The Orange County

INDEPENDENT

Vol. 6, No. 12 *Voice of the Orange County IEEE Consultants' Network (OCCN)* *December 1998*

We are sad to announce the passing of our friend and colleague, Ed Carl.

Mr. Carl was the founding Chair of the Orange County IEEE Consultants' Network. He was active in the IEEE OC Section, Orange County Engineering Council, and IUSD Science Alliance, and a Fellow of The Institute for The Advancement of Engineering. He attended the University of California, Berkeley, and Cal Poly, Pomona.

He is survived by his wife, Marilyn, and his three children.

IN THIS ISSUE

In Memoriam 1
Meeting Calendar 1, 2, 6
Edward Carl - A Retrospective 3
Toastmasters WG 3
Candidates' Statements 4, 5
Editor's Message 6
How To Join 6
Map / Directions 7

THIS MONTH'S MEETINGS:

7, 14, 21 and 28 December, 1998 **(Now Meeting Every Mon.)**

OCCN TOASTMASTERS WORKING GROUP
When: Dinner: 6:00 p.m.; Program: 7:00 p.m. (See article, page 3.)
Where: Hof's Hut, 18850 Douglas Drive, Irvine
Contact: Bill Kwok - (626) 448-1633 - kwoklp@aol.com

19 December, 1998 (Sat.)

✦ OCCN GENERAL MEETING ✦

Purpose: Networking. Exchange Leads & Needs. Announcements. Case Studies.
When: 9:30 a.m. to 12:15 p.m.
Where: UCI Engineering Gateway Bldg. (321) - Room 3311
Notes: Bring business cards, brochures, promotional materials. Lunch delivery available.
Contact: Ralph Hileman - (909) 780-3947 - r.hileman@ieee.org

OCCN CONSULTANT OPERATIONS INFORMATION WG
Topic: Review of Web Site Status and Plans for All Members' Web Pages
When: 1:30 to 3:00 p.m.
Where: UCI Engineering Gateway Bldg. (321) - Room 3311
Contact: Ralph Hileman - (909) 780-3947 - r.hileman@ieee.org

December Meetings Canceled . . .

Will Resume Regular Schedule in January '99

OCCN Y2K WORKING GROUP
Purpose: Year 2000 Problems
When: 9:30 a.m. to 12:00 noon
Where: UCI Engineering Gateway Bldg. (321) - Room 3311
Contact: Gayn Winters - (714) 532-6776

OCCN BUSINESS DEVELOPMENT WORKING GROUP (BD-WG)
When: 1:30 to 3:00 p.m.
Where: UCI Engineering Gateway Bldg. (321) - Room 3311
Contact: Ron Oglevie - (714) 526-6642 - ronoglevie@aol.com

Continued on page 2

Need help in finding the right consultant?
Call the OCCN Helpline (714) 556-6164.
Ask for John.

OFFICERS

Ralph Hileman, *Chair*
Hileman & Associates
14176 Grande Vista Avenue
Perris, CA 92570-8820
(909) 780-3947 (Voice/Fax)
r.hileman@ieee.org

Vice-Chair - Vacant
(Due to Ed Carl's Passing)

Pete Schultz, Ph.D., *Secretary*
Peter R. Schultz, Ph.D.
1204 Via Landeta
Palos Verdes Estates, CA 90274-1914
(310) 378-6905 ✦ 378-1543 (Fax)
p.r.schultz@ieee.org

Randy Norris, *Treasurer*
NORgate Engineering & Assoc.
18194 Aztec Court
Fountain Valley, CA 92708-6804
(714) 968-4433
NorrisNor@aol.com

Michael R. Morehouse,
Representative-at-Large
Quality Control Technologys
18001 Irvine Blvd.
Tustin, CA 92780
(714) 573-2278 ✦ 320-5089 (Pgr)

Harry L. Staubs,
Representative-at-Large
Staubs Business Services
23320 S. Vermont Ave.
Torrance, CA 90502
(310) 830-9128
Harry_L_Staubs@lamg.com

Ron Taggart, *Editor*
A. R. Taggart, P.E.
17 Tiara
Irvine, CA 92614-7310
(949) 852-9144 ✦ 852-1107 (Fax)
a.r.taggart@ieee.org

Web Site Address:
http://www.occn.org/
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DISCLAIMER

The discussion herein of any legal issues is presented as educational material only. Neither the IEEE nor the Orange County IEEE Consultants' Network (OCCN) take responsibility for any statements made in this publication regarding applicability to existing laws. All such statements are opinions of the writers and any actions taken after reading these opinions should be reviewed with your attorney or other legal advisor.

THE ORANGE COUNTY INDEPENDENT

Formal publication of the ***Orange County IEEE Consultants' Network (OCCN)***. Circulation: 450

Editor: Ron Taggart **Ass't. Editor:** Jean Taggart

The Orange County Independent is published monthly by volunteers of the Orange County IEEE Consultants Network (OCCN) for members and prospective members. The network offers activities for **all engineering consultants** in the Orange County area, regardless of IEEE membership. The meetings are free.

Printing Provided by: **Dennis Graphics Service**, Irvine (949) 552-7489

More Networking Meetings . . .

*Tell them you heard about their meeting in **The Orange County Independent**.*

15 December, 1998 (Tues.)

O.C. Venture Group
Topic: Holiday Breakfast - Members Only
Where: University Club, University of California, Irvine
Contact: Renee Wagner - (949) 859-3646 x105;
http://www.ocvg.org - OCVG1@aol.com

16 December, 1998 (Wed.)

O.C. Java User Group
Topic: IBM
When: 6:30 p.m.
Where: Boeing Space Ctr, Bld. 28, 5241 Bolsa Ave., Huntington Bch.
Info: Free membership; free meetings; http://www.ocjug.org
Mike Currie - Kidma1@earthlink.net

21 December, 1998 (Mon.)

Forensic Consultants Association - O.C.
Topic: Christmas Party
Contact: Norma - (949) 640-9903;
http://www.fornesic.org/Calendar.htm

No December Meetings . . .

American Institute of Chemical Engineers
Contact: Munchang@ix.netcom.com

Association of Professional Consultants
Contact: C. Bayhi - (949) 367-9194

IEEE Computer Society
Info: http://www.ieee-occs.org

Coming in January 1999 . . .

12 January, 1999 (Tues.)

Caltech/MIT Enterprise Forum
Topic: "Funding Your Venture: An Entrepreneurs' Viewpoint"
Info: (626) 395-3916; entfor@cco.caltech.edu;
http://www.caltech.edu/~entforum/current.htm

Continued on page 6

EDWARD D. CARL
- A Retrospective

In Memory of A Colleague No Longer With Us

For more than 30 years, Ed Carl had been a Systems Engineer specializing in technical, project and business management of computerized systems - from micros to mainframes. He spent the last 18 years as an Engineering Consultant.

Equally at home with both hardware and software, he had expertise in business, industrial, aerospace, and military systems working for such companies as Autonetics, Logicon, TRW, and Ford Aerospace.

Ed's ability to quickly grasp the "big picture" and then focus in on real problem areas made him a valuable consultant to such companies as Boeing, Honeywell, Hughes, Leach, Northrop, Rockwell, and many smaller companies.

In 1993, he co-founded the Orange County IEEE Consultants' Network (OCCN) as part of a nationwide initiative of the Institute of Electrical and Electronics Engineers (IEEE). Serving as Chair in 1997, his vision and leadership propelled the OCCN to become the largest and most active IEEE consultants' network in the country. The OCCN is open to consulting engineers and firms in ALL engineering fields. It is based on the principle that "networking, the sharing of ideas, experiences, referrals, resources, and extra workload, are all good for business".

The current members of OCCN hope to make the group itself a lasting legacy of Ed's tireless efforts. He recently started and led the Toastmasters Working Group, of OCCN, which has just begun to flourish.

