAACN JOINT MEETING

SUBJECT: “Information Technology Utilization for Online Marketing Results”

WHEN: **Saturday, September 8, 2001**

9:30am - Networking and Introductions

10:00am - Announcements

10:15am - Presentation: “On-Line Marketing Fundamentals Using Information Technology”,
by **Jeffrey F. Reynolds**, CEO of **CMoreClicks.com**

12:00pm - Concluding Remarks

12:15pm - Luncheon and Networking at Off-Campus Sports Pub

1:30pm - OCCN Board Meeting

WHERE: Cal State Fullerton - Engineering Building, Room 321 (see www.occn.org for campus map and directions). Free Parking in Lot E or Lot F.

COST: Free - Public Invited.

CONTACT: Pete Schultz, 310-378-6905, p.r.schultz@ieee.org.

PROGRAM

DESCRIPTION: The talk by Mr. Jeff Reynolds will cover aspects of online marketing, including hints and tips for search engine optimization fundamentals, use of directories such as Yahoo, Open Directory and LookSmart, application of Email, cost-per-click campaigns, and viral approaches to marketing.

SPEAKER: Mr. Jeffrey F. Reynolds, CEO of CMoreClicks.com. Mr. Reynolds possesses substantial experience and a profound understanding of on-line and off-line marketing strategies having served in capacities from the marketing arena, such as Regional Sales Directory for Southwestern Bell Corporation, President of PCTR Advertising, and founding partner of Website Results to Vice President and Director of Marketing for Go-Online Networks. Mr. Reynolds' former company Website Results, a search engine optimization company, sold to Twenty-Four Seven Media August 2000 for ninety-seven million dollars. Mr. Reynolds' current company CMoreClicks.com manages clients that include Web MD, Business.com and many other companies of all sizes. CMoreClicks.com empowers website owners with targeted marketing solutions that get more sales and leads from search engine optimization, directory positioning, e-mail campaigns, SmartAd (pop-ups), affiliate performance and pay-per-click management.

ADDITIONAL EVENTS:

COMTECH 2001: TECHNOLOGY CONFERENCE & EXPOSITION

Technologists and entrepreneurs can't afford to miss this very heady local conference. We aren't able to do it justice in a reasonable space so please see website for further information.

Subject: Fifth Annual Technology Conference and Exposition –
The premier communications, information technology, and business conference in Orange County.

(Continued on page 3)

Sponsor: Irvine Chamber of Commerce and others
When: **September 5-6, 2001**
Where: Irvine Marriot Hotel, Irvine CA
Information: ComTech 2001 web site at <http://www.ComTechConference.com>
Program: This technology conference covers communications, information systems, business, and more, with many topics of interest to people in high-tech businesses. Technology entrepreneurs can't afford to miss this one. We can't do it justice in our limited space here so see the ComTech 2001 website (URL above) for more information. Exposition portion is free and pick which of the four tracks that you would like to attend.

“CTIA WIRELESS I.T. and INTERNET 2001 TRADE SHOW” – Free Admission And Exhibit

The CTIA contacted me and offered our local Consultants' Networks, including San Diego, free admission and complimentary exhibit space at the CTIA WIRELESS I.T. AND INTERNET 2001 TRADE SHOW. It looks like a win/win deal. It is being held at the San Diego Convention Center on **September 12-13**. It is now too late for advance registration, but I have a number of forms that will permit you to register at the door for free.

Check www.wirelessit.com for the program, calendar and times. Both the program and the exhibitors list are impressive. I plan to be there both days. It should be a great opportunity to learn from the sessions and to network with some leaders in the field. Regular admission is in the \$400 range and booth space is \$3000-\$6000. There is no charge for the IEEE Consultants' Networks and their members.

So, mark your calendar, and please contact me for admission forms and information - r.gauger@ieee.org.

Volunteer to help set up and/or staff our consultant's booth - r.doyle@ieee.org.

Give me what you want to display at the booth - r.gauger@ieee.org.

Bob Gauger – LAACN Chairman, r.gauger@ieee.org

“EMERGING NETWORK TECHNOLOGIES WORKSHOP”

The Orange County Joint Chapter of the Communications Society and Signal Processing Society (COMSIG) is presenting a one day two-track workshop on Saturday, **October 6, 2001**, at California State University Fullerton. Seven information packed sessions will be presented by world leaders in the network technology field including Robert Grow, Dr. Mazen Saghir, Chris Holland, Khaled Amer, and Naresh Soni. Dr. Colin Mick and Michael Pietrobono will be the keynote speakers.

Topics will include Configurable DSP Technology, Network Processors, LAN/WAN Convergence with 10 Gigabit Ethernet, Resilient Packet Rings for Metropolitan Area Networks, Next Generation Broadband-to-Home Gateway Processors plus a broad overview of several other emerging technologies.

Please visit the COMSIG website at <http://www.comsoc.org/comsig/> for additional details concerning registration, contacts and CEU information.

AICN REGISTRATION

For those LAACN and OCCN members who have not yet registered in the Alliance of IEEE Consultants' Networks database, we strongly encourage you to do so. Among the newly available opportunities available in the process is an increase in the number of words available for describing capabilities and background to 200. This provides a more robust marketing capability for consultants. Kip Haggerty has developed a summary of the different registration processes for the LAACN and OCCN members that supplies all the "how to" directions. Part of it is reproduced below with minor changes for the convenience of the readers. A list of frequently asked questions associated with this process compiled by Kip is also included.

OCCN: How to Join/Renew in 7 easy steps:

1. Send a \$95 check to the Treasurer (if not up to date on dues). If up to date on dues, skip this step.
 2. If joining, submit an application - see <http://www.occn.org/join.htm>
 3. Go to the IEEE-USA Directory <http://www.ieeeusa.org/consultants/>
 4. Register if joining
 5. Enter or Update Listing
 6. Select "OCCN" as your Local Network
 7. Select "Pay By Check" – The OCCN will pay your AICN registration fee in bulk.
- For help contact the local Administrator - Pete Schultz , p.r.schultz@ieee.org, 310-378-6905.

LAACN: How to Join/Renew in 5 Easy Steps:

See also <http://www.laacn.org/info/joining.html>

1. Go to the IEEE-USA Directory <http://www.ieeeusa.org/consultants/>
 2. Register if joining
 3. Enter or Update Listing
 4. Select "LAACN" as your Local Network
 5. Pay IEEE-USA (\$75 for IEEE Members at any grade and \$99 for nonmembers)
- For help contact local Administrator: Kip Haggerty <<mailto:k.haggerty@ieee.org>> 310-607-9609

To Join Both LAACN and OCCN - follow the instruction for OCCN and then select both OCCN and LAACN as the local directory.

FREQUENTLY ASKED QUESTIONS:

1. If I renew and am in OCCN, do I need to pay IEEE-USA?
A: No. Select "Pay By Check" as your payment option. OCCN will pay the directory fee for all OCCN members in good standing (i.e. dues up to date).
2. If I renew and am in LAACN, do I need to pay IEEE-USA?
A: Yes. Paying the directory fee to IEEE-USA and selecting LAACN as your local network is all that is required to renew your membership in LAACN (or join). It is recommended that you pay by credit card because it is easier and is secure because it is encrypted and not stored on a server.
3. What if I am a member of both OCCN and LAACN?
A: You should verify that your dues are up to date with OCCN and pay OCCN if they are not. OCCN will use its dues receipts to pay for its full members to be placed in the IEEE-USA National Directory. When updating your listing, please verify that both networks are selected. You will have to scroll through the list. If either is not selected, then correct your listing before submitting.

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4. How do I select more than one local network?
A: Select the first by clicking on it. Select additional networks by holding down the Command (Mac) or Control (Win) Key and clicking on the next selection.
5. If I renew with LAACN and pay IEEE-USA, what do I have to pay LAACN?
A: Nothing. If you select a local network, part of the fee is rebated to that local network (or networks). There is no additional cost for selecting LAACN and no directory fee discount for not selecting a local network. LAACN operates with the Directory rebate and an Affinity Group rebate from the Los Angeles Council and currently charges no additional fees for membership.
6. If I renew with OCCN or my OCCN dues are up to date, how much do I pay IEEE-USA?
A: Nothing. OCCN will be using the dues it collects to pay for each of its full members (not associate members) to be in the IEEE-USA Directory.
7. Why are the two networks using different payment approaches?
A: Legacy. LAACN aligned its dues with the IEEE-USA directory year several years ago. As a result, it is easiest for LAACN to simply not collect dues directly and focus on promoting the directory itself. OCCN never adopted "calendar year" dues and has memberships due for renewal throughout the year. However, OCCN has committed to placing all its full members in the IEEE-USA directory as well as serving its associate members who are not listed in the directory. For these reasons, it is easiest for OCCN to continue to collect dues locally and pay for the directory listings in bulk.
8. I can't log in to renew/update my listing. What is wrong?
A: User names and passwords are case sensitive. The default user name is your email address as listed in the 2000 directory (printed copy and web directory). If you have upper case letters in your email address like the first person in the 2000 Directory (Andrew@InventorOne.com) and you enter your user name in all lower case, you will be rejected. The solution is to enter the default user name exactly as shown in your 2000 listing.
9. Netscape on Windows explodes and crashes when submitting form data. What is wrong?
A: It is believed that versions around 4.73 have stability problems. Please upgrade to 4.76 or later.
10. How much is the IEEE-USA National Directory renewal/join fee?
A: IEEE-USA Directory annual registration fee is \$75 for IEEE Members of any grade and \$99 for nonmembers (2001 prices).
11. I heard that that Local Consultants' Network Incentive Plan has changed. What is new?
A: In the past a network would be eligible for a \$15 discount off the regular member subscription if every member of its Network joined the database. This entailed having to process registrations locally, do detailed bookkeeping, and, usually, to pay for each member's registration in the national database. This year, the process becomes much simplified. In addition, the discount will increase, and it will no longer be necessary for the network to register every one of its members, have its registrations in by a tight deadline, or have to process its members' registrations. Here is how the new system will work:
 - Network members register individually on the system.
 - Networks will select a local administrator.
 - The local administrator will be able to monitor and download local network data.
 - Networks apply for a rebate from IEEE-USA based upon their membership.
 - For 20-49 members registered, \$20/registered member goes to the network.
 - For 50 or more, \$25/registered member goes to the network.

(Continued on page 6)

This process should provide an excellent incentive for local Networks to recruit new members, increase participation in the national database, and bolster the financial health of their Networks.

12. I just want to join the local network, why do I need to list in the IEEE-USA National Directory?

A: To simplify network operations and make the volunteer offices easier, LAACN and OCCN have opted to use the national directory mechanism as their local directory. This change has made it very easy to display both networks members in a local search from either networks site and provides an automatic method of maintaining a member list and local directory. It also provides an easy way to get immediate listing updates for individual members that are under the individual members control. Of course, being listed in the National Directory substantially extends your exposure.

14. I have heard that people have had difficulty with the process. What do I do?

A: There were some problems that cropped up as a result of fixing other problems. That seems to have all settled out and the renewal process should be smooth now. The magic incantation is the following:

- Go to <http://www.ieeeusa.org/consultants/>
- Select the "Join the Database" link halfway down the page
- Enter your user name and password using the correct case
- Select "Renew Listing with Changes" or without changes to update later
- Update the form with any new or changed information and submit it
- Verify the returned information and change as needed, then submit it
- Select whether or not you want a banner ad and continue
- Fill out short survey
- Choose Payment Method (Credit card for LAACN - Check for OCCN)
- Complete transaction

15. Are there any new fields or changes this year?

A: Yes. The new fields are:

- Metro Area - Most will select Los Angeles, Riverside or Orange County.
- Keep Email Private - Recommend leaving as no. It removes your email address from your listing making email contact by prospects impossible.
- Slogan - 10 words or 120 characters.
- Software Tool Expertise Description - 200 words or 2000 characters.

The modified fields are:

- Key phrases - Increased from 3 words to 5 words or 60 characters.
- Consulting Expertise Description - Increased from 50 words to 200 words or 2000 characters.

16. Is there a secret to getting a high relevance ranking?

A: Not really a secret. You need to describe your key capabilities in words prospective clients would use to search. Try to get the key words into the Slogan, Key Phrases, categories, consulting and software tool descriptions, etc.