Ed was 1998 Vice Chair of the OCCN, and was active in the Orange County IEEE Section, Orange County Engineering Council (OCEC), and Irvine Unified School District Science Alliance. He was also a Fellow of the Institute for the Advancement of Engineering. In addition to IEEE, he was also a member of the AIAA. Recently, he was honored with the President's Award by OCEC. He attended the University of California, Berkeley and Cal Poly, Pomona.

He died in his room November 17th of apparent heart failure. He was only 52. Ed is survived by his wife, Marilyn, and three children.

He will be sorely missed by them, and by all his friends and colleagues at OCCN and in IEEE. Undoubtedly there will not be another like Ed Carl.

[Editor's Note: Many of us who knew him and worked with him benefitted from Ed's tireless efforts in our behalf. Thanks, and so long, Ed.]

TOASTMASTERS' WORKING GROUP

We have seen a lot of improvement and progress on the meetings of Toastmasters Work Group (TMWG) over the last few months. However, the death of Ed Carl, our president, a few weeks ago has been a great loss to us because without Ed, the TMWG will not achieve as much.

Ed was instrumental in organizing and bringing the TMWG together. He had devoted a lot of energy in the last few months of his life to develop the TMWG to its present state. He provided guidance and experience in building the TMWG from just a mere concept. He promoted the TMWG to not just engineers, but also to other professions. By using his interpersonal skills, he attracted different people to join the TMWG. He laid a solid foundation for the future growth of TMWG. He envisioned the TMWG to be one of the finest groups in Orange County. He was eager to help each one who came to a meeting. He was persistent in pursuing the goals of TMWG. He provided leadership to the TMWG.

As a friend, I received numerous bits of advice and learned a lot from Ed. I remember the time he shared his experience and life with me in the early stage of forming the TMWG, when there were only a handful of people attending a meeting. He constantly encouraged me to be persistent in whatever I wanted to pursue. He inspired me to dream of wonderful things. Indeed he was my teacher. I wish that he rests in peace. Although he has left us, his character, teaching and spirit should remain within our hearts and we should continue his mission.

The TMWG is now meeting every Monday at 6:45 PM at Hof's Hut near by John Wayne Airport. Everyone is welcomed and encouraged to join. For further details please contact Bill Kwok at (626) 448-1633 (evenings) or e-mail at kwoklp@aol.com.

— *Bill Kwok*

OCCN Eligible Members

(Dues current as of Election)

Exercise your Voting Rights!

CANDIDATES' STATEMENTS

The following candidates' statements were received in time to be included with the publication of this issue of the Independent. Additional discussion may be available at the December 19th General Meeting. Ballots have been included in the newsletters mailed to paid-up members who have been receiving hardcopies. The remainder will be sent by e-mail to eligible voters. Ballots must be in the hands of the Teller Committee at the end of the December 19th General Meeting. Follow instructions on your ballot. Delivery can be by postal mail, by e-mail, or hand delivery.

CANDIDATE FOR CHAIR:

Ralph Hileman (Incumbent) - Many of us have been very busy this past year. Some are out of town and can't make it to meetings. Others feel they are too busy to network. (That's usually a red flag that reduces FUTURE business.) The community workplace Downsizing and Right Sizing and Re-Engineering has created some turmoil that makes wonderful opportunities for senior people who are so valuable that they are given offers out of consulting into "permanent" (if there is such a thing) positions that are hard to refuse. So our membership is much lower now. We will greatly miss Ed Carl's enthusiasm and encouragement for new people. We need each of you to take a leaf from Ed's book and bring one friend with you to the monthly networking meetings.

Most of you have an e-mail address now. This was a struggle during the year. Now we will want to stress the creation and/or updating of your web page on the OCCN web site. Our members-only section has just been revised with site security, so we need to focus on getting everybody updated and expanded on the advertising part of the web site to get maximum advantage of this tool for exposure of our talents.

You are encouraged to stay after the regular meeting (or tell one of the officers if you can't stay) on the third Saturday and tell the board what you feel your priorities are and what new ideas you have for success of the group.

Remember, most people get out of a group what they put in, so join the networking sessions, the special interest groups (Y2K, Business Development, and the updated Web Page Assistance group that will re-start next year).

Thanks for contributing to the energy of this network and thanks for your vote.

CANDIDATES FOR VICE CHAIR:

Gordon Dingle - No statement submitted.

Wes Masenten - I am the President/Owner of my own consulting company, Masenten and Associates. If elected as Vice-Chair of the Orange County IEEE Consulting Network, I will continue to advocate the growth of consulting opportunities within the engineering community.

CANDIDATE FOR TREASURER:

Dave Hench - I believe in giving something back to the profession by working in professional organizations. Over the years I have served in numerous offices including Chair of the Orange County Computer Society, the Los Angeles Council, the Orange County Section, and the Orange County Signal Processing Society. I was a founding member of OCCN and have promised to eventually serve as an officer when the press of other commitments would allow. I am now willing to serve if you want me.

CANDIDATES FOR SECRETARY:

Jerry Raskin - I can read and write. I will do my best if you elect me as Secretary.

Ron Taggart - I have been OCCN Secretary (1997) and then Newsletter Editor (1998). I bring that and other professional level and volunteer group experience to the office. Been there. Done That. Will do it even better this time!

CANDIDATE FOR EDITOR:

Noreen Norris - My involvement in the Orange County IEEE first began with the OCCN and I served as Associate Editor of the newsletter 1997. It is with some hesitation that I seek the nomination and election to this position, as I know the time crunches and tensions that go with this position; but it is also important to ensure that all our members are informed of OCCN activities and issues.

As Editor (and after reviewing what has happened the previous year), I would like begin:

- Make recommendations to the Board on the newsletter (online and hardcopy).
- Set up a project schedule: to plan the main topic for each issue for the year, due dates

- Form an ad hoc editorial board to create written procedures for submissions, and share in the operations and content decisions.

I understand that there is more work (HTML, PDF-Adobe, as well as printing hardcopy) but I look forward to these new challenges. I would also like to form an editorial board and will be looking for volunteers.

My qualifications are that I have done editing for a number of years in the University of California system. This coupled with my BA in English and Urban Studies and a Masters in Public Administration (MPA) have given me the writing and organizing skills necessary to deal with the administrative and management aspects of this position. But, my job experiences coupled with learned skills (including desktop publishing and project management) give me more depth in the operations aspects - online editing, etc. If elected, I will do my best to have a quality publication with added content for Consultants and Support Services in the IEEE-OCCN.

CANDIDATES FOR REPRESENTATIVE-AT-LARGE:

Ben De - I have been active in telecommunications consulting for 10 years with my company Kalimata, Inc. I have also been active with other local IEEE organizations. I will be pleased to serve you, should you elect me.

John Fageol - Rarely get to meetings, as Saturday is always a work day. 28 years in aerospace, largely data engineering. Believe in OCCN and am able to work behind the scenes to make the organization work better in response to the needs of the members.

Michael Morehouse (Incumbent) - Well, it's time for the OCCN membership to vote for their OCCN Board representatives for 1999. As a "Member At Large" on the present Board, one has to look at our accomplishments for the past year. If the membership feels that the Board Membership performed as we declared last November, then I am ready to perform as needed activities as described in the IEEE OCCN's Charter.

In view of the encountered problems surrounding the Board and its activities, one needs to re-evaluate our achievements and goals.

Randy Norris - If elected Representative-At-Large, I will do my best to represent OCCN at large.

Harry Staubs (Incumbent) - As a candidate for an OCCN Representative-at-Large position, I welcome your vote for me!

As the duties of this position are not predefined, I will help the Network to achieve its goals and objectives wherever help is needed. A few areas where I believe help is needed are:

- Promotion to grow our membership. Promotion to help us get new clients. We need a Promotion Plan.
- We need a Consultants' Workshop.
- We could reactivate the Entrepreneurs Network meetings.
- We need a Consultants' Client Newsletter.
- Our Brochure could be improved.

I will try to help do these things, if I am elected.

More regarding Promotion: This was a great objective of Ed Carl's. He helped make us the largest network in the country, but we are shrinking. Help is needed in this area from each of our members as well. In the past year, I have passed out many newsletters, name cards and brochures. I could have done more! I will strive to do more. We need to make the Network and its capabilities better known throughout the Engineering and Business Community.

I am actively involved in the Engineering Community and promote OCCN whenever possible. I am active with the Orange County Engineering Council (OCEC), the Institute for the Advancement of Engineering (IAE), the Los Angeles Council of Engineers & Scientists (LACES), the IEEE Los Angeles Consultants' Network (LACN) and the American Institute of Aeronautics and Astronautics (AIAA). In the AIAA Orange County Section, I manage the Space Shuttle Get-Away-Special (GAS) Project and I Co-Chair the AIAA California Synergistic Acquisition Technology-Transfer (CALSAT) Project

Thanks for your Vote!

OCCN WISHES YOU AND YOURS

HAPPY HOLIDAYS

EDITOR'S COMMENTS

This past year the editorial staff (the Taggarts) has managed to realize several of our original objectives. We've held the professional appearance of the Independent, which is necessary to properly represent us all. Nothing less will do.

We have expanded the number of organizations represented in our meeting calendars, with the excellent cooperation we got from each of those groups. We also have expanded the schedules, where possible, into the coming months.

We have converted the bulk of our newsletter delivery over to modern electronic means by sending the Independent as a PDF attachment to e-mail. This has reduced OCCN expenses without decreasing the scope of our outreach. In fact, the same delivery process can be expanded many times over at no additional expense. We wish we had done this at the beginning of the year!

To achieve these, we needed and received the cooperation of the OCCN Board and almost all of you. For that, we thank you. There still are a surprising number of you getting the Independent who do not have professional quality e-mail. Seems to me that is like trying to be in business without a telephone!

What didn't we accomplish? We had hoped we'd be able to feature a lot of interesting articles about and by our members. Can you believe that nobody was interested in free promotions?

Jean and I would like to thank all those who cooperated with us this past year. Please be as considerate of the new editorial staff for the coming year.

Try as we did, we couldn't get the time and expenses spent down to zero. Must be a law of nature! **;-)**

— Ron Taggart, Editor

More Networking Meetings . . .

Continued from page 2

Coming in January 1999 . . .

13 January, 1999 (Wed.)

INCOSE-LA Sponsored Tutorial

Topic: "Systems Engineering Capability Model"
Speakers: Kerinia Cusick & Ilene Minnich, SECAT, LLC.
When: 8:00 a.m. - 5:00 p.m.
Where: Manhattan Beach Marriott Hotel, 1400 Parkview Ave., Manhattan Beach
Cost: Members: $95; Nonmembers: $115 - by Jan 7th
Add $20 to each category after Jan. 7th.
Contact: James van Gaasbeek - (562) 948-7482 or
e-mail: vangaja@mail.northgrum.com

26-28 January, 1999 (Tues.-Thurs.)

Pacific Design Engineering Exposition

When: All Day
Where: Anaheim Convention Center, Anaheim
Co-located with Medical Design & Mfg., West
Cost: Free before Dec 11, 1998; $45 thereafter
(Seminars extra)
Contact: Info: http://www.devicelink.com/cgi/promote?code=pac99
Regis. Form: http://www.devicelink.com/cgi/promote?code=pac99reg

29 January, 1999 (Fri.)

So. Calif. Software Process Improvement Network (SPIN)

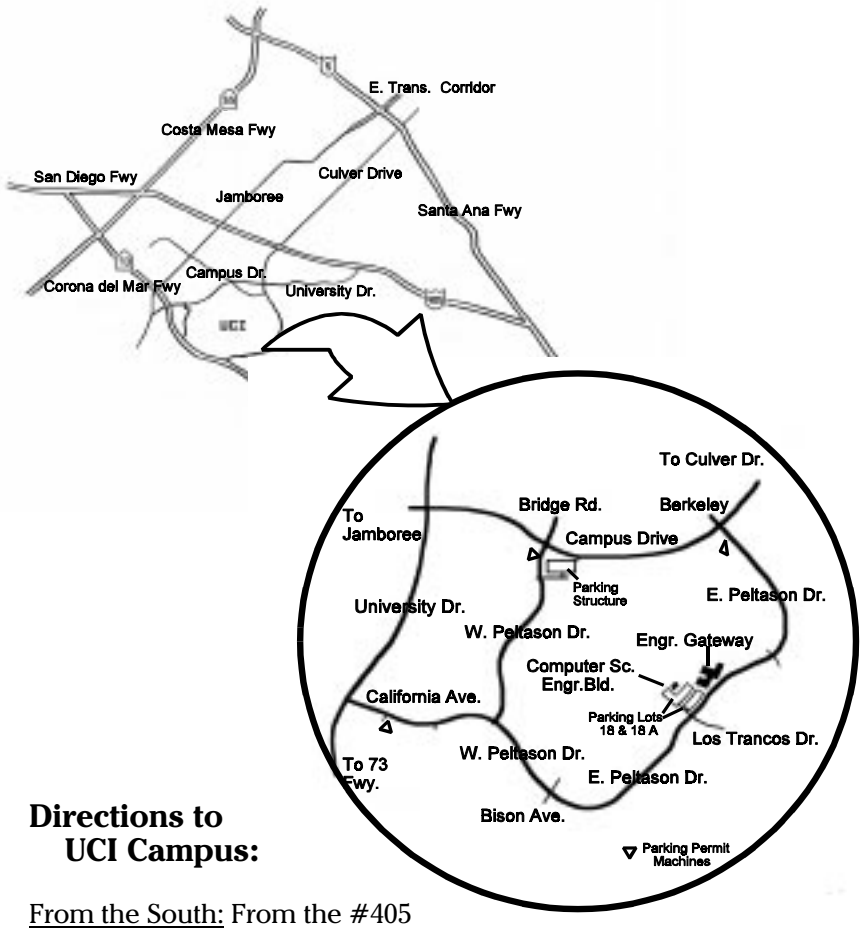
Topic: TBA
When: 9:00 a.m. to 12:00 noon
Where: Univ. of Calif., Irvine. Check for details.
Notes: Cost: $15 plus $4 parking for non-IRUS sponsors
Contact: Debra Brodbeck - brodbeck@ics.uci.edu; (949) 824-2260
http://www.ics.uci.edu/IRUS/spin/flyers/99/jan99.html

See: http://www.occn.org/meetings.html for a full page downloadable/printable file containing a map. For a more detailed map of the complex around the Engineering Gateway building and the parking lots, refer to http://www.ics.uci.edu/~wwwoffic/maps/icszoom.html.

HOW TO JOIN THE OCCN

To become a member of OCCN for one full year, come to any meeting or contact any officer (see listing above). You will need to submit a check, payable to OCCN, for $95 with your completed application for full "Consulting" membership. This entitles you to participate in OCCN promotional activities, such as name and specialty directory listing on our home page, in our brochures, etc., with a vote on specific promotional activities. You must have the following to qualify: a private practice consultancy with a formal business name, licenses, business-like phone and active e-mail address. If you don't qualify at that level, you can become an "Associate" member for $45. You will not be listed in OCCN promotional materials but will be listed in our membership at the associate level, and will be able to participate in all other activities.

JOIN NOW AND GROW WITH OCCN!



Directions to UCI Campus:

From the South: From the #405 freeway, turn left on Culver Dr., then right on Campus Dr. Turn left on East Peltason (formerly Berkeley) and locate the parking permit machine on the immediate right. (All day parking costs $3.00.*) Continue along East Peltason just past the Engineering Gateway Bldg. Turn right on Los Trancos (also the turn-off to the Faculty Center) into parking lots 18 and 18A. Park in non-reserved slots nearest meeting building. See map above.

From the North & East: From the #405 or #55 freeways, transition to the new southbound #73 freeway (will exit before the toll zone). Turn off at University and go left 1/4 mile toward UCI. Turn right at California Ave. and locate the parking permit machine on the right. (All day parking costs $3.00.*) Continue past the Bison intersection and turn left on Los Trancos (1st stop past the Bison signal) into parking lots 18 and 18A. If you pass the Engineering Gateway Bldg., you have gone too far. Locate the meeting room per the directions in the paragraph below and then park in non-reserved slots nearest meeting building. See map above.