17. Updating the Technical Categories is a bit hard because it is hard to mull over the categories before encountering the large pop up menus of choices.

A: Do your homework first! Advanced selection of categories is advised as is advanced writing of the slogan, key phrases, and consulting/software tool expertise descriptions. Those can all be pasted into the appropriate form fields during update.

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Feature Articles . . . Click on article to view

- **Chairman's Notes**
 - ◆ AICN Update
 - ◆ AeroWebSpace.com Alliance
 - ◆ COMSIG Workshop
- **Venture Capital**
- **AeroWebSpace.com - How It Can Assist**
- **Calendar of Events & Program Descriptions**
 - ◆ OCCN/LAACN Meeting - August
 - ◆ COMTECH 2001 Exposition - September
 - ◆ Technical Communications - September
 - ◆ COMSIG Fall Workshop - October

CHAIRMAN'S NOTES

Several noteworthy developments occurred in July. They are going to produce some improvements and opportunities for members of both the OCCN and LAACN in the next few months.

AICN Web Site

The revised Alliance of Independent Consultant Networks (AICN) database is now operational on the IEEE web site. The URL is <http://www.ieeeusa.org/consultants>. A slightly revised registration process has been initiated. An incentive in the form of rebates to the participating Consultants' Networks is offered. The OCCN needs to revise its registration and renewal procedures to take advantage of these opportunities. The primary advantages provided by the revisions in the AICN database are simplified procedures for sign-up, and for direct modification of the member data by the member himself. The new financial incentives for the CNs provide an opportunity to revise OCCN membership fees downward and/or undertake new OCCN activities for the benefit of members. More information will be provided at our next General Meeting on August 11. The OCCN Board meeting will address the impact of AICN fees and incentives on our member dues structure.

AeroWebSpace.com Alliance

In our June meeting with the AeroWebSpace.com Partners, some potential opportunities for collaboration among the AWS, OCCN, and LAACN members and organizations were outlined. In addition to the existing features of this AWS business registry website, a new feature under development is the formation of business development projects called Enterprise Development Groups (or EDGs). Among the potential EDGs mentioned to date are: Communications, Ballistic Missile Defense, Space Launch

(Continued on page 2)

Vehicles, and Unmanned Aerial Vehicle Systems. Other suggestions are welcome. We hope to motivate the organization of some EDGs at the next meeting.

In addition to the Enterprise Development Groups for development of business projects by individual OCCN members, we are also considering forming new Special Interest Groups (SIGs) within the CN's. Their purpose would be to exchange information about specific areas among the members. These SIGs would provide a network for exchanging information, thereby enabling our Consultants to upgrade their capabilities in new areas of interest. Much of the SIG activity could be handled by e-mail and OCCN web page communication. Video teleconferencing, home office computer systems, office software applications operating tips, intelligent transportation systems, GPS, and engineering analysis software operating tips have been mentioned as initial possibilities.

Both the EDGs and SIGs will depend on member interest and participation for success. We encourage both members and non-members to join us at our next meeting to help start these activities and influence their direction.

COMSIG Communications Technologies Workshop

The Communication Society and Signal Processing Society Joint Chapter - Orange County Section (COMSIG) is organizing a fall workshop currently scheduled for Saturday October 6. This workshop will cover recent developments in network communications technologies. Among the topics to be addressed are: configurable DSP technology, network processors, next generation broadband-to-home gateway processors, other network processors and LAN/WAN convergence with the 10 Gigabit ethernet. There will be multiple tracks in this workshop. The program is in the final planning stages. Here is a chance for interested OCCN and LAACN members to spend a day enhancing their knowledge in new cutting edge communications technologies. Further detail is given in the Calendar Section of this newsletter and at the COMSIG web site at <http://www.comsoc.org/comsig/>.

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VENTURE CAPITAL: A POSSIBLE SOURCE OF SMALL BUSINESS FUNDING?

Nearly every current or prospective small business owner will eventually feel a need for additional business funding. Whether seeking to expand an already-existing enterprise or trying to get a start-up off the ground, small business owners have traditionally relied on a combination of bank loans and credit extended by their suppliers for these additional funds. But, have these entrepreneurs overlooked a third viable alternative—venture capital firms—to provide the funds they need? Before examining this question in greater detail, let's take a brief look at how venture capital firms, as opposed to banks, evaluate the small businesses seeking their help.

Funding Criteria

Because banks are creditors, their main concern lies in seeing that the loans they issue are repaid on time and in full. As a result, they usually focus on the recent financial past and immediate financial future of the small business involved and then decide whether its product strength, market share and/or cash flow will be sufficient to repay the requested loan.

Venture capitalists, on the other hand, tend to look much further into a company's future. Their main concerns when so looking include the likelihood of a rapid increase in sales and the anticipated ability to generate a substantial level of profit. Because venture capital firms become part owners in the companies they help fund—by exchanging financial assistance for shares of stock—they tend to be more cautious in their acceptance process than are banks or savings and loans. And, because venture capital firms also invest with an eye toward long-term capital gains (as opposed to interest income) their funding criteria and required rates of return are also generally higher than those demanded by banks.

(Continued on page 3)

Prepare Beforehand

It's hardly surprising to hear that most proposals received by venture capital firms are rejected—often due to incomplete or poor preparation beforehand. As a seeker of venture capital, you should keep in mind that any prospective funder will look thoroughly into your products and services, just as it will investigate your relationships with past and current customers and suppliers. Your operating costs will be examined and an independent auditor will be hired to confirm the overall financial health of your business. Because you are the current owner and possible future “partner” of the venture capital firm, your personal and business backgrounds will also be checked.

If you're a small business owner interested in securing the assistance of a venture capitalist, your first step should be the thorough preparation of a detailed business plan or formal proposal. Key elements in such a plan will include, but not be limited to, the following:

- Purpose of the proposal and dollar amount required
- Product description and company history (if any)
- Current and future marketing plans
- Realistic appraisal of potential difficulties
- Discussion of what makes your business unique.

The Quid Pro Quo

Because venture capital firms exchange their capital for an equity interest in the companies that accept their assistance, utilizing venture capital financing can be an expensive proposition for the small business owner. Although the specific terms and percentages of every agreement are sure to differ, a small business with an established operating history or a significant market share will generally be asked to surrender a smaller equity interest than a new or less dominant company.

However, this does not mean that venture capital firms seek to control the businesses in which they invest. Although many venture capitalists will demand representation on a company's governing body, such as the board of directors, they have neither the time nor the resources to exercise day-to-day control over the operations of the many enterprises receiving their help. Moreover, because they are experienced business people, venture capitalists are likely to recognize that small business owners must retain—at least initially—sufficient incentive if these enterprises are to grow.

Among a venture capital firm's more likely requirements is that it be given a voice in formulating any strategic plans that affect the products, marketing efforts or overall financial resources of the company. Some have also been known to require that a merger or sale of a certain percentage of the company's stock take place within a specified period of time. Before agreeing to this sort of venture capital funding agreement, small business owners should be sure they can be comfortable with such an eventual loss of control or seeing their companies go public.

Conclusion

Ideally, a venture capital funding agreement strikes a mutually workable and profitable balance between two parties. Applicants, including small business owners, hope that the additional funding will create or increase profits quickly enough to offset any loss of equity. For their part, venture capital firms ask for a rate of investment return sufficient to compensate them for taking on an additional risk.

It's clear that the small business owner who attempts to secure venture capital funding faces significant, but not insurmountable, difficulties. As such an owner, keep in mind that your chances of eventual success are likely to improve whenever you can bring a comprehensive business plan to the negotiating table. And, the more detailed your prospective budgets, pro forma statements and investment analyses are, the better.

If you would like to learn more, please e-mail the Editor or the Author listed below.

This article does not constitute tax or legal advice. Consult your tax or legal advisor before making any tax or legally-related investment decisions. This article is published for general informational purposes only and is not an offer or solicitation to sell or buy any securities or commodities. Any particular investment should be analyzed based on its terms and risks as they relate to your circumstances and objectives.

CONTRIBUTED BY: Armin Azod, Financial Adviser, Morgan Stanley, 335 N. Maple Ave, Beverly Hills, CA 90210, 310-285-4944, Armin.Azod@morganstanley.com

AEROWEBSPACE.COM – How It Can Assist Small Business Growth

At our June meeting, we were introduced to the AWS website concept (www.aerowebSPACE.com) and it's benefits to consultants and emerging small businesses. AWS was conceived by a group of Aerospace oriented small businesses who had obtained value from the networking provided by the AIAA CALSAT organization. They visualized that a web-based "Business-to-Business" network, containing a directory or registry listing of many small and large businesses, with both similar and complementary missions, would facilitate the ability of these businesses to:

- Market their capabilities to obtain more contracts and work, and,
- Find needed skills and capabilities to fill gaps in their own businesses.

Accordingly, the earliest AWS website featured a directory of small businesses that facilitated finding various high-tech skills and capabilities. Subsequent upgrades added additional functions such as the "Featured Company" column which gave AWS members home page exposure and the capability to advertise and market their firms through publication of their latest accomplishments and news. Other website resources include an Event Calendar, SBIR news, and a host of hotlinks to other valuable websites. Although AWS has an interest in high-tech Aerospace oriented fields, other businesses that can benefit from AWS membership are welcome.

Membership in the Directory presents an affordable means to market your company. For an initial annual fee of only \$50 you can sign up on-line and post data about you and your company in the registry. Potential clients can search the registry database and contact you directly for your services or products. Additionally, members may submit news items on product development, contracts won, project descriptions, white papers, presentation briefings, etc., for free. These news items appear on the AWS Home Page in summary form with a full description on separate pages.

In the last few months AWS has been developing another new feature called "*Enterprise Development Groups*". The purpose of these EDGs is to bring together small businesses with similar business area interests to facilitate:

- Formation of strategic alliances – capture bigger contracts than any single company could do on it's own
- Joint marketing – sharing of strategic intelligence, pooling of marketing resources, and exposure to the strategic alliance formed within the EDG
- Networking among EDG members with common interests

Member companies need not divulge their trade secrets, but can organize or collaborate with an EDG to the extent needed to achieve their business goals. The functioning of the EDGs is completely open and may be tailored to the specific business goals, project and management styles of it's members. Each Group will focus on a single business area of current interest. The primary purpose is to market to clients who should be interested in the Group's offerings. The capabilities of the participants under selected current interest areas will be contained on a separate web page on the AeroWebSpace site. The message and market areas will change as often as necessary. Prospective clients are reached through the website, targeted E-Mailings, personal contact, and any other marketing approach deemed appropriate to the particular EDG.

The first EDG being organized will focus on "Communications". Broadband Connectivity, Wireless Optical and RF Last Mile Solutions, and Gigabit Ethernet are likely subtopics under Communications. As the marketing message and subtopics are in the process of being defined, you can influence the selection and content if you subscribe to this service now. The participating individuals will ultimately determine the direction of the Group by contributing to the content, by identifying targets of opportunity, and by making themselves accessible to form ad hoc teams. Teaming will enable individuals to participate in a contracting opportunity that they could not otherwise bid due to size. There is no additional fee for EDG participation beyond the initial \$50 annual registration.

The AWS EDG feature is the subject of the Dr. Wonica's presentation during our August meeting. This will be the second AWS presentation to our membership for the purpose of developing collaboration between OCCN/LAACN and AWS. It is clear that the commercial AWS company can do things for our CN members that are not possible within an organization with non-profit technical society sponsorship, such as the IEEE, AIAA, or ASME.

CONTRIBUTOR: Dr. Dennis Wonica
 LIGHTEC* and AWS Co-founder
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* LIGHTEC is a small business operating in Los Angeles specializing in free-space laser communication (Lasercomm) product development. They have successfully captured and performed SBIR contracts through Phase II.