The **General Meetings and Consultant Operations Information WG meetings (3rd Sat.)** and **Y2K WG and Business Development WG (4th Sat.)** meetings are held in the Engineering Gateway Bldg. (321). Enter stairwell from parking lot and go up one flight to Room 3311. See map above.

* If you do not have exact change for parking, proceed to the parking structure just off Campus Dr. at West Peltason Dr. and Pereira Dr. to purchase permit from attendant. A detailed campus map is available.

FOR FURTHER INFO:

To join the *Institute for Electrical and Electronics Engineers (IEEE)* or request information on their many benefits,
call: (800) 678-IEEE (4333) or
visit: "ftp://ftp.ieee.org"
"http://www.ieee.org"

For info on obtaining an IEEE "alias" e-mail addresses (IEEE members only), send a dummy message to:
"Alias-processor@ieee.org"
-or-
visit http://www.ieee.org/eleccomm/

To refer a consulting opportunity, call one or more of the following Hotlines:

OC: occn@ieee.org or
John McCrickerd - (714) 556-6164
Jmccrickerd@mindspring.com
Los Angeles: (213) 243-8583
National: (202) 785-0017
w.anderson@ieee.org

To contact other IEEE Organizations:

Alliance of IEEE Consultants Networks (AICN)
http://www.ieee.org/consultants/
Bob Gauger - (949) 559-9148
r.gauger@ieee.org
Bill Anderson (Staff) - (202) 785-0017
w.anderson@ieee.org
IEEE Network for Entrepreneurs
Nick Smith - (714) 978-3719
IEEE - Orange County Section
Pierre Perra - (714) 848-2882
p.perra@ieee.org
David Cheng (PACE) - (714) 773-3734
dcheng@fullerton.edu
Los Angeles Area Consultants' Network
http://www.laacn.org
Kip Haggerty - (310) 679-2440
k.haggerty@ieee.org
San Diego Consultants' Network
John Parry - (619) 941-3738
j.parry@ieee.org

To contact the following OCCN functions:

Business Development Working Group
Ron Oglevie - (714) 526-6642
Ronoglevie@aol.com
IEEE O.C. Section Liaison
Vacant
Internet Working Group
Steve Maher - (949) 859-7475
RMProInc@aol.com
Marketing Working Group
Vacant
O.C. Engineering Council
Vacant
WebMaster
Kenn Leland - (714) 871-3386
k.leland@ieee.org

Web: http://www.occn.org/

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The Orange County

INDEPENDENT

Vol. 6, No. 11 *Voice of the Orange County IEEE Consultants' Network (OCCN)* *November 1998*

Chairman's Message

I trust you all made it past Halloween and are getting ready for Thanksgiving. After our morning Networking meeting on the 21st, we will have not one, but two special guests for the afternoon session. This program will feature two speakers who are customers for consultants, one with immediate needs.

One speaker will be John Chavez, from the San Diego Manufacturing Extension Center. John presided over the booth that SANMEC had in San Diego recently and we talked about his needs for technical consultants and our group of technical consultants who can solve problems like he has. John will tell us about his organization and how we can help each other.

The other speaker is Vytas Pazemenas, an OCCN member with the Aubrey Group concerned with Medical Technology Management. Vytas has been a consultant and now hires consultants from time to time, so he can tell us how the world looks from both sides of the equation.

Since the 4th Saturdays of November and December fall very close to Thanksgiving and Christmas, we are suspending the Special Interest Group on the Year 2000 Opportunity (we never say "problem") until January. Last week when I was in Washington DC, I talked with a person on the Presidents Y2K czar's....

Continued on page 7

IN THIS ISSUE

Chairman's Message 1
Meeting Calendar 1, 2, 6
The Y2K Countdown - is ON 3
Toastmasters WG 4
Call for Candidates 4
UCI Electronics Consortium 4
Officer Duties / Other Functions 4, 5
Editor's Message 6
How to Join 6

THIS MONTH'S MEETINGS:

9, 16, 23 and 30 November, 1998 **(Now Meeting Every Mon.)**

OCCN TOASTMASTERS WORKING GROUP
When: Dinner: 6:00 p.m.; Program: 7:00 p.m. (See article, page 4.)
Where: Hof's Hut, 18850 Douglas Drive, Irvine
Contact: Ed Carl - (714) 504-1239 - e.carl@ieee.org

14 November, 1998 (Sat.)

IEEE LA/OC CONSULTANTS' NETWORKS - SPECIAL Y2K MEETING
Topic: "The Y2K Countdown - is ON - The Development and Implementation of Y2K Strategies"
When: Reg: 8:15 a.m.; Social: 8:40; Breakfast: 9:00; Presentations: 9:30-11:00 and 12:00 - 2:15 p.m.; Luncheon: 11:00-12:00.
Where: Luminarias Restaurant, 3500 Ramona Blvd, Monterey Park
Cost: Members of joint sponsoring societies: $5; non-members: $10 Students: free. Late registration after 11/11/98: add $7 to each
Notes: See article, page 3.
Contact: Larry Dalton - (213) 367-0802; or l.dalton@ieee.org

21 November, 1998 (Sat.)

✦ OCCN GENERAL MEETING ✦

Purpose: Networking. Exchange Leads & Needs. Announcements. Case Studies.
When: 9:30 a.m. to 12:15 p.m.
Where: UCI Engineering Gateway Bldg. (321) - Room 3311
Notes: Bring business cards, brochures, promotional materials. Lunch delivery available.
Contact: Ralph Hileman - (909) 780-3947 - r.hileman@ieee.org

OCCN CONSULTANT OPERATIONS INFORMATION WG
Speakers John Chavez, San Diego Manufacturing Extension Center; Vytas Pazemenas, Aubrey Group - Medical Tech. Mgmt.
When: 1:30 to 3:00 p.m.
Where: UCI Engineering Gateway Bldg. (321) - Room 3311
Notes: See Chairman's Message, this page.
Contact: Ralph Hileman - (909) 780-3947 - r.hileman@ieee.org

November Meetings Canceled . . .

OCCN Y2K WORKING GROUP

OCCN BUSINESS DEVELOPMENT WORKING GROUP (BD-WG)

Continued on page 2

Need help in finding the right consultant?
Call the OCCN Helpline (714) 556-6164.
Ask for John.

OFFICERS

Ralph Hileman, *Chair*
Hileman & Associates
14176 Grande Vista Avenue
Perris, CA 92570-8820
(909) 780-3947 (Voice/Fax)
r.hileman@ieee.org

Ed Carl, *Vice-Chair*
Micromatic Control Corp.
P.O. Box 50400
Irvine, CA 92619-0400
(949) 552-1244
e.carl@ieee.org

Pete Schultz, Ph.D., *Secretary*
Peter R. Schultz, Ph.D.
1204 Via Landeta
Palos Verdes Estates, CA 90274-1914
(310) 378-6905 ✦ 378-1543 (Fax)
p.r.schultz@ieee.org

Randy Norris, *Treasurer*
NORgate Engineering & Assoc.
18194 Aztec Court
Fountain Valley, CA 92708-6804
(714) 968-4433
NorrisNor@aol.com

Michael R. Morehouse,
Representative-at-Large
Quality Control Technologys
18001 Irvine Blvd.
Tustin, CA 92780
(714) 573-2278 ✦ 320-5089 (Pgr)

Harry L. Staubs,
Representative-at-Large
Staubs Business Services
23320 S. Vermont Ave.
Torrance, CA 90502
(310) 830-9128
Harry_L_Staubs@lamg.com

Ron Taggart, *Editor*
A. R. Taggart, P.E.
17 Tiara
Irvine, CA 92614-7310
(949) 852-9144 ✦ 852-1107 (Fax)
a.r.taggart@ieee.org

Web Site Address:
http://www.occn.org/
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THE ORANGE COUNTY INDEPENDENT
Formal publication of the ***Orange County IEEE Consultants' Network (OCCN)***. Circulation: 450

Editor: Ron Taggart **Ass't. Editor:** Jean Taggart

The Orange County Independent is published monthly by volunteers of the Orange County IEEE Consultants Network (OCCN) for members and prospective members. The network offers activities for **all engineering consultants** in the Orange County area, regardless of IEEE membership. The meetings are free.