CALENDAR OF EVENTS & PROGRAM DESCRIPTIONS

AUGUST OCCN/LAACN MEETING

“Enterprise Development Groups & Organization of Other Focused Special Interest Groups”

What/When: **Saturday, 11 August, 2001**

9:30 AM – Networking

9:45 AM - Announcements

10:00 AM – “**AeroWebSpace Enterprise Development Groups**”, Dr. Dennis Wonica, an AWS and EDG founder

10:40 AM – “**Other AWS and Consultants’ Network Collaborations**” – Ron Oglevie

11:00 AM – “**Formation of OCCN/LAACN Special Interest Groups**” – Dr. Pete Schultz

12:00 PM – Break for Lunch at Off-Campus Sports Bar

1:30 PM – OCCN Board Meeting, at lunch location –

- New AICN Consultants’ Directory, and
- Need for OCCN Fee Structure Change

Where: Cal State Fullerton – Engr. bldg. - room 321 – see www.occn.org for map

Fee: Free, public invited

Contact: Pete Schultz, OCCN Chairman, 310-378-6905, p.r.schultz@ieee.org

Program

Description: The AeroWebSpace business-to-business website is developing a new service called “*Enterprise Development Groups*”. In addition to their other valuable services for small businesses, the EDG approach can be an asset to the emerging businesses of our members. Dr. Wonica will describe this new AWS feature and emphasize potential EDG focus areas of interest to our consultants and small businesses.

Mr. Oglevie will address other potential collaborations with AWS and similar firms.

Dr. Schultz will address the formation of EDGs by Consultants’ Network members. In addition, he will discuss the development of other special interest groups within the Consultants’ Networks, such as a Remote Teleconferencing Working Group.

COMTECH 2001: TECHNOLOGY CONFERENCE & EXPOSITION

Subject: **Fifth Annual Technology Conference and Exposition** - The premier communications, information technology, and business conference in Orange County

Sponsor: Irvine Chamber of Commerce and others

When: **September 5-6, 2001**

Where: Irvine Marriot Hotel, Irvine CA

Information: See the ComTech 2001 web site at <http://www.ComTechConference.com>

Program: This technology conference seems to cover communications, information systems, business, and more, with many topics of interest to people in high-tech businesses. Technology entrepreneurs can’t afford to miss this one. We can’t do it justice in our limited space here so see the ComTech 2001 website (URL above) for more information and pick which of the four tracks that you would like to attend. As usual, the Exposition portion is free.

(Continued on page 6)

ORANGE COUNTY SOCIETY FOR TECHNICAL COMMUNICATIONS - ADVANCE PROGRAM NOTICE

Subject: “SAY IT IN PICTURES - Visual Literacy for Instruction Designers, Information Architects, User Interfaces, and Technical Writers”

Speaker: Mr. William Horton, STC Fellow and renowned author, speaker, and expert in new media and communication technologies

When: **September 18, 2001**

Info: Ms. Noreen Norris, Norrisnora@aol.com

Program: Get the graphical pizzazz back into your communications. An extended description will appear in the next Newsletter. Even our stodgy old Newsletter editor plans to dance at this party.

COMSIG FALL WORKSHOP – LEADING EDGE NETWORK COMMUNICATIONS TECHNOLOGY PRELIMINARY ANNOUNCEMENT

When: **October 6, 2001**

Where: California State University at Fullerton

Contact: Pierre Perra, Pierre@Computer.org,

Info: See <http://www.comsoc.org/comsig/> for info. as workshop evolves

Program

Description: The IEEE Communications Society and IEEE Signal Processing Society Joint Chapter of Orange County is offering its Fall Workshop to all engineers in Southern California.

The Workshop is designed as a set of tutorials on leading edge technologies. The areas covered will be of interest mainly to practicing communications engineers but will also be of interest to signal processing engineers who want to keep abreast of the latest developments in the Communications technology. Some sessions will stress the signal processing aspect of the emerging technology being discussed.

There will be two tracks exploring different aspects of Configurable DSP technology, Network Processors, Resilient Packet Rings for Metropolitan area Networks, Next Generation Broadband-to-Home Gateway Processors and the LAN/WAN Convergence with 10 Gigabit Ethernet. Leading experts and exponents of these technologies will be presenters at each session.

Additionally, several companies will have tables where they will display their wares and answer questions before and after the presentations and during the two schedule breaks.

Additional information may be obtained on the COMSIG website at <http://www.comsoc.org/comsig/> as the program evolves, including the schedule, fees, speakers, etc.

Visit Our Web Sites . . .

<http://www.laacn.org>

<http://www.occn.org>

View Map/Directions to Meetings . . .

<http://www.occn.org/meetings.htm>



The Los Angeles Area and Orange County

INDEPENDENT

Vol. 9, No. 7

Newsletter of the LA Area and Orange County Consultants' Networks

July 2001

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Feature Articles . . . Click on article to view

- **Chairman's Notes**
 - ◆ AeroWebSpace Presentation
 - ◆ Joint Marketing Workshop
 - ◆ Future Programs
- **Valuable Resources**
- **Calendar of Events & Program Descriptions**
 - ◆ OCCN/LAACN Meeting - July - *Dark*
 - ◆ OCCN/LAACN Meetings - August
 - ◆ CalTech/MIT Enterprise Forum Meeting - June
 - ◆ OCCS & COMSIG Joint Meeting - June
 - ◆ Assoc. of Internet Professionals - June
 - ◆ Technical Communications Society

CHAIRMAN'S NOTES

No OCCN/LAACN Meetings in July -

A number of OCCN/LAACN members will be vacationing in July, accordingly, we will **not** be holding our normal monthly meeting on the second Saturday of July. Our normal monthly meetings will resume in August on the second Saturday of the month.

Some of our prospective future meetings may be better suited for other times and locations. We are getting feedback from members and collaborating organizations indicating that some people prefer weekday evening programs (or dinner meetings) rather than our normal Saturday venue. If you have any preferences for meeting time and location, please e-mail me.

AeroWebSpace Presentation -

In our meeting on June 9, Dick Denison and Dennis Wonica of AeroWebSpace.com gave a presentation on this start-up company. It involves a concept where potential buyers and sellers of goods and services related to the aerospace industry can interact on the web, i.e. an e-business "virtual marketplace" for the aerospace industry and related industries based on the Internet. AWS is currently oriented toward small businesses. Further details are given at the AWS web site <http://www.AeroWebSpace.com>. Since many members of the OCCN and LAACN oper-

(Continued on page 2)

ate as either small businesses or independent consultants, AWS offers services of potential value to our membership (consultants and small businesses).

AWS Presentation Leads to Joint Marketing Workshop

After the formal AeroWebSpace presentation, an extended discussion of potential uses of the AWS resources ensued. Business development and marketing were identified as areas where AWS resources could potentially be beneficial to OCCN and LAACN members. While no such specific projects were identified at the meeting, several areas with potential payoffs were discussed. These include the use of more sophisticated business tracking, and an organizational concept which could facilitate strategic alliances. It appeared that further examination might provide some interesting results, especially in the identification of potential customers and joint project areas.

In view of the hopes raised at this last meeting, it was decided to hold a "*Marketing and Business Development Workshop*" jointly with AWS at the next OCCN & LAACN meeting on August 11 at CSUF. This workshop will focus on business development and customer cultivation using Internet resources. We will continue to explore tangible areas where cooperation among LAACN members, OCCN members, and AWS partners might prove mutually beneficial. The Workshop is still in the planning stage. Suggestions are welcome. Please send them to me or other members of the board. We hope to see many members and friends there.

Future Programs -

The planning for future meeting programs continues in the following areas:

- Structure and organization of virtual (or distributed) companies, with emphasis on telecommuting principals
- Video teleconferencing technology
- "Hands on" video teleconferencing workshop

It is likely that we will hold some of the above meetings at different times and locations to facilitate audience participation and collaboration with other interested organizations. We are hoping to have some of them in the fall. Again, program and location suggestions are always welcome.

Pete Schultz

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fax: 310-378-1543

e-mail: p.r.schultz@ieee.org

RESOURCES FOR CONSULTANTS AND SMALL BUSINESSES

The purpose of this column is to share useful resource information which can include: new websites, hardware, software, business and technical tips, and other information useful to the members and friends of the Network. The content is completely driven by the inputs received from the membership and friends, so please e-mail us news of your favorite new widgets.

Remote Conferencing – Have you read of our planned programs for Remote Conferencing, or Video Teleconferencing? (If not, look more closely at the last 3 editions of the Independent.) Would you like to get a headstart in getting up to speed on this subject? Then see the Microsoft NetMeeting home page at <http://www.microsoft.com/windows/NetMeeting/default.asp>. A great deal of higher level information is available there. Selecting "Business User's" and then the "About the NetMeeting Resource Kit" can get you down to a powerful "how-to" treatise. In the event you have difficulty finding it, be sure to look at the "About the NetMeeting Resource Kit" at <http://www.microsoft.com/windows/NetMeeting/Corp/reskit/About/default.asp>. (Pete Schultz and Barry Allen)

Internet FAX Service– Have you missed faxes because your old-fashioned fax machine ran out of paper, out of ink, or got jammed? Are you tired of paying for a dedicated fax line to get reliable operation, even though you don't get many faxes any more? Well, Internet FAX services have arrived, many at reasonable prices, and may well be what you need.

[Www.EFAX.com](http://www.EFAX.com) is my favorite because it gives you the incoming fax mode for free. People send you faxes using your free fax number provided by EFAX. You pick them up as a file attached to an email. I send faxes of documents that exist in my computer directly via my fax modem. If the document needs to be scanned in, I still use the old fax machine to send it. Then I receive all my faxes via EFAX. Because they come by e-mail, I can access faxed documents even when on the road.

EFAX commercials are not oppressive. For a small fee they will handle both incoming and outgoing fax traffic, give you a local fax number (my free number corresponds to an area code in the Spokane, WA area), and imply that they will reduce the commercials. Both Ken Leland and the editor have been quite satisfied with the free EFAX service for the incoming mode. Anybody else use an Internet Fax Service? (Ron Oglevie)

CALENDAR OF EVENTS & PROGRAM DESCRIPTIONS

JULY OCCN/LAACN MEETING – **Dark this month**

No meetings are scheduled for July. The OCCN/LAACN will take a summer vacation. Our regular meetings will reconvene in August (see following.)

AUGUST OCCN/LAACN MEETINGS

A “*Marketing and Business Development Workshop*” for Consultants and Small Businesses is being planned. An evolving new concept for marketing and business development will be addressed, in conjunction with the AeroWebSpace.com Partners.

JUNE CALTECH/MIT ENTERPRISE FORUM MEETING

Subject: “*Venturing in Wireless and Mobile Technology – Separating Money From Mirage*” – A panel of entrepreneurs and industry experts takes a fresh and hard look at the promise of these technologies and their potential for new and viable ventures

When: **Saturday, June 23, 2001**, Registration and Continental Breakfast - 7:45am, Program - 8:30am - 12:30pm

Where: Baxter Hall, Caltech Campus, Pasadena

Cost: \$40.00 per person (\$10 for full-time students - student ID required, free to Caltech students and faculty)

Information: See <http://www.entforum.caltech.edu/>

Description: We all hear and read of wireless and mobile technology, of its applications and of its potential for spawning the next generation of new ventures. Hardly a day passes without an article or news report of a hot new application, which simplifies and enhances our business, home or social life through online data access, online maps, remote electronics control and email-enabled phones. And, of course, we have all read of the wireless and mobile technology rage in Europe and Japan.

But while the technology attracts great interest from the press and early-stage investors, the commercial promise of this technology has yet to materialize. Despite the growing availability of devices and applications, the value of the technology is hindered by software incompatibilities, limited web content and the lack of uniform telephony and computing standards. Moreover, recent reports suggest that several large corporations with highly publicized mobile initiatives are now retreating from their initial objectives.

In this program, the Caltech/MIT Enterprise Forum takes a critical look at wireless and mobile technology and explores the applications where entrepreneurs are likely to find their greatest success:

- Is the U.S. ready for wireless and mobile technology applications?
- Is the application game only for the big device and infrastructure players?
- What applications most interest venture investors?
- Is there a “killer app” for this technology?
- Will voice-to-text technology affect this market?
- Should entrepreneurs wait for more uniform standards?

We answer these questions first with a keynote presentation from Tracy Trent, CEO of Stellcom Inc., a wireless systems integration firm developing applications for Fortune 1000 companies. We then turn to our panel of industry experts and entrepreneurs for their critical appraisal of the keynoter’s remarks and their view of the emerging wireless and mobile

(Continued on page 4)

technology market. Following the break, we look at the business plans of two recent start-ups asking our panel for a critical assessment of each venture's potential success. We close the program with a round of audience questions.