Printing Provided by: **Dennis Graphics Service**, Irvine (949) 552-7489

More Networking Meetings . . .

*Tell them you heard about their meeting in **The Orange County Independent**.*

13 November, 1998 (Fri.)

ASME Small Business Forum (One Day Workshop)

Topic: "Where Technology Meets Business"
When: 9:00 a.m.-5:00 p.m.
Where: Anaheim Marriot Hotel, 700 W. Convention Way, Anaheim
Info: ASME International (800) 843-2763
e-mail: guerrag@asme.org
http://www.asme.org/smallbiz

Inventors Forum

Topic: "Putting It All Together from Idea to Profit"
When: Registration: 7:30 p.m.; Seminar: 8:00 - 10:00 p.m.
Where: Orange Coast College, Science Lecture Hall, 2701 Fairview Rd., Costa Mesa
Notes: Cost: Members $5; nonmembers $15
Contact: (714) 253-0952; Fax: (714) 253-0951

14 November, 1998 (Sat.)

Caltech/MIT Enterprise Forum

Topic: "The Coming Convergence of Computers, Hollywood, Telephony and Cable TV: How Entrepreneurs Can Profit"
When: Registration/Continental Breakfast: 7:45 a.m. - Baxter Hall
Program - 8:30 a.m. - 12:00 p.m. - Baxter Lecture Hall
Where: California Institute of Technology, Pasadena
Costs: $35 per person ($10 for students)
Info: (626) 395-3916; entfor@cco.caltech.edu;
http://www.caltech.edu/~entforum/current.htm

18 November, 1998 (Wed.)

O.C. Java User Group

Topic: Microsoft
When: 6:30 p.m.
Where: Boeing Space Ctr, Bld. 28, 5241 Bolsa Ave., Huntington Bch.
Info: Free membership; free meetings; http://www.ocjug.org
Mike Currie - Kidma1@earthlink.net

19 November, 1998 (Thurs.)

Association of Professional Consultants

Topics: "Helping Your Clients Survive The Y2K Crisis" - Jim Kelton describes how this is a business problem, not just a technical one.
When: Monthly meeting - 6:00 p.m.
Where: O.C. Airport Hilton, 18800 MacArthur Blvd., Irvine
Costs: Monthly Meeting - $30 (Guests: Reservation Required)
Contact: C. Bayhi - (949) 367-9194; Reservations: (714) 675-9222

Continued on page 6

"The Y2K Countdown - is ON"

The Development and Implementation of Y2K Strategies

*The Orange County and the Los Angeles Area Consultants Networks'
The Nuclear & Plasma Society LAC Chapter,
The LAC Engineering Management/Education/Professional Communication, LAC Joint Chapter,
(Special invitation to the Orange County members of the Engineering Management Society
and the IEEE Social Implications of Technology Society LAC Chapter,
plus the IEEE Instrumentation & Measurements/Industrial Electronics Joint LAC Chapter)

On Saturday, November 14, 1998, IEEE* will host a panel of four expert speakers on various aspects and experience on Y2K. The speakers are:

Gayn B. Winters, Ph.D. and President Bristol Systems Inc.
Bill DeHaan, an Engineering Specialist for The Aerospace Corporation in El Segundo, CA
Murray E. Jennex, Ph.D., P.E. and Year 2000 Project Physical Asset Manager for So. Calif. Edison
Randy Norris, of NORgate Engineering & Associates

The panel of speakers will cover a range of Y2K technical and experiences of interest to those that need to deal with or be knowledgeable in these areas. An overview of the use of using a Logic Analyzer as a means of determining whether an embedded processor is functioning as intended. And will demonstrate methodology of a testing application using an analyzer for a specific chipset used in imbedded systems. Another will cover a technical presentation on "Year 2000 Problems in Embedded Systems". Embedded microprocessors and Programmable Logic Controllers (PLCs) are found in valves, switches, control systems, security systems, etc. There are hundreds of millions of such "embedded systems", and they represent a significant portion of the world's Year 2000 problem. Systems analysis on large complex plants with thousands of embedded systems and experiences learned to date will be presented.

The Air Force has mandated every one of its systems to be Y2K-Certified. The Y2K Certification Process is embodied in the Air Force Certification Tracking Document which covers specific data collection parameters for each Y2K Phase (Awareness, Assessment, Renovation, Validation, and Implementation). The parameters are used to update the Air Force Automated Systems Inventory DataBase (AFASI) which in turn is used to report Y2K progress to the Air Force, OMB, GAO, Congress, and DoD. An overview briefing of this certification process and will emphasize the renovation and testing aspects. And the last speaker will give a technical overview of the risk analysis of dealing with systems failures and formulating a plan to act to protect your operations and business interest.

Murray will highlight learned failures from testing experienced to date, and some of the unexpected quarks that appeared after reviewing the test data and analysis procedure's. This talk will highlight nuclear industry procedures and guidelines for Y2K activities. And as a final perspective, a review of risk properness strategies that should be developed as a proactive measure "after the failure occurs", to have preparedness plus corrective action and response procedures in place. This plan may very well be the last response as your Y2K counter measure; its performance may save your company twice. And probably will be reviewed and gauged over and over again at the trial, or trails.

There will be a question and answer Q/A session at the end of the program to present your questions and experiences to the panel. Come, join the fun, and hear these experts address the Y2K count down and learn about their procedures and technical experiences to help you plan, and to share with others your concerns and experiences. We are in this Y2K Titanic together – how well will we survive the operational events and the business aspects? **Tick – Tick - Tick!**

The meeting will be held at Luminarias Restaurant, 3500 Ramona Blvd., in Monterey Park, CA (located just southeast to the Interstate 10 and 710 intersection - on top of the hill next to the golf course.) The cost of breakfast and lunch is included for only $5 for members of joint sponsoring societies, $10 for non-members and free to students who reserve by November 11, 1998. Late registration after November 11th - add $7 to each price listed above.

Please reserve early and leave complete information on event you are registering for and personal contact information. To RSVP, contact Larry Dalton at (213) 367-0802 or e-mail l.dalton@ieee.org. For more details, visit the OCCN web site - http://www.occn.org.

TOASTMASTERS' WORKING GROUP

Over the last month, the Toastmasters Work Group (TMWG) has added some new members. We now have filled all the officer posts. Ed Carl is the President; John Angiollillo is the Vice President for Education; Sam Sarem is the Vice President for Membership; Bill Kwok is the Vice President for Public Relations; Bill Marcum is Secretary; Chiteka Jackson is the Treasurer; Thomas Pham is the Sargent-at-Arms; and Don Thurman is the Club Specialist.

The TMWG continues to provide a beneficial environment for our members to improve their communication and presentation skills. The main objective is to help fellow toastmasters to organize and express their thoughts and comments in a logical and unambiguous fashion. This is achieved through persistent practices by following the time-tested and well-established guidelines and programs of Toastmasters International.

In the last few months, there has been tremendous improvement in conducting our club meetings. Each meeting is now more organized and better structured. Usually our program covers impromptu table topics and features prepared speeches, followed by evaluations of speeches. The whole process allows everybody to participate and feedback from evaluators provides invaluable benefits to the speakers.

We now meet every Monday at Hof's Hut across from John Wayne Airport on Douglas. Open-menu dinner is at 6:00 p.m.. Meeting starts at 6:45 p.m. For further details please call Bill Kwok at (626) 448-1633 (evenings) or e-mail at kwoklp@aol.com.