For a more complete program description, listing of the superb speaker roster, the mandatory registration, and driving directions to the meeting site, see <http://www.entforum.caltech.edu/>.

JUNE OCCS & COMSIG JOINT MEETING

Sponsors: IEEE Computer and Communications/Signal Processing Societies, Orange County Chapters

Subject: *"Personalization for Mobile Delivery of Content and Commerce"*

Speaker: Michael J. Pazzani, AdaptiveInfo

When: **June 25, 2001**, Social Hour - 6:00 p.m., Dinner - 6:30 p.m.;

Speaker: 7:00 p.m.

Where: Wyndham Garden Hotel, 3350 Avenue of the Arts, Costa Mesa, CA. 714-751-5100

Cost: Dinner - \$25.00, students & unemployed members - \$5.00,

No charge for technical meeting only

RSVP: E-mail to kenfarris@ieee.org

Information: www.ieee-occs.org or Art Larsen at artl@geotestinc.com

Abstract: The wireless Internet offers the potential of access to vital information anywhere at any time. However, hand-held devices with small screens connected to the web with slow and expensive network connections present new challenges. It is difficult for users of such devices to scan through lists of news stories, restaurant listings, product offerings, or e-mail messages to find personally relevant information. Services that can personalize information for the user based on the user's location, current task, and a profile of the user's interest can make the wireless Internet live up to its potential.

In this talk, consumer and enterprise applications enhanced by personalization are identified. Technology that automatically learns a profile of the user's interest and prioritizes information transmitted to wireless devices or voice portals will be described. Studies showing that the ability to learn preferences and personalize information delivery increases information usage on mobile devices by over 40%.

Michael J. Pazzani is CEO of AdaptiveInfo, a company that builds personalization software for the wireless web that automatically and effortlessly prioritizes information displayed for each individual user. AdaptiveInfo's customers include the Los Angeles Times, Recycler.com and VentureWire. Dr. Pazzani received his Ph.D. in computer science from University of California, Los Angeles and is on leave from Full Professorship at the University of California, Irvine. Dr. Pazzani is the author of 2 books and over 100 technical papers on personalization, data mining and intelligent agents. Dr. Pazzani served as chairman of the Information and Computer Science department at the University of California, Irvine from 1994 to 1999. Prior to coming to UCI, Dr. Pazzani was a group leader at the Artificial Intelligence group of the Mitre Corporation in Bedford, Mass. He has served on the board of directors for CombiChem and advisory boards for numerous companies including Pharsight, Stock100, Triplehop Technologies and NetGUI.

JUNE MEETING – ASSOCIATION OF INTERNET PROFESSIONALS OF ORANGE COUNTY

Subject: *"Does Your Thinking Limit Your Success?" - A Workshop*

When: **Wednesday, June 27, 2001**, 6.30 PM - 9:00 PM

Where: Novell, Suite 500, 18101 Von Karman Avenue, Irvine

RSVP: rsvp@aipoc.org; seating is limited

(Continued on page 5)

Cost: \$35.00 payable in advance

Abstract: Does your thinking limit your success? Of course it does! Join us for a dynamic, stimulating event and see the correlation between our “thoughts” and the results we have in our lives. Be ready to participate in experimental exercises that demonstrate how our perspectives are limited and why. You’ll walk away with:

- Ways to expand your pre-programmed notions about a particular situation
- A clearer picture of the perspectives you currently have that are limiting
- Tools you can use to break out of these limitations
- An experience that making money doesn’t have to be difficult
- Knowledge of what it takes to make better choices and thereby improve the quality of your life
- Applications of the experience to (your profession)

This workshop is designed to help people to see the correlation between their “thoughts” and their results. Productive Learning and Leisure specialize in helping people make better choices so that they can design easier and more enjoyable lives for themselves. To make better choices, you have to start with better premises or paradigms. In this presentation, experimental exercises are used that demonstrate how people’s perspectives are limited and in some cases pre-programmed. Breaking out of these limitations is a key to improving both the results they are able to achieve as well as the quality of their lives.

This workshop starts with a process designed to expose people’s assumptions about money. You will get a glimpse as to how your thoughts about money directly translate into actions. The actions that people take are usually very passive and non-effective. This workshop will show you how there is a direct relation between how the exercise was perceived and how the attendees behaved. People are taught how thoughts lead to feelings, which determine actions and behavior and consequently the results they have. The point is that one very easy way to increase your income is to improve your thinking. This is also true for any area where you would like to improve your results.

ORANGE COUNTY SOCIETY FOR TECHNICAL COMMUNICATIONS - ADVANCE PROGRAM NOTICE

Subject: *“SAY IT IN PICTURES – Visual Literacy For Instruction Designers, Information Architects, User interfaces, and Technical Writers”.*

Speaker: Mr. William Horton, STC Fellow and renowned author, speaker, and expert in new media and communication technologies.

When: **September 18, 2001**

Info: Ms. Noreen Norris, Norrisnora@aol.com

Program: Get the graphical pizzaz back into your communications. An extended description will appear in subsequent Newsletters. Even the grumpy Newsletter editor plans to dance at this party.

Visit Our Web Sites . . .

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View Map/Directions to Meetings . . .

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The Los Angeles Area and Orange County

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Feature Articles . . . Click on article to view

- **Chairman's Notes**
- **Honored Member**
- **Valuable Resources**
- **Calendar of Events & Program Descriptions**
 - ◆ **AeroWebSpace.com - Catalyst for Growing Your Business**
 - ◆ **Internet Security Conference**
 - ◆ **CDMA Receiver Simulation**
 - ◆ **Wright Flyer Project & AIAA Annual Picnic**

CHAIRMAN'S NOTES

This Newsletter is intended to serve as a forum for discussing issues of interest to consultants and independently operating technical professionals in various fields. There have been several voluntary contributions by a few individuals. The members and friends of the OCCN and LAACN would benefit from more good contributions from other sources. Contributions on subjects of general interest from others inside and outside the OCCN and LAACN are welcome. Let's have some contributions on descriptions of business operations, consulting experiences, insights into new technology, "war stories" from the past and other items of interest to the readers. Tips and leads to valuable Internet resources, both new and old, can also be quite valuable and are easier to find and write about than more conventional articles (see "*Resources of Value to Consultants and Small Businesses*").

The centerpiece of the program for the May meeting was a presentation by Ralph Hileman, the current Vice-Chairman and past Chairman of the OCCN, and Vice-Chairman of the LAACN, on "*Effective Bid Decisions and Proposal Strategies*". Ralph did an excellent job of summarizing some of the basic wisdom of the business development process that has evolved over the past five decades from luminaries like Mel Roberts and Hy Silver. Those of us who heard this presentation received either an excellent introduction or a valuable review of the key principles for proposal preparation and business development. Those who missed it should keep this presentation in mind as a source of "how to" information on this subject.

The June meeting will feature a presentation by a start-up e-business, **AeroWebSpace.com**. For those interested in first-hand experiences in starting and doing business using the Internet, this presentation is expected to provide insights from the perspective of one who has been there and is continuing onward.

(Continued on page 2)

Here is another opportunity to get some exposure to this new world of “e-business” and help you decide if you would like to participate in such a venture.

We will continue to develop new programs for the benefit of the members. One specific area of interest is “Remote Conferencing Using Your Computer.” We are trying to set up one or more programs involving presentations and/or workshops on this subject area. Other new programs for OCCN and LAACN meetings are also under development, such as “Creating Virtual Businesses”. Some of these were listed in the last edition of the Independent. We openly solicit your ideas and suggestions for programs that interest you. Prior surveys of the membership indicate a strong interest in new computer tools and office technology. Our program committee needs your help.

In our Calendar Section we frequently list program announcements of other groups. They include organizations such as: the American Institute of Aeronautics and Astronautics; the Association of Internet Professionals of Orange County (AIPOC); the IEEE Orange County Computer Society; the Association of Mechanical Engineers (ASME); the Orange County Joint Chapter of the IEEE Communications Society and IEEE Signal Processing Society (COMSIG); the CalTech-MIT Enterprise Forum; and the National Association of Women Business Owners. These groups also provide excellent programs and you are encouraged to use them for personal development. If we have overlooked programs from your favorite organizations, please let us know how to get the information.

Pete Schultz
OCCN Chairman

HONORED MEMBER

At the AIAA Orange County Section Annual Awards Meeting on May 30, 01, at the Meadowlark Golf Clubhouse, Huntington Beach, CA, Mr. Harry Staubs was honored for his service as Director-at-Large and 40 years of membership. He has served on the Board of Directors of this organization since his Chairmanship in 1992. He has also led it's “Get-away Special” Shuttle Flight Experiment Development Project for a number of years.

RESOURCES OF VALUE TO CONSULTANTS AND SMALL BUSINESSES

This Section of the Newsletter is new. It's purpose is to present brief tips, suggestions, valuable web site references, and other resources useful to the membership and friends. The content will be completely driven by material submitted by OCCN/LAACN Members and Friends. Please send us your suggestions. We hope it will become the briefest, most valuable Section of the Newsletter. Here is a starter from the Editor:

Remote Conferencing – A powerful Remote Conferencing software package, “*Net Meeting®*”, is contained in most Microsoft Windows operating systems. Take a look at it. Whether you already have the capability to operate it or not, please notify the Newsletter Editor if you have an interest in this technology. A meeting is scheduled for Sunday, June 10th, to formulate future OCCN/LAACN programs on the subject. E-mail us if you would like to take part.

MapQuest.com – Need to locate a place, get maps, or driving directions? This web site appears to be better than earlier ones. Despite many ads, it does a good job with route selection. As always, do a sanity check on results from programs like these. (Editor)

Visit Our Web Sites . . .

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View Map/Directions to Meetings . . .

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CALENDAR OF EVENTS & PROGRAM DESCRIPTIONS

“AeroWebSpace.com – A Catalyst for Growing Your High-Tech Business”

- Speaker:** Mr. Dick Denison, AeroWebSpace, denison@aeroweb.space.com, 661-254-6775
- When:** **Saturday, June 9, 01.** Interested parties are invited to any of the following:
- Networking - begins at 9:00 AM
 - **OCCN/LAACN General Meeting – 9:30 – 10:00 AM**
 - Networking – 10:00 – 10:30 AM
 - **Featured AeroWebSpace Program** – 10:30 AM – 12:00 PM
 - Lunch – Location to be announced
 - Board Meeting – 1:00 PM
- Where:** Cal State Fullerton – regular OCCN/LAACN meeting location – see www.occn.org for map.
- Fee:** Free
- Organizer:** Ron Oglevie, Business Development Working Group Chair, 714-526-6642, ronoglevie@aol.com
- Program Description:** In this increasingly specialized world of high-tech services and products, it has become difficult for small businesses to find new business and customers who require their unique specialization(s). Conversely, many firms, both large and small, have difficulty identifying appropriate sources for their highly specialized technology needs. The AeroWebSpace.com registry was conceived to provide a modern Internet-based solution to both of these problems, with emphasis on aiding small businesses in the Aerospace field. Because of our membership interest in high-tech small businesses, we have invited Mr. Dick Denison to make this non-sales oriented presentation. He will describe the AWS registry and how it may be the catalyst your business needs for finding new customers and improved growth. The presentation will include:
- The origin of the AWS.com B2B web-based registry concept
 - How AWS facilitates linking service/product sources and the firms that need them
 - Developing strategic alliances
 - Low cost marketing features such as the “News” and “Featured Company” sections
 - How AWS escaped the recent dot-com disaster with it’s conservative business development approach
 - Affiliation with technical organizations
 - AWS evolving – Comments sought

Mr. Denison has a BS in ME and an MS in Applied Physics. He is President of AWS LLC, and is also President of the Denison Development Company (described at www.AeroWebSpace.com.) Previously his professional affiliations include both technical and management positions at TRW, Electro Optical Systems, and Aeronutronic. He has numerous technical publications and is most proud of his pioneering technical achievements in re-entry phenomenology, and advanced propulsion. These include laser effects on composite materials, non-ideal nuclear airblast phenomenology, magnetohydrodynamic propulsion, unstable combustion, and re-entry heat shield ablation. He is a member of the AIAA, TAU BETA PI, and SIGMA TAU.

THE INTERNET SECURITY CONFERENCE (TISC)

- What:** TISC 2001
- When:** **June 4-8, 2001**

(Continued on page 4)

- Where:** Century Plaza Hotel, Los Angeles, CA
- Info:** Visit <http://www.tisc2001.com> for agenda, brochure, & RSVP.
- Description:** Expand your security education with workshops, symposium sessions, seminars, keynotes and a security product showcase. The prestigious faculty including Internet security pioneers Marcus Ranum, Bill Cheswick, Steven Kent, Ian Poynter and members of the Foundstone Anti-Hacking team will be presenting a comprehensive agenda of topics. They include Anti-Hacking measures, network edge security, malware detection and eradication, VPN client security, wireless security, digital rights management and much more.

TISC is hosting a free open house on June 6 and 7 where you can sit in on the CTO Roundtable, hear from security visionary Bill Cheswick and visit the Security Products Showcase. Stop by the Product Showcase and visit the AIP-OC. AIP-OC members register online (<http://www.tisc2001.com>) using the discount code "TISC-AIP42C" and automatically receive the 10% discount.

SIMULATION OF CDMA RECEIVER (OC IEEE COMSIG)

- Sponsor:** The Orange County Joint Chapter of the IEEE Communications Society and the IEEE Signal Processing Society (COMSIG)
- Subject:** *Simulation of a Dual-Mode Edge /W-CDMA Receiver*
- Speaker:** Michael Thompson, Sr. Technical Consultant, Agilent Technologies
- When:** **June 6, 01**, Social Hour: 6:00 PM, Dinner: 6:30 PM, Speaker 7:00 PM
- Location:** Wyndham Garden Hotel, 3350 Avenue of the Arts, Costa Mesa, CA, 714-751-5100
- Cost:** Dinner – IEEE Members - \$10, Others - \$20.00, students and unemployed members \$5.00.
Reservations required for dinner. No charge for technical meeting only
- RSVP:** E-mail to Shufan Chan at shufanchan@aol.com, or 562-795-9153
- Info:** Visit <http://www.comsoc.org/comsig>
- Description:** Market demand for data services is expected to grow significantly over the next few years. What's happening in GSM and IS-136 to address the needs for higher data rates within the cellular industry? This NetSeminar outlines technologies developed to provide solutions for increasing data rates relative to existing GSM and IS-136 networks. GPRS and EDGE are data transport mechanisms that collectively are referred to as 2.5G wireless technologies. They provide upgrade paths for 2G (2nd generation) wireless technologies to achieve higher data rates. You will learn what their current status is in the world market, how they operate, and what the advantages are of migrating through these technologies on the way to a 3G implementation.

WRIGHT FLYER PROJECT & ANNUAL PICNIC

- Subject:** **WRIGHT FLYER - Working Towards 2003 Centennial**
- Speaker:** Jack Cherne – Wright Flyer Project Chairman
- When:** **Saturday, June 23, 2001**, Noon – 2:30 PM
- Where:** FAA Building - Beneath the Wright Flyer, 15000 Aviation Blvd. (Marine Ave.) secure parking in east lot
- Cost:** \$10 per person
- RSVP/Info:** 1-800-683-2422, or olam@aiaa.org by Tuesday, 19 June 2001. PowerPoint flyer for the event available by e-mail request.
- Menu:** Barbeque chicken/ribs, smoky baked beans, rose potato salad, fruit salad, garlic cheese bread, lemonade/iced tea, cookies/lemon bars/brownies
- Description:** Plans and vision for completing the flyable Wright Flyer replica for the Centennial of Flight Celebration in 2003. Includes a picnic lunch in the shadow of this famous flying machine. Have your picture taken with it. DOOR PRIZES!



The Los Angeles Area and Orange County

INDEPENDENT

Vol. 9, No. 5

Newsletter of the LA Area and Orange County Consultants' Networks

May 2001

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Feature Articles . . . Click on article to view

- [Program Development Committee Status](#)
- [What Works for You?](#)
- [Another Honored Member](#)
- [Write-Solutions-Group Offers Assistance](#)
- [Calendar of Events & Program Descriptions](#)

CHAIRMAN'S NOTES -

PROGRAM DEVELOPMENT COMMITTEE STATUS

During the last LAACN/OCCN Joint Meeting, the status of the Program Development Committee's efforts were reviewed. To date, about a dozen suggestions for programs have been identified as "worthy" of further development. To be considered "worthy" at this point in time, a suggested program should have robust interest among members of the program committee and an identified "sponsor" who could serve as organizer to "make a successful event happen". We hope to expand the participation in this program development process from the program committee to the members of LAACN & OCCN. We hope to identify and produce many other "worthy" programs.

The suggested programs meeting the above worthiness criteria for further development are:

1. A Computer/Internet-Aided Teleconferencing Workshop (involving several speakers covering both the available technologies and some sort of "training" program to enable our consultants to perform remote teleconferencing with clients and business prospects).
2. Building a "Virtual" Company.
3. How Do the Most Creative Innovators Think?
4. Developing Your Own Web Site.
5. How I Do My Consulting Business (involving short presentations by LAACN/OCCN members at each General Meeting).
6. Recent Developments in GPS Applications & Technology.
7. Occasional Purely Social Gatherings Involving Spouses and Family (barbeques, picnics, outings tours, etc.).
8. Developing Strategic Alliances.
9. Marketing for Engineers and Consultants
10. Off-Shore Consulting: Considerations for Consultants Involved in Projects in Foreign Countries.
11. Joint Meetings with Other Technical and Business Professional Organizations (such as AIAA, ION, ASME, and IEEE Professional Groups, etc.).

New programs from this list are in the process of being planned and organized. We welcome comments and suggestions on topics and arrangements for programs.

(Continued on page 2)

Two programs have resulted from this planning process to date. The first was a presentation by Michael Morehouse at the April 14 Joint Meeting of the LAACN & OCCN. The subject was ISO-9000/-9001:2000 - How a Small Consulting Firm Can Meet the Training Requirements. This presentation showed how the ISO-9000 requirements affect different fields in which consultants work and how the certification requirements can be met. Our thanks to Mike Morehouse and organizer Ralph Hileman for a job well done.

The second is a program also being constructed by Ralph Hileman on Bid Decisions. It is scheduled for our next meeting on May 12th. It should also prove valuable to consultants and others in many fields of technology. Please attend and encourage others to participate.

Other programs will follow in the future. Ron Oglevie and other members of the Program Committee deserve kudos for their work to date.

Pete Schultz
OCCN Chairman

WHAT WORKS FOR YOU?

This is directed primarily to LAACN members, but I would appreciate hearing from all of you. How do you get consulting contracts? What works best for you? Share your ideas and concerns. Our editor, Ron Oglevie, assures me that he welcomes publishing your concerns and responses in this column. I will start it off with four example items:

I have a concern about the cost of engineering software. It is painful. I spent \$6000 this month for a couple of special reliability programs that I will use only occasionally. What are the alternatives? Teaming? Lease?

Are you seeing any impact from the dot.com cutbacks, particularly those in Silicon Valley? I had expected several companies, including Intel, to cut back on their spending – but they came through with a contract. It is bound to have an effect soon. Has it hurt you? What should we do?

I just received news from AICN, the national network of consultant networks, that a new group is being formed in Harrisburg, PA. More members make a more impressive directory.

The AICN also asks if we know any companies that have video-conferencing facilities and would be willing to let AICN/IEEE use them for committee meetings. I would also be interested in exploring the possibility of LAACN meeting on-line as a true virtual network.

Bob Gauger
LAACN's Virtual Chairman
r.gauger@ieee.org

ANOTHER HONORED MEMBER

In addition to the honored members listed in last months *INDEPENDENT*, we overlooked an award to LAACN Member, Mr. Scott E. Miller. Mr. Miller was recently made a Fellow of the Institute for the Advancement of Engineering during their Awards Banquet at the Oakmont County Club in Glendale on February 17th. His award was based on his work within the Los Angeles IEEE Council, including: past Chairman of the LA Council, past Treasurer of the Council, and, former Treasurer of the LAACN.

Congratulation to Scott, as well as our other members listed last month. These awards are indicative of the high caliber of the LAACN/OCCN membership and their accomplishments.

WRITE-SOLUTIONS-GROUP OFFERS AID TO CONSULTANTS

The joint OCCN/LAACN meeting on April 14th was attended by two visitors - Ms. Jane Schwartz and Ms. Colleen Kinney. They provide technical writing services to the engineering and software development communities on a contract basis. The name of their company is Write-Solutions-Group, Inc. They work as a two person team of independent contractors. Their web site at www.writesolutionsgroup.com provides further details about their services and contact information.

Pete Schultz
OCCN Chairman

Visit Our Web Sites . . .

<http://www.laacn.org>

<http://www.occn.org>

View Map/Directions to Meetings . . .

<http://www.occn.org/meetings.htm>

CALENDAR OF EVENTS & PROGRAM DESCRIPTIONS

General LAACN/OCCN Meeting

Moderators: Pete Schultz, OCCN Chairman, and Bob Gauger, LAACN Chairman.
When: **Saturday, May 12, 01**, 9:30-10:20 AM <2nd Saturday>
Where: Regular Cal State Fullerton location – See www.occn.org for map.
Notes: Free, interested parties invited.
Information: www.occn.org, or Pete Schultz, 310-378-1543, p.r.schultz@ieee.org
Description: Network business, and, more on future programs.

Consultant Operations Working Group (Follows General Meeting)

Subject: *“Ensure Proposal Wins with Effective Bid/No Bid Decisions”*, Proposal Strategies Developed by Successful Winners.
Speaker: Mr. Ralph Hileman, Hileman and Associates.
When: **Saturday, May 12, 01**, 10:30 AM to noon.
Where: Regular Cal State Fullerton location – See www.occn.org for map.
Notes: Free, interested parties invited.
Organizer: Ralph Hileman, 909-780-3947, r.hileman@ieee.org
Program
Description: The presentation outlines the principles developed by Mr. Hileman, Mr. Mel Roberts, and Mr. Jim Mellor. They first evolved these methods while working at Litton Data Systems approximately 15 years ago. Mr. Roberts presented this material at the March 1st JPL Small Business Conference. He is now the Principal of the Acquisition and Planning Operations for the Engineering and Science Directorate at Litton. Mr. Mellor is now the President of General Dynamics.

After leaving Litton, Mr. Hileman became Vice President of Marketing for DRS California and currently has been consulting on Navy-related issues for large and small companies. He is now Vice Chairman of both the LAACN and the OCCN, and was formerly Chairman of the OCCN for three years.

Following the feature presentation, time permitting, Mr. Ron Oglevie will focus on the special case of bid decisions for very small businesses, and the application of these principles to the broader case of making good business decisions overall.

E-COMMERCE EDUCATION CONSORTIUM – THIRD ANNUAL CONFERENCE (National Association of Women Business Owners, US Small Business Administration, Cal-State Fullerton, and CA Department of General Services)

Subject: *“Growing Your Business On-Line”* - This conference provides small businesses with conceptual and hands-on skills that are vital for conducting and growing the business on-line.
Speakers: A vast array of experts, multiple sessions and tracks for varying levels of expertise.
When: All day, **Saturday, April 28**, 8:30 AM to 4:30 PM, Registration at 7:30 AM.
Where: CSUF Titan Student Union Bldg, 800 N. State College, Fullerton.

(Continued on page 4)

CALENDAR OF EVENTS & PROGRAM DESCRIPTIONS *Continued*

- Cost:** \$55 if paid at door, perhaps less if you RSVP to 1-888-281-0001. Includes Continental breakfast, lunch, and snacks.
- Description:** The conference focus is on helping small businesses with conceptual and hands-on skills that are vital for conducting and growing their business via the Internet, including:
- Business on-line, where to begin
 - Business to Business
 - Doing business with the Federal and other government agencies, and
 - E-commerce opportunities for students

For additional information and a more complete agenda for this one day Conference, see <http://ecommerceconf.fullerton.edu/>, or call 1-888-281-0001.