— *Bill Kwok*

CALL FOR CANDIDATES

OCCN needs you and your new ideas. Isn't it time for "new blood"? OCCN vitality makes it imperative. Many of our current (and recent) officers have served long periods to the benefit of OCCN. Why should we expect them to do any more? Consultants (and some wannabe consultants) should be "take charge" type people, in addition to being technical experts. Take this opportunity to grow your non-technical skills and your network. E-mail me (r.nelson@ieee.org) or call [(949) 824-4107] and volunteer to be a candidate for the OCCN board. Do it now!

— *Rick Nelson, Chair*
1998 Nominating Committee

✦ SPECIAL INVITATION ✦

UCI ELECTRONICS CONSORTIUM

UCI has an Electronics Consortium that provides management and senior engineering information. The consortium sponsors a bi-monthly seminar. The November seminar (Wednesday, Nov 11th, 12:00 Noon at the McDonnell Douglas Auditorium, UCI) is "Micromachines - The Next Revolution". The seminar will review the technology and markets for this quickly emerging technology. Approximately 1M devices will be manufactured in 1999 with continued exponential growth. Come and join the many high technology participants in the Consortium!

For more information, see the web page for the UCI Technology Outreach Program at http://www.top.uci.edu or call Professor Richard Nelson (949) 824-4107.

A BRIEF LIST OF OCCN OFFICER DUTIES AND RESPONSIBILITIES

CHAIR

Provides leadership of the network. Conducts general membership meetings and formal board meetings. Appoints committee and working group chairs as required. Represents OCCN at outside functions, or appoints appropriate representative. Solicits volunteers for supporting functions not assigned to Board members. Advises Board of all decisions affecting policy or assignments. IEEE membership is required.

VICE CHAIR

May act for the chair, when the Chair is absent and not available. May represent the OCCN at outside functions. Takes on special assignments, such as making meeting arrangements. Greets new members at the meetings and help them make contacts within the membership to start the networking process. IEEE membership is required. Prepares for taking on the Chair position in the future.

SECRETARY

Records all formal actions and votes taken at the main meeting and the executive board meetings. Handles

official correspondence. Provides follow-up of actions taken or assigned at previous meetings. Prepares and distributes agendas for general and Board meetings. Distributes meeting minutes in advance of next Board meeting. Monitors distribution of member badges at OCCN meetings. IEEE membership is required.

TREASURER

Prepares the OCCN budget. Collects member fees and makes approved disbursements. Maintains membership records. Maintains appropriate financial records. Provides fiscal balance to Board activities. Periodically reports on financial status of OCCN. IEEE membership is required.

EDITOR

Responsible for content, publication and distribution of the monthly OCCN newsletter, and any special publication for wide distribution. Recruits and manages staff and vendors for publication. Newsletter delivery is to be approximately one week prior to the main meeting by primarily electronic means, and postal means where necessary. May solicit articles from the membership, or other responsible sources. Provides appropriate newsletter materials for OCCN Web page. Responsible to the Executive Board for newsletter format, budget, expenses, policy, and circulation. Reports expense history to Board periodically. Doesn't have to be a member of IEEE. However, membership is encouraged.

REPRESENTATIVES-AT-LARGE (2)

This is a new office with no regular functional responsibilities. Expected to serve as advisory members of the board. May be responsible for special projects as required. Don't have to be a members of IEEE. However, membership is encouraged.

OTHER SUGGESTED OCCN VOLUNTARY FUNCTIONS

We all recognize that the real strength of any volunteer organization is the depth and variety of involvement of all the members. The following are representative voluntary functions that are preferably done by individual members, in support of the Board and OCCN in general. These functions are **representative**, and **not** all inclusive. These are in addition to existing or new Working Groups. (Business Development. Y2K, Toastmaster, Consultants' Information, Internet, and Marketing, etc.). By the way, the level of membership (Professional or Associate) does not matter at all for these activities.

Current Activities

Database Manager – currently, Ed Carl
Help Line/Referral Contact – currently, John McCrickerd
Consultants' Workshop Committee – currently, Nick Smith (subcommittees needed!)
Webmaster – currently, Kenn Leland

Suggested Additional Activities

Membership Committee (Develop and execute membership campaigns)
New Member Committee (Greet and assist new members at General meetings)
Publications Production Staff (Assist Newsletter Editor)
Business Card Reproduction/Distribution (Ad hoc, at General Meetings)
Job Shop Interface (Convert to consultant contracts)
Promotions Committee (Develop and execute promotion strategies and programs)
Internet Presence Committee (Enhance OCCN and member presence on the Web and with e-mail)
Business Resources Committee (Develop and share business resources)
Member Directory Committee (Develop and manage member directory at local and national level)
Independent Auditor (Annual financial review)
Teaming Committee (Develop and facilitate teaming strategies)
Etc. (You name it and get it done)

IF YOU ARE A MEMBER AS OF DECEMBER 1, 1998, YOU WILL BE ELIGIBLE TO VOTE IN OUR ELECTION. HINT: BE SURE YOU'RE PAID UP!

Ballots will be counted after the December 19th General Meeting.

You can volunteer to run for an office by calling Rick Nelson (see page 4) or by naming yourself at the November General Meeting.

EDITOR'S COMMENTS

Have you been receiving the INDEPENDENT consistently? As of August, most of you are getting it as an Adobe Acrobat (PDF) file attachment to an e-mail message. Should you have missed one, check the OCCN web site for the missing issues. Remember, PDF files require you to have the free Adobe Acrobat Reader/viewer.

By now, you understand that next month OCCN will hold it's annual election. Each nominee will be asked for a brief "Candidate Statement" to appear in the December issue of the INDEPENDENT. Those of you eligible to vote should carefully consider those statements, or come to the December General Meeting to hear each of the candidates speak on their own behalf. Most important of all, VOTE! (The deadline will be at the end of the December General Meeting.)

Another Request: please consider what you can personally do (in addition to voting) to help out. Last month and again this month (see p. 5) I've given you a list of volunteer tasks or assignments for you to consider. Pick one. Every bit of help will be greatly appreciated. OCCN shouldn't be just a "spectator sport". Pitch In!

— Ron Taggart, Editor

OCEC WEB PAGE

The Orange County Engineering Council (OCEC) is online at http://www.ocec.org/, with all the information about its 45 member societies and 28 Corporate Sponsors. OCEC is one of the three umbrella organizations under the Institute for the Advancement of Engineering that represents 160,000 engineering professionals across Southern California. Stay current with activities in the technical arena. Bookmark the site NOW.

More Networking Meetings . . .

Continued from page 2

23 November, 1998 (Mon.)

IEEE Computer Society - Joint Meeting with Communications Society and Signal Processing Society - O.C. Chapters

Topic: "Applying Nonlinear Techniques to Communications and Signal Processing" - Dr. Christopher P. Silva, Aerospace Corp.
When: Social: 5:30 p.m.; Buffet Dinner: 6:00 p.m.; Program: 6:45 p.m.
Where: Wyndham Garden Hotel, 3350 Ave. of The Arts, Costa Mesa
Cost: Dinner: $20; Students & Unemployed Members: $5
No charge for technical meeting only.
Contact: Reservations/Info: Al Gess - (949) 261-8433.
Info: http://www.ieee-occs.org

24 November, 1998 (Tues.)

American Institute of Chemical Engineers

Topic: Annual Meeting - Speaker To Be Announced
When: Social 5:30 p.m.; Dinner 6:30 p.m.; Program 7:30 p.m.
Where: Wyndham Garden Hotel, 3350 Ave. of the Arts, Costa Mesa
Costs: $20 with reservations; $25 without reservations.
Contact: Reservations: (714) 641-1449

Coming in December . . .