IEEE COMMUNICATIONS SOCIETY MEETING (Joint OC ComSig & LAC ComSoc)

- Subject:** “*Blue Tooth Technology*” – A tutorial on this wireless short-range approach to seamless networking of voice and high speed data transmission.
- Speaker:** Mr. Dwight Borses, National Semiconductor.
- When:** **Tuesday, May 1, 01**, Dinner - 6:30 PM, Meeting – 7:15 PM.
- Where:** DeVry Institute, 3880 Kilroy Airport Way, Long Beach (Adjacent to L.B. Airport.)
- Cost:** Free to new members and old members alike.
- Info/RSVP:** Pierre Perra at pierre@computer.org or 714-404-8499.

SECOND ANNUAL HOME-BASED BUSINESS CONFERENCE

- Speaker:** Ms. Jan Norman, OC Register Small Business Columnist and book author, is the Keynote Speaker.
- When:** **Saturday, May 5**, 7:30 AM to 4:15 PM.
- Where:** Lakeview Senior Citizens Center, 20 Lake Road, Irvine, CA 92604.
- Cost:** \$45 until 27 April, \$55 after. Includes continental breakfast and lunch.
- Information:** Call 949-752-8834, or e-mail to seedinstitute@seedinstitute.org.
- Description:** A particularly appropriate Conference for consultants and others who want to start a small business. The OCCN Business Development Working Group Chairman attended last year’s event and endorses it as a superb Conference for all but well seasoned MBAs. The speakers were astute and virtually all pertinent topics were covered.

OC COMPUTER SOCIETY MONTHLY MEETING

The next meeting is scheduled for **May 21st** to avoid interference with Memorial Day. No other information is available at this time. The OCCS was dark in April.



The Los Angeles Area and Orange County

INDEPENDENT

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April 2001

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Feature Articles . . . Click on article to view

- **Congratulations Honored Members**
- **Questions for LAACN Membership**
- **Recent Developments-OCCN**

CONGRATULATIONS TO OUR HONORED MEMBERS

Awards recently presented to OCCN and LAACN members are quite noteworthy:

OCCN members, Mr. Michael Morehouse, and Dr. Kenneth Leland, were recently inducted as Fellows of the Institute for the Advancement of Engineering (IAE). This award recognizes their contributions to the engineering profession in the OCCN and elsewhere. The induction was held February 17th during the IAE Awards Banquet at the Oakmont Country Club in Glendale. Mr. Morehouse and Dr. Leland have both been OCCN members for almost ten years; Mr. Morehouse currently serves as Rep-at-Large and Dr. Leland has served as the OCCN Webmaster since shortly after its creation. Again, our congratulations and thanks are in order.

Mr. Ralph Hileman, Chairman of the OCCN for the prior three years and this year's Vice Chairman of both the LAACN and OCCN, was presented the 2001 Outstanding Service Award from the Orange County Engineering Council (OCEC). The award was presented at the National Engineers Week Awards Banquet, before 350 attendees, and was held on February 24th at the Hyatt Regency Alicante Hotel in Anaheim. The award cited a lengthy list of Ralph's achievements leading to the award, and recognized his OCCN activities and others within the Orange County engineering community. Ralph and his wife, Bea, had the honor of being seated next to Dr. Henry Samueli, the recipient of the Engineer of the Year Award from OCEC, and a founder of the Broadcom Corporation. Of course we all recall that the UC Irvine Engineering School is named after Dr. Samueli in recognition of his \$30 million endowment to the school.

On 24 March, Mr. Ralph Hileman was awarded a Certificate of Distinguished Service from IEEE Region 6 Southern Area and the IEEE Orange County Section. The award was presented by Mr. Joel Snyder, President of the IEEE, during the IEEE Orange County Section Awards Banquet. At the same banquet Ralph also received a plaque for service as the Orange County Consultants Network Chairman for 2000 from Mike Martin, Orange County Section Chairman.

We all thank Mr. Morehouse, Dr. Leland, and Mr. Hileman for their service and give them our hearty congratulations.

LAACN CHAIR SOLICITS MEMBER ADVICE:**STRUCTURING THE NETWORK TO MEET
YOUR NEEDS AND PROGRESS IN CREATING
IMPROVED PROGRAMS****QUESTIONS FOR LAACN MEMBERSHIP**

As your new LAACN Chair, I welcome our newly formatted newsletter, the INDEPENDENT, and I will take advantage of it to communicate with you on a monthly basis. My immediate concern is how to effectively represent you on the board. To do that, I need your feedback and input. Please share your thoughts and concerns with me at r.gauger@ieee.org. For starters, what are your needs? Where can we improve the local or national consultants' network? What should be added to our program? What can you contribute?

1. Is the AICN Directory Listing on the web working for you? It is for me. I probably get one inquiry a month. To get more, I just modified my listing, adding several more key words, and using all of the 50 allowed words of text. You can do the same now or wait for a new sign-up (probably in May). Regarding your sign-up for the Directory, we hope to again negotiate a package deal with the AICN headquarters. If so, you will get your combined LAACN membership and your Directory listing for one price.
2. Is networking working for you? I find it second only to the directory in finding new work. Do you want more work? What can LAACN do for you here?
3. If we reinstitute meetings in the LA region, would you attend? If so what are your geographic limits on the distance that you would travel to attend meetings?
4. I am on the program planning committee for the joint LAACN/OCCN meetings, whose focus is to provide improved programs. We would like to have part of these meetings in the LA area and part of them in Orange County at Cal State Fullerton. What topics, meeting location, and time schedule would make an LA meeting meet your needs?
5. We plan to also provide summaries of the meetings on the web and in the newsletter. Would you be more interested in getting information via the web than traveling to meetings. What topics are of particular interest to you?
6. Do you have a topic that you would like to write about? Does your web page have articles or white papers that you would like us to list?
7. With the LAACN network covering such a large geographic area, a common meeting place is almost impossible. To me, a virtual network is probably the answer. What can we do to make this virtual network effective?

Please give me your feedback on what you would like the LAACN to be to best meet your needs and interests.

Bob Gauger
r.gauger@ieee.org

CHAIRMAN'S NOTES**RECENT DEVELOPMENTS**

by Pete Schultz, OCCN Chairman

On February 26th a meeting sponsored jointly by the IEEE Orange County Computer Society (OCCS) and the OCCN was held at the Wyndham Gardens Hotel in Costa Mesa. This was the first attempt by the OCCN to improve our programs through collaboration with other technical organizations. The subject of the program was the new Microsoft.NET initiative. Todd M. Rowe of the Southern California Microsoft Corp. office in Irvine gave the presentation. In 1.5 hours of a presentation and 0.5 hours of discussion, this event managed to provide something for all in an audience with a variety of interests. The interests of the audience ranged from marketing and business development through information technology professionals to software developers and programmers. The collaboration and program proved to be successful and we will be attempting further join programs in the future.

The Microsoft.NET program developed sufficient interest among our members that a portion of the March General Meeting was devoted to an extended presentation and discussion moderated by Pete Schultz.

The Microsoft.NET initiative involves an effort to use evolving software technologies to improve software development and maintenance, information network operations and business processes. In the few weeks between this presentation and the preparation of this newsletter, Microsoft Corp. has announced the development of HailStorm, a new component of Microsoft.NET that will facilitate the access to data stored on servers with network access. The charts from the presentation will be posted in the future on the OCCS web site at <http://www.ieee-occs.org>. Additional information about Microsoft.NET and HailStorm can be obtained at <http://www.microsoft.com/net/>.

The next program will be the Joint General Meeting of the LAACN and OCCN on April 14th. Ralph Hileman and Michael Morehouse are getting a program together on Quality Control and the ISO-9000 quality control standards for consultants. Further details on this presentation are given in the Calendar Section of this Newsletter.

In the mean time, planning for future programs continues. A questionnaire is being circulated to determine the kind of programs of greatest interest to the members. A wide variety of programs in different venue have been suggested. The levels of interest in these different program options will be briefly reviewed at the next general meeting on April 14th. Please attend to make your interests known and suggest possible alternatives.

Pete Schultz
p.r.schultz@ieee.org

APRIL CALENDAR OF EVENTS

April Meetings – Joint LAACN & OCCN

Subject: “General LAACN/OCCN Meeting”
Moderators: Pete Schultz, OCCN Chairman, & Bob Gauger, LAACN Chairman.
When: Saturday, April 14, 01, 9:30-10:30 AM <2nd Saturday>
Where: Regular Cal State Fullerton location – See www.occn.org for map.
Notes: Free, interested parties invited.
Information: www.occn.org, or Pete Schultz, 310-378-1543, p.r.schultz@ieee.org
Description: Report on new program development and misc. network business.

Consultant Operations Working Group (Follows General Meeting)

Subject: “Quality Control –ISO-9000/-001-2001” – An introduction for consultants, including training requirements.
Speaker: Mr. Mike Morehouse, Quality Control Technologies
When: Saturday, April 14, 01, 10:40 AM to noon.
Where: Regular Cal State Fullerton location – See www.occn.org for map.
Notes: Free, interested parties invited.
Organizer: Ralph Hileman, 909-780-3947, r.hileman@ieee.org
Description: The focus is on what a consultant or small business minimally needs to know to advise clients, and will include:

- What is ISO 9000, and how it fits in the world of Quality Control?
- Industry trends.
- Importance of training, and how a small consulting firm or business can meet these training requirements.
- Importance of ISO 9000 in dealing with foreign companies.
- How much is at risk by NOT having ISO 9000 certification?
- What is this “Six Sigma” quality control system, and where does it fit in this picture?
- Get this advice from our own “hands-on” specialist, Mike Morehouse.

Association of Internet Professionals – Orange County

Subject: “NEXT LEVEL —> Business Development Workshop”, an intensive workshop on business plan preparation.
Speaker: Mr. Doug Russo, Venture Point SBDC Business Planning Consultant.
When: Wednesday, 4 April, 6:00 PM to 9:00 PM.
Where: Novell, Suite 500, 18101 Von Karman Ave, Irvine
RSVP: rsvp@aipoc.org, seating is limited.
Cost: \$50 if registered and paid before 21 March, \$75 after.
Description: A Business Plan Development Workshop by a foremost business planning trainer, with emphasis on development of new high-tech businesses. See AIPOC website at www.aipoc.org for more information. Endorsed by our own OCCN Business Development Working Group.

THE LOS ANGELES AREA AND ORANGE COUNTY INDEPENDENT

Newsletter of the LA Area and Orange County Consultants' Networks

Volume 9 No. 3

March, 2001

IEEE Affinity Groups

NEWS ITEM –

LAACN/OCCN Alliance Operating Arrangements Defined

The operating arrangements of the new alliance between the Los Angeles Area and Orange County Consultants' Networks were defined at the January meeting and extended at the February meeting. The basic framework is now in place but should be regarded as the point-of-departure for future improvements. The goals of the alliance are:

- **Simplified Operations for Mutual Benefit** – Advantages are a larger combined membership, and a reduction in the effort required organizing two separate programs.
- **Retention of Separate Identities** - For the both organizations.

The following activities were selected for joint collaboration, both in the organization and conduct of activities, to the extent limited by practical considerations:

- **Joint Meetings, Workshops, and Clinics** –
- **Joint Newsletters, Mailing Lists, Marketing and Publicity** –
- **Listing in AICN Directory** – Member listing in the Alliance of IEEE Consultants' Networks Directory to be continued and done jointly.
- **Website Collaboration** – Websites to retain separate identity. Each will at least perform the functional equivalent of listing the other's member profiles. AICN Website linking may provide this data. OCCN will link with the LAACN site to provide joint Bulletin Board discussion functions.
- **Referral Processing** – John McCrickerd (OCCN) and Russ Walker (LAACN) to collaborate on requests for referrals.
- **Needs and Leads** - John McCrickerd to distribute them to both networks.

The areas not being treated jointly include:

- **Separate Network Identities** –
- **Officers and Elections** –
- **Individual Websites** - With the shared Website features given above.
- **Treasuries, Bank Accounts, and Financial Matters** – Financially independent.

The joint alliance will be maintained until at least January, 2002, and then re-evaluated as needed. Initially, meetings will be held at the Cal State Fullerton Engineering Building site. The need for a Los Angeles area meeting site, preferable locations, and meeting schedules (such as alternating meetings between LA and OC) are being discussed with the LAACN members by their new Chairman, Mr. Bob Gauger. Dr. Kip Haggerty is credited with proposing the collaboration, and then making the effort to bring it to reality.

At this time, most of the actions required to implement the above alliance agreement items have already been taken and joint operations are being conducted. Improvements are to be expected with operating experience and as more people become involved. Members who would like to suggest improvements are requested to call or email your '2001 Network Chairman.

OCCN CHAIRMAN'S NOTES –

Last month's Microsoft dot NET presentation was well attended and brought out significant interest and questions. Accordingly, we will devote a portion of our next General Meeting to review and discuss the implications of the concept, with emphasis on what it might mean to consultants and small businesses. For those who weren't able to attend, additional information on the dot NET concept is available on www.microsoft.com/net. This will be a discussion group so do your homework and bring your questions.

Other priority issues for the Network are defining our future activities and marketing efforts. The remainder of the General Meeting will focus on these issues.

OCCN WEBSITE – Increasing Member Value (www.occn.org)

Since the beginning of our Consultants' Networks almost a decade ago, member interest continues to shift. The public networking meetings of the past seem to be giving way to more virtual operation featuring the Internet. In fact, many of our members now join solely for the exposure provided by our Website listings. Accordingly, your CN officers continue to shift their emphasis toward providing quality Websites of increasing value to the members.

Several months ago, an ad hoc committee consisting of your OCCN Webmaster - Ken Leland, Ralph Hileman, Ron Taggart and Alan Lui met to outline changes to improve the "look and feel" of the site, and to bring it into accord with current web page style standards. Accordingly, the webmaster performed a redesign and the new version of the site was completed before year-end. We expect continuing changes to improve the effectiveness and value of the Website for our members.

On the OCCN Website, the "Member Profiles" section had previously been hosted for several years on the Webmaster's personal server, because the Verio company did not provide Microsoft friendly hosting. The problems associated with this approach have now been resolved. The old "Profiles" section has been replaced by the joint OCCN/LAACN search engine. This search engine was originally developed by Ms. Leslie Haggerty of the LAACN and first used on the LAACN Website. Subsequently the same search engine was adopted by the AICN, and now by the OCCN. Queries initiated on the OCCN Website are now sent to the AICN site, with the replies posted back on the OCCN site. The search is automatically limited to LAACN and OCCN members. Of course one could go directly to the AICN site, but this approach is easier for people to find consultants located in Southern California. All Website modifications for joint LAACN/OCCN operation are now functioning.

OCCN Webmaster – Ken Leland

EDITOR'S REMARKS – *Things are getting better!*

Up to the current time, your new newsletter editor has concentrated on content and Network operation, rather than newsletter appearance. Each successive edition has seen some improvement, from the very first hurried email text file version, to this edition being delivered in the virus resistant Adobe PDF format. Next month we hope to see improvements in appearance, format, and content. Also, we hope to see the "Chairman's Remarks" from both Networks, and reports from other officers. As might be expected, timely contributions have been scarce. **Your** contributions are solicited. Please email your inputs to the Editor (ronoglevie@aol.com).

The Microsoft dot NET presentation last month seemed to be quite successful. It appears that the combination of a good technical subject, a good and well prepared speaker, and a much larger mail list than normal will still bring out a good crowd.

NEW PROGRAM SUGGESTIONS SOUGHT – Your help is needed!

The new Program Committee takes this opportunity to request your suggestions for topics and presentations at the Network meetings. Material pertinent to our Working Groups is also sought. The suggestions should be definitive and include the subject title, description, and potential speaker(s).

CALENDAR OF LAACN & OCCN EVENTS

March General Meeting – Joint LAACN & OCCN

Subjects: *"More on Microsoft.NET for Consultants, and, Planning for The Future of the Network."*
Extended description below.

When: Saturday, March 10, 2001; Networking – 9:30 AM; **General Meeting** – 10:00 AM;
Board Meeting - 1:30 PM, following lunch at the Off-Campus Sports Bar

Location: Cal State Fullerton, Engineering Building, Room E321,
see www.occn.org for campus map and directions.

Notes: Free, public invited.

Information: www.occn.org or Pete Schultz at 310-378-1543, p.r.schultz@ieee.org

Program Description: Preliminary agenda topics include the following subjects:

- **Microsoft.net Follow-up** – A continuation of last week's meeting, with emphasis on clarification of the concept and what it means to consultants and **small** businesses. Pete Schultz will present his findings and moderate the discussion. (See www.microsoft.com/net for background)
- **Future Programs** – What are the new Program Committee's ideas and plans?
- **Network Marketing** – Promotional strategies and actions to improve effectiveness.
- **Our Working Groups** – What happened to the old ones, do we need new ones, John McCrickerd's proposal for a new one?
- **LAACN Membership Poll Status Report** – What has new Chairman, Bob Gauger, found out regarding LAACN membership desires for the future? Local meetings? Where? Are they happy with virtual operation?
- **New Dues Structure?** – Getting the two Networks in balance?

OTHER PROGRAMS -

Inventors' Forum Monthly Meeting

Subject: *"The Invention Commercialization Process: Step by Step Details."*
How to get your idea or product into the commercial marketplace?

When: Thursday, March 8, 2001, 7:30 to 9:00 PM, come early to register and network.

Where: Orange Coast College, Science Lecture Bldg, 2701 Fairview Road, Costa Mesa.

Admission: \$15 for non-members.

Information: Janice Kuhm, 714-668-1900, or see www.inventorsforum.org
for complete program description and map.

Association of Internet Professionals Monthly Meeting

Subject: *"Incubation, Venture Capital, and Valuation".* Is the dot com dead, and, where has all the money gone?

When: Wednesday, 21 March, '01,

Where: Irvine, CA

Information: See www.aipoc.org for further info. and registration.

DIRECTIONS TO C.S.F. MEETING LOCATION –

The OCCN General Meetings are held at California State University, at Fullerton (CSF) on the second Saturday of the month. The CSF campus is located in eastern Fullerton adjacent to the #57 Freeway at the Nutwood exit (a few miles north of the #91 freeway). The meetings are held in Room E321 of the Engineering Building. Free parking for this event is available at Lot E West. A map of the campus with more details is shown at <http://www.occn.org/meetings.htm>. New attendees should pay particular attention to the location of the Engineering building on the map as the buildings are NOT visibly labeled. You will know you have the right building when you find the one with the antique computers in the patio window display.

DIRECTORY OF OFFICERS AND CONTACTS -

OCCN 2001 OFFICERS -

Chairman – Pete Schultz, (310) 378-6905, p.r.schultz@ieee.org
Vice Chairman – Ralph Hileman, (909) 780-3947, r.hileman@ieee.org
Secretary – Ron Taggart, (949) 852-9144, r.taggart@worldnet.att.net
Treasurer - Ron Taggart, (949) 852-9144, r.taggart@worldnet.att.net
Newsletter Editor – Ron Oglevie, (714) 526-6642, ronoglevie@aol.com
Members-at-Large –
 Bob Gauger, (949) 559-9148, r.gauger@ieee.org;
 Mike Morehouse, (909) 280-9358, QCTek@aol.com;
 Harry Staubs, (310) 830-9128, h.l.staub@ieee.org

LAACN 2001 OFFICERS –

Chairman – Bob Gauger, (949) 559-9948, r.gauger@ieee.org
Vice Chairman – Ralph Hileman, (909) 780-3947, r.hileman@ieee.org
Secretary – Pete Schultz, (310) 378-6905, p.r.schultz@ieee.org
Treasurer – Barry Todd, (909) 735-1761, b.todd@ieee.org
LAACN Affiliation Arrangements – Dr. Kip Haggerty, (310) 607-9609, k.haggerty@ieee.org

OTHER CONTACTS –

LAACN Webmaster – Dr. Kip Haggerty, (310) 607-9609, k.haggerty@ieee.org
OCCN Webmaster – Dr. Ken Leland, (714) 871-3386, k.leland@ieee.org
Needs and Leads Bulletins – John McCrickerd, (714) 556-6164, jmccrickerd@mindspring.com

THE LOS ANGELES AREA AND ORANGE COUNTY INDEPENDENT

Newsletter of the LA Area and Orange County Consultants Networks

Volume 9 No. 2
Group

February, 2001

IEEE Affinity

HEADLINE NEWS –

New Organizational Affiliation of LAACN and OCCN Forged

In a landmark step that may be the biggest breakthrough since the inception of the LAACN and OCCN, a strong affiliation agreement has been initiated. In their quest to improve member value, the officers and members of both networks have created this new plan. Key features of the plan are that the two organizations will retain separate identities, but will share the majority of their key functions including: joint programs and meetings, newsletters, job leads/referrals, AICN registration, and website interaction. See the "Chairmen's Notes" for more details of the affiliation goals. Final details will be ironed out at the 10 February Joint Meeting. Of course, the success of the plan is contingent on member acceptance, involvement, and a willingness to venture across county lines for meetings.

Improved Programs and Marketing – To strengthen the above affiliation, a second initiative to improve our programs was kicked-off with the formation of a new Program Committee. Initial volunteer members include: Bob Gauger, Ralph Hileman, Pete Schultz, and Ron Oglevie. **New program suggestions are solicited!** Suggestions from both "Friends of the Networks" and network members are sought. Suggestions should be as definitive as possible, include potential speakers, and sent via email to Pete Schultz or Ron Oglevie. The marketing effort will be addressed at the next meeting.

This is the first issue of our joint newsletter. We anticipate that it will evolve with improved content and format. You can help by emailing your improvement suggestions and newsworthy articles to the Editor. **Newsletter information and articles are solicited!** In addition, your suggestions for our "Friends of the Network" email list are needed. The "Friends" that we seek are the people who are in a position to use our consultants services and would appreciate knowing about us, such as former consultant clients and parties you would like to consult for. Who knows these people better than you, the practicing consultant. Your Network needs your help to do a better job marketing your services.

CHAIRMAN'S NOTES -

Last month's OCCN meeting produced some major developments. This meeting was one of a few joint meetings that OCCN has held with the Los Angeles Area Consultants' Network of the IEEE (LAACN). One of the main purposes of this joint meeting was to reexamine areas where combined operations by LAACN and OCCN might be mutually beneficial. Examples of potentially profitable areas of joint operations by OCCN and LAACN that were identified and approved for implementation are:

- Meetings held jointly on a semi-regular basis
- Conducting workshops and clinics jointly on an ad hoc basis
- Use a joint mailing list for announcements and material of general interest to members of both groups.
- Elections not conducted jointly.
- Closer linking of the websites of the OCCN and LAACN with links to the AICN database for some searches initiated from either web site.
- Joint processing of referrals to serve both groups.
- Joint marketing projects for LAACN and OCCN. Preparation of marketing materials such as brochures, cards and other promotional material for use by both groups.
- Publish a joint newsletter. For now the OCCN newsletter will serve both networks and will be distributed to the joint mailing list.

The meeting audience seemed to be almost universally in favor of the new affiliation. Some work to achieve these goals has already been initiated. Watch for the changes.

Peter R. Schultz,
Chairman, Orange County IEEE Consultants' Network
phone: 310-378-6905
fax: 310-378-1543
email: <mailto:p.r.schultz@ieee.org>

CALENDAR OF LAACN & OCCN EVENTS

February General Meeting – Joint LAACN & OCCN

Subject: *"Implementing Joint Operations and Revising Marketing Strategies and Tools"*. Strengthening the joint LAACN/OCCN affiliation for better networks (extended description below).

When: Saturday, 10 February, '01, Networking – 9:30 am, Meeting – 10:00 am, Board Meeting - 1:00 pm.

Location: Cal State Fullerton, directions below.

Notes: Free, public invited.

Information: See Officer/Contacts listed below.

Joint Meeting of the Orange County Computer Society (OCCS) and OCCN

Subject: *"MICROSOFT.NET - What Does This Mean For Users, Developers, and IT Professionals?"* A glimpse at a vision of the future (extended description below).

Speaker: David T. Jones, Client/Server Systems Engineer, Microsoft Corp.

When: Monday, 2/26/01, Social Hour: 6:00 p.m., Dinner: 6:30 p.m.; Speaker 7:00 p.m.