3 December, 1998 (Thurs.)

Software Council of Southern California - O.C. Chapter

Topic: "What Every Executive Must Know About E-Commerce"
When: 6:00 - 9:00 p.m.
Where: Sheraton Newport Beach, 4545 MacArthur Blvd., Newport Beach
Cost: Members: $25; Non-Members $55
Contact: (310) 328-0043 - http://www.scsc.org/network/

4 December, 1998 (Fri.)

So. Calif. Software Process Improvement Network (SPIN)

Topic: "Team Software Process" - Watts S. Humphrey, SEI Fellow, Software Engineering Institute, Carnegie Mellon University
When: 9:00 a.m. to 12:00 noon
Where: Student Center, Monarch Bay A & B, Univ. of Calif., Irvine
Notes: Cost: $15 plus $4 parking for non-IRUS sponsors
Contact: Debra Brodbeck - brodbeck@ics.uci.edu; (949) 824-2260
http://www.ics.uci.edu/IRUS/spin/flyers/98/dec98.html

HOW TO JOIN THE OCCN

To become a member of OCCN for one full year, come to any meeting or contact any officer (see listing above). You will need to submit a check, payable to OCCN, for $95 with your completed application for full "Consulting" membership. This entitles you to participate in OCCN promotional activities, such as name and specialty directory listing on our home page, in our brochures, etc., with a vote on specific promotional activities. You must have the following to qualify: a private practice consultancy with a formal business name, licenses, business-like phone and active e-mail address. If you don't qualify at that level, you can become an "Associate" member for $45. You will not be listed in OCCN promotional materials but will be listed in our membership at the associate level, and will be able to participate in all other activities.

JOIN NOW AND GROW WITH OCCN!

Chairman's Message . . . *Continued from page 1*

...(Dr. Koskinen) staff. They expect the Federal government to belatedly admit the seriousness of the Y2K problem, I mean opportunity. Some agencies expect to be ready for the 1 Jan 2000 change in about the year 2004 to 2008. There are no reports from the Electrical Power Grids (in the middle of deregulation disruptions and the consequent lack of responsibility for operations) nor from the computer controlled Trucking Systems that deliver food to the supermarkets. The bureaucrats are feeling guilty that they haven't warned people adequately.

Actually, I feel that the Y2K crisis is similar to Earthquake Preparedness, which we are all familiar with in Southern California. However, in this case we know WHEN the disruption will start, not how severe or how wide-spread the damage will be. Both cases endanger water, electricity and food supplies. Those who don't prepare must be thought of as victims, in the vernacular of the politically correct. They are victims of Consequence Deficit Disorder and many are beyond help. Like victims of gambling disorders (who feel they might win, so they really ought to play) the Y2K victims feel they might not be hurt, so they plan to wait and see if they are OK. The last Earthquake didn't hit THEM, so they will probably be all right

Our Engineering training would indicate that when we are faced with a real threat, a prudent engineering approach would be to protect from major damage by relatively low-cost, low disruption alternatives that would be beneficial in a variety of emergencies. In any emergency we need a little extra cash, a modest amount of food storage that doesn't need refrigeration, some home defense in case law and order breaks down for a while, and maybe some emergency electrical power. Many of us who are amateur radio operators have small gas driven generators for use in maintaining communications during emergencies and we hold emergency drills to keep these skills sharp. Power loss as a result of a Y2K disruption is just another example of the use of an emergency power generator and you could run a refrigerator for a few hours or days or run a fan to blow warm air around the house (Y2K hits in January, remember?) if you have a gas furnace.

You just have to look at the positive side of all opportunities to see the benefits of modest preparations for all kinds of emergencies. A good engineer that practices what he preaches should never be described as a person with Consequence Deficit Disorder.

Rick Nelson is rounding up some good candidates for our election of officers in December. Why don't you call him and offer to take one of the elected positions in your OCCN. The most important thing we can do in life is help others and one of these jobs is not as much work as it provides in rewards to you for giving some of your time to a worthy cause. Call Rick at (949) 824-4107 or (714).544-8819; you will be glad you did.

— Ralph Hileman, Chair

Directions to Our Meeting Site:

See: http://www.occn.org/meetings for a downloadable /printable file containing a map.

FOR FURTHER INFO:

To join the *Institute for Electrical and Electronics Engineers (IEEE)* or request information on their many benefits,
call: (800) 678-IEEE (4333) or
visit: "ftp://ftp.ieee.org"
"http://www.ieee.org"

For info on obtaining an IEEE "alias" e-mail addresses (IEEE members only), send a dummy message to:
"Alias-processor@ieee.org"
-or-
visit http://www.ieee.org/eleccomm/

To refer a consulting opportunity, call one or more of the following Hotlines:

OC: occn@ieee.org or
John McCrickerd - (714) 556-6164
Jmccrickerd@mindspring.com
Los Angeles: (213) 243-8583
National: (202) 785-0017
w.anderson@ieee.org

To contact other IEEE Organizations:

Alliance of IEEE Consultants Networks (AICN)
http://www.ieee.org/consultants/
Bob Gauger - (949) 559-9148
r.gauger@ieee.org
Bill Anderson (Staff) - (202) 785-0017
w.anderson@ieee.org
IEEE Network for Entrepreneurs
Nick Smith - (714) 978-3719
IEEE - Orange County Section
Pierre Perra - (714) 848-2882
p.perra@ieee.org
David Cheng (PACE) - (714) 773-3734
dcheng@fullerton.edu
Los Angeles Area Consultants' Network
http://www.laacn.org
Kip Haggerty - (310) 679-2440
k.haggerty@ieee.org
San Diego Consultants' Network
John Parry - (619) 941-3738
j.parry@ieee.org

To contact the following OCCN functions:

Business Development Working Group
Ron Oglevie - (714) 526-6642
Ronoglevie@aol.com
IEEE O.C. Section Liaison
Ed Carl - (949) 552-1244
e.carl@ieee.org
Internet Working Group
Steve Maher - (949) 859-7475
RMProInc@aol.com
Marketing Working Group
Ed Carl - (949) 552-1244
e.carl@ieee.org
O.C. Engineering Council
Ed Carl - (949) 552-1244
e.carl@ieee.org
WebMaster
Kenn Leland - (714) 871-3386
k.leland@ieee.org

Web: http://www.occn.org/
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The Orange County

INDEPENDENT

Vol. 6, No. 10 *Voice of the Orange County IEEE Consultants' Network (OCCN)* *October 1998*

Chairman's Message

Since October is the month of Halloween, we plan to get warmed up early with a panel of experts on the subject of Tales of Terror and Lessons Learned. You are encouraged to add your own tales of terror to our panel's stories. In some cases, there is a happy ending, but there are always some lessons some of us learned the hard way that we don't want others to repeat. So you can be sure that at least you don't make THAT mistake!

Coming soon will be the view from our customer's side: Why are consultants attractive to this or that company? If you know of a good customer that would be interesting to listen to, call me and we could have more than one customer perspective.

To get in the swing of things for the fall season, I expect to visit the northeast, Massachusetts and New Hampshire, to see the fall colors. I have over 75 trees on my ranch, but none of them show the fall colors like those in the northeast. I'll give you a first hand report at the next meeting. The peak season there is supposed to be over by then.

— Ralph Hileman, Chair

NOTE: Nominations for OCCN Officers are now open!
See pages 4 & 5.

IN THIS ISSUE

Chairman's Message 1
Meeting Calendar 1, 2, 6, 7
Business Development WG 3
Toastmasters WG 4
OCEC Leaders' Night 4
Call for Involvement 4
Officer Duties 5
Other Functions 5
How to Join 6

THIS MONTH'S MEETINGS:

12, 19 and 26 October, 1998 **(Now Meeting Every Mon.)**

OCCN TOASTMASTERS WORKING GROUP
When: Dinner: 6:00 p.m.; Program: 7:00 p.m. (See article page 4.)
Where: Hof's Hut, 18850 Douglas Drive, Irvine
Contact: Ed Carl - (714) 504-1239 - e.carl@ieee.org

17 October, 1998 (Sat.)

✦ OCCN GENERAL MEETING ✦
Purpose: Networking. Exchange Leads & Needs. Announcements. Case Studies.
When: 9:30 a.m. to 12:15 p.m.
Where: UCI Engineering Gateway Bldg. (321) - Room 3311
Notes: Bring business cards, brochures, promotional materials. Lunch delivery available.
Contact: Ralph Hileman - (909) 780-3947 - r.hileman@ieee.org