Location: Wyndham Gardens Hotel, 3350 Avenue of the Arts, Costa Mesa, CA
-714-751-5100

Cost: Dinner - \$25.00, students and unemployed members \$5.00, no charge for technical meeting only.

RSVP: Please email RSVP to kenfaris@ieee.org as early as possible.

Information: Visit the OCCS Website at <<http://www.ieee-occs.org/>> for directions & information, or, contact Art Larsen at artl@geotestinc.com or Pete Schultz at <p.r.schultz@ieee.org>.

OTHER PROGRAMS –

"Business Success Through U.S. & International Patent Strategies"

Sponsored: Inventors Forum (Inventors Support Network, Inc. founded, 1990.)

Speaker: Gene Scott, Registered Patent Agent

Date & Time: Friday, February 9th, 7:30-9:00 PM

Where: Orange Coast College, Science Lecture Building, 2701 Fairview Rd, Costa Mesa

Door Fee: \$15.00 for non-members.

Information/Directions: Janice Kuhm (714) 668-1900, or, www.inventorsforum.org

"Surveying the Digital Future"

Speaker: Jeffrey Cole, Center for Communication Policy and architect of the World Internet Project.

Sponsor: UCLA Alumni Association, Orange County Chapter.

When: Thursday, February 8, 7:00 PM.

Location: Irvine Marriott Hotel

Fee: \$20 for non-members, includes megabyte hors d'oeuvres.

Reservations/Information: (310) 206-0483, or CRVanDyk@UCLAAlumni.net

Note: Register as guest of alumnus Ron Oglevie

NETWORK PROGRAM DESCRIPTIONS –

FEBRUARY GENERAL MEETING – Joint LAACN & OCCN ***“Implementing Joint Operations, and Revising Marketing Strategies and Tools”***

Our next meeting will be held at Cal State University at Fullerton (CSF) on Saturday, February 10. The purpose of this meeting is to iron out more details of the Joint LAACN/OCCN affiliation. The affiliation goals/agreements (summarized above) will be refined and efforts initiated to accomplish them. It is expected that further refinements will be made as operating experience is obtained. One item that needs consideration is the structure and location of joint meetings. We are indeed grateful to Professor David Cheng for making arrangements that allow us to hold the OCCN monthly meetings at CSF. While the current CSF meeting location is relatively close the LA/OC county line, we should attempt to hold some of our meetings in the Los Angeles County for the convenience of LAACN membership, pending definition of a suitable location.

A major effort will be devoted to joint marketing strategies and the development of improved OCCN marketing methods. The other items in the affiliation goal list will be extended and clarified. We solicit suggestions and participation by members of both LAACN and OCCN in the process of working out the implementation of joint activities by the two groups. Newly elected LAACN officers will present their updated organizational plan. If you can't attend the meeting on February 10 in person, please participate by contributing suggestions and/or comments by e-mail.

Organizer – Pete Schultz, p.r.schultz@ieee.org

JOINT MEETING OF THE ORANGE COUNTY COMPUTER SOCIETY (OCCS) and OCCN –

“MICROSOFT.NET - What Does This Mean For Users, Developers, and IT Professionals?”

26 February, 2001,

We have all read or heard of the new Microsoft.net vision for the future, but what is this, how will it help us, and, how is the vision progressing? To get these answers we have gone directly to Microsoft. Mr. David T. Jones will address this Microsoft.net concept which is purported to extend our ideas of both the Internet and the Operating System, by making the Internet itself as the basis of a new operating system. Such a concept may transcend device boundaries to more fully harness the connectivity of the Internet.

Mr. Jones is a fifteen year veteran of the Client/Server Computer industry and is responsible for Microsoft marketing of these systems and concepts to Southern California Corporations. (See Calendar Section for time and location detail.)

Organizer – Pete Schultz

IN MEMORIAL - Curtis Barrett

It is with deepest regret we inform our members of the passing of our esteemed friend and colleague, Curtis Barrett on New Years Day. His funeral was held at St. Bernadine's Roman Catholic Church on 5 January, 2001.

Curt had a long rewarding career at Lockheed, Hughes and California Microwave Industries where he worked on RF front-end and receiver circuitry for radar, electronic intelligence, simulator, and communication systems. After retiring, he entered the exhilarating world of technical consulting.

Curt was an enthusiastic and unselfish volunteer for IEEE, engineering education, and the Catholic Church. He was always willing to help and lead cheerfully, even in the face of personal difficulties. He was the first Chairman of the Los Angeles Area Consultants' Network where he helped establish their first referral system and directory and helped establish a viable organization that lives on more than eight years later. He has also served as an Officer in both the San Fernando Valley Section and its MTT Chapter. Two years ago, he again stepped in as LAACN Chairman to help revive the organization, thus becoming not only the first Chairman, but the most recent past LAACN Chairman as well. One of the volunteers who served with him said: "Curtis was one of the most unselfish and gracious men we have ever met."

Curt was active in boating, was a member of the Power Squadron and Navigators Club, and taught safe boating classes. He was also an active volunteer with St. Bernadine's Church, most recently coordinating the wiring of the Parish school for the Internet on Net Day. His most unusual skill had to be his fluency in Slovak.

In the end, as was the case throughout his life, his concern was for his wife and children. Curt is survived by his wife Ann, two sons, and daughter. We join them in mourning our irreplaceable loss.

DIRECTIONS TO C.S.F. MEETING LOCATION –

The OCCN General Meetings are held at California State University, Fullerton (CSF) on the second Saturday of the month. The CSF campus is located in eastern Fullerton adjacent to the #57 Freeway at the Nutwood exit (a few miles north of the #91 freeway). The meetings are held in Room E321 of the Engineering Building. Free parking for this event is available at Lot E West. A map of the campus with more details is shown at <http://www.occn.org/meetings.htm>. New attendees should pay particular attention to the location of the Engineering building on the map as the buildings are NOT visibly labeled. You know you have the right building when you find the one with the antique computers in the patio window display.

DIRECTORY OF OFFICERS AND CONTACTS -

OCCN 2001 OFFICERS - Elected in December, 2000.

Chairman – Pete Schultz, (310) 378-6905, p.r.schultz@ieee.org
Vice Chairman – Ralph Hileman, (909) 780-3947, r.hileman@ieee.org
Secretary – Ron Taggart, (949) 852-9144, r.taggart@worldnet.att.net
Treasurer - Ron Taggart, (949) 852-9144, r.taggart@worldnet.att.net
Newsletter Editor – Ron Oglevie, (714) 526-6642, ronoglevie@aol.com
Members-at-Large –
 Bob Gauger, (949) 559-9148, r.gauger@ieee.org;
 Mike Morehouse, (909) 280-9358, QCTek@aol.com;
 Harry Staubs, (310) 830-9128, h.l.staub@ieee.org

LAACN 2001 OFFICERS – As of January, 2001. Congratulations to the new team.

Chairman – Bob Gauger, (949) 559-9948, r.gauger@ieee.org
Vice Chairman – Ralph Hileman, (909) 780-3947, r.hileman@ieee.org
Secretary – Pete Schultz, (310) 378-6905, p.r.schultz@ieee.org
Treasurer – Barry Todd, (909) 735-1761, b.todd@ieee.org

OTHER CONTACTS –

OCCN Webmaster – Dr. Kenn Leland, (714) 871-3386, k.leland@ieee.org
Consulting Opportunities Bulletins – John McCrickerd, (714) 556-6164, jmccrickerd@mindspring.com
LAACN Affiliation Arrangements - Kip Haggerty, (310) 607-9609, k.haggerty@ieee.org



[The Orange County IEEE Consultants' Network](#)

About OCCN	Do you need a Consultant?	How to find a Consultant?	Are you a consultant?	Newsletter/ Calender	Member List	Where are the meetings?	Officers/ Contacts
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OCCN Monthly Meeting

January 13, 2001

(2nd Saturday)

When: 9:30 a.m. to 3:00 p.m. (break for lunch)

Topic: Exploring collaborative operations of the LA and OC area consultants networks

Location: **California State University, Fullerton**

Engineering Building E --Room 321

Free parking on Saturdays--Park in Lot E West.

After 30 min of networking, the meeting proper begins at 10 AM. The usual OCCN Board meeting will begin at 12:30 PM, at a local restaurant. This activity may be pivotal to the future of a strong OC Consultants Network and all members are encouraged to attend. The constructive ideas of all members are sought, both prior to and during the meeting. Please contact your Network Chairman with your suggestions.

The tentative agenda follows:

1. Brief Status Review of LAACN and OCCN Organizations.
2. Definition of Possible Joint OCCN/LAACN Activities, such as:
 - Joint Newsletters (Distributed by e-mail or the Web).
 - Joint Referral Process Revisions.

- Joint Mailing Lists.
 - Further Coordination/Linking of Web Sites.
 - Combination of Membership Lists & Directories; Connection to AICN
 - Directory.
 - Structure, Location(s), and Arrangements for Joint LAACN/OCCN
 - Meetings - Will our members journey across county lines?
 - Definition of Joint Marketing Efforts (Publicity, Web sites, etc.)
 - Other.
3. Review LAACN/ OCCN Merger Options.
 4. Recruit Candidates for LAACN Officer Positions.
 5. Joint Activities with Other Organizations.
 - Joint dinner meeting with IEEE Orange County Computer Society (2/26).
 - Other Possibilities.
 6. Definition of Action Items.

February Joint Meeting With OCCS

MICROSOFT.NET

What Does This Mean for Developers and Users?"

We have all read or heard of a new MICROSOFT.NET focus for the future, but what is this, and how will it help us? Mr. David T. Jones will address this Microsoft.net concept which is purported to extend our ideas of both the Internet and the operating system, by making the Internet itself as the basis of a new operating system. Such a concept may transcend device boundaries to fully harness the connectivity of the Internet. Mr. Jones is a fifteen year veteran of client/Server Computer industry and is responsible for promoting these concepts to Southern California Corporations for Microsoft. This meeting will be held jointly with the OC Computer Society on Monday, February 26, 2001, at the Wyndham Hotel in Costa Mesa. Please note the differences in date, time, format and location relative to our more traditional Saturday programs at CSUF.

CHAIRMAN'S NOTES

This is the first in a series of columns planned for the monthly newsletter. Now that the new year has arrived, two new opportunities present themselves to the OCCN. First, we are striving to add more programs of enhanced technical, business and news content. Some of these programs will be presented jointly with other local technical groups. Second, we are more seriously examining new ways to strengthen the OCCN and other IEEE consultants' networks in Southern California by conducting joint activities with the LA Area Consultants Network in the immediate future. As far as the new meeting structure is concerned, an initial event is scheduled for February 26. On this Monday night the OCCN and the IEEE Orange County Computer Society (OCCS) are jointly sponsoring a presentation by Mr. David Jones of the Microsoft Corporation ([see above](#)). We expect that this joint meeting format will attract a larger and more diverse audience than our normal meetings on Saturday at CSUF. We plan for additional joint meetings like this one with other groups and eagerly solicit suggestions and assistance in arrangements for such events from OCCN membership and others. Please contact me or any other OCCN Board member to provide inputs and participate in this process.

As far as joint activities with the LAACN are concerned, a need for new LAACN officers has spurred our efforts for collaboration. In addition to a search for volunteers to serve as LAACN officers, several other areas for cooperative efforts by LAACN and OCCN are under serious consideration. Among them are joint meetings, marketing efforts, referral sharing, combined publications, joint mailing lists, further coordination and linking of web sites, etc. This situation provides both networks with unusual opportunities for new and more robust activities. The success of such activities needs the support from a large fraction of the membership of both organizations. In order to capitalize on this opportunity, a joint meeting of the LAACN and OCCN has been planned for the January meeting. The majority of this meeting will be devoted to defining and implementing cooperative efforts between OCCN and LAACN of the type mentioned above. [This meeting](#) will be open to all members of the LAACN and OCCN, and, all members are encouraged to participate. Your inputs for making this collaboration successful are sought, both before and during the meeting. Please contact me or other members of the OCCN Board with questions and inputs.

Pete Schultz,

Chairman, Orange County IEEE Consultants' Network

phone: 310-378-6905

fax: 310-378-1543

email: p.r.schultz@ieee.org

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