OCCN CONSULTANT OPERATIONS INFORMATION WG
Topic: "Tales of Terror (Lessons Learned)" - Panel
When: 1:30 to 3:00 p.m.
Where: UCI Engineering Gateway Bldg. (321) - Room 3311
Notes: See Chairman's Message, this page.
Contact: Ralph Hileman - (909) 780-3947 - r.hileman@ieee.org

24 October, 1998 (Sat.)

OCCN Y2K WORKING GROUP
Purpose: Year 2000 Problems
When: 9:30 a.m. to 12:00 noon
Where: UCI Engineering Gateway Bldg. (321) - Room 3311
Contact: Gayn Winters - (714) 532-6776 - gayn@smscompanies.com

OCCN BUSINESS DEVELOPMENT WORKING GROUP (BD-WG)
Topics: Session 1: "Improving The Effectiveness of Your Meetings, Decision Making, and Problem Solving - Using The Rule of Five" - Mr. Ervin Smith, E/S Consulting.
Session 2: "Fall SBIR Mini-Workshop" - Preparing for fall solicitations - BD-WG Members
When: 1:30 - 2:30 p.m.; 2:30 - 4:00 p.m. (See article page 3.)
Where: UCI Computer Science/Engineering Bldg. (312) - Room 102
* Check with Ron Oglevie for possible bldg/room change!
Contact: Ron Oglevie - (714) 526-6642 - ronoglevie@aol.com

Continued on page 2

Need help in finding the right consultant?
Call the OCCN Helpline (714) 556-6164.
Ask for John.

OFFICERS

Ralph Hileman, *Chair*
Hileman & Associates
14176 Grande Vista Avenue
Perris, CA 92570-8820
(909) 780-3947 (Voice/Fax)
r.hileman@ieee.org

Ed Carl, *Vice-Chair*
Micromatic Control Corp.
P.O. Box 50400
Irvine, CA 92619-0400
(949) 552-1244
e.carl@ieee.org

Pete Schultz, Ph.D., *Secretary*
Peter R. Schultz, Ph.D.
1204 Via Landeta
Palos Verdes Estates, CA 90274-1914
(310) 378-6905 ✦ 378-1543 (Fax)
p.r.schultz@ieee.org

Randy Norris, *Treasurer*
NORgate Engineering & Assoc.
18194 Aztec Court
Fountain Valley, CA 92708-6804
(714) 968-4433
NorrisNor@aol.com

Michael R. Morehouse,
Representative-at-Large
Quality Control Technologys
18001 Irvine Blvd.
Tustin, CA 92780
(714) 573-2278 ✦ 320-5089 (Pgr)

Harry L. Staubs,
Representative-at-Large
Staubs Business Services
23320 S. Vermont Ave.
Torrance, CA 90502
(310) 830-9128
Harry_L_Staubs@lamg.com

Ron Taggart, *Editor*
A. R. Taggart, P.E.
17 Tiara
Irvine, CA 92614-7310
(949) 852-9144 ✦ 852-1107 (Fax)
a.r.taggart@ieee.org

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Printing Provided by: **Dennis Graphics Service**, Irvine (949) 552-7489

More Networking Meetings . . .

*Tell them you heard about their meeting in **The Orange County Independent**.*

9 October, 1998 (Fri.)

Inventors Forum
Topic: "Invention Success Stories"
When: Registration: 7:30 p.m.; Seminar: 8:00 - 10:00 p.m.
Where: Orange Coast College, Science Lecture Hall, 2701 Fairview Rd., Costa Mesa
Notes: Cost: Members $5; nonmembers $15
Contact: (714) 253-0952; Fax: (714) 253-0951

15 October, 1998 (Thurs.)

Association of Professional Consultants
Topics: "Trends and The Future of Consulting" - Giles Goodhead, Publisher of *Consulting News* and the *Directory of Management Consultants*
When: Monthly meeting - 6:00 p.m.
Where: O.C. Airport Hilton, 18800 MacArthur Blvd., Irvine
Costs: Monthly Meeting - $30 (Guests: Reservation Required)
Contact: C. Bayhi - (949) 367-9194; Reservations: (714) 675-9222

17 - 18 October, 1998 (Sat.-Sun.)

Small Business Strategies Conference - L.A. Times, Sponsor
Topic: First annual conference presents the latest techniques for improving your small business.
When: 7:30 a..m. - 6:00 p.m. both days
Where: Los Angeles Convention Center, L.A.
Costs: Both days: $99; one day: $70
Info: Reservations: (800) 350-3211 - http://www.latimes.com/sbsc

23 October, 1998 (Fri.)

California Software Symposium '98 (CSS '98)
Topic: Software Engineering in A Fully Connected World.
Speaker: Keynote Address: "Networking, Knotworking and Net-Knitting: Maintaining Connection in the New Economy" - Bonnie A. Nardi, Anthropologist in AT&T Labs-Research
When: On-Site Reg: 7:45 a.m.; Program: 8:45 a.m.-5:00 p.m.
Where: UCI Student Center, Monarch Bay A & B, U. of Calif., Irvine
Info: Debra Brodbeck - brodbeck@ics.uci.edu - (949) 824-2260 http://www.ics.uci.edu/IRUS/css/98/ap98.html

Continued on page 6

BUSINESS DEVELOPMENT WORKING GROUP

SAT., OCTOBER 24, 1:30-4:00 PM

Session 1: 1:30 - 2:30 p.m.

"Improving The Effectiveness of Your Meetings, Decision Making, and Problem Solving - Using The Rule of Five"

Mr. Ervin Smith

Want to improve the quality and productivity of your meetings? Everybody should, after all, ineffective meetings can waste massive amounts of time and dollars through the compounding factor of the number of attendees.

Mr. Smith's multimedia presentation introduces the "Rule of Five" which provide empowering tools that can improve the effectiveness of your meetings, decision making, and problem solving. It focuses meeting participants toward common goals through systematic, results-oriented methods. Take control of your meetings!

Mr. Ervin Smith heads E/S CONSULTANTS, "The Management Company". He has been a contracts manager/negotiator on over 100 programs and with values up to $200 million. Mr. Smith has an MBA, is the author of the book *Rule of Five* (How to Conduct Successful Meetings), [ISBN 8-9652721-8-9, Copyright 1996], and gives multimedia seminars on the subject.

Session 2: 2:30 - 4:00 p.m.

FALL SBIR MINI-WORKSHOP

The purpose of this short workshop is to:

- Help us get prepared for fall SBIR bidding efforts, with emphasis on the DOD 99.1 solicitations.
- Summarize recent changes in SBIR programs.
- Provide a forum for answering potential bidders questions.
- Potential bidders can review their solicitations of interest to identify common interests and possible teaming.

The Fall DOD pre-release of the 99.1 solicitations, and author contact information, have been dribbling out of the various DOD elements and directorates, and are accessible via hot links from www.acq.osd.mil/sadbu/sbir/ and www.sba.gov/sbir. Although accessing all of these through this myriad of agency listings is tedious, this early opportunity to make phone and e-mail contact with solicitation authors, and to get an early start, is worth the effort. Check out these listings, identify your interests, make customer contacts, and bring your questions to the meeting. We are attempting to get a representative of the AF Space & Missile Division to give us a rundown on their SBIR program.

FUTURE BD-WG MEETINGS

"Small Business Resources Available From the SBA, SCORE, and Local Small Business Development Centers", Ms. Mona Masri and Mr. Nat Goodfriend, SCORE.

"Automatic Speech Recognition Systems", Can talking to your computer improve your productivity?, Mr. Martin Martinez, Elucidated Solutions (re-scheduled from earlier date).

LAST MEETING

Our thanks to Mr. Barry Allen for his stimulating presentation, "TEAMING FOR SUCCESS". The various business organizational forms were reviewed with an eye toward selecting the most appropriate one from the standpoint of teaming, profit, and exit strategy. Attendees reflected strong interest and have requested additional meetings on this subject area.

BD-WG MISSION

The purpose of the BD-WG is to facilitate creation of successful member businesses and their growth. Primary emphasis is to promote creative, yet sound, business development and operational practices, while the secondary emphasis can include engineering and technical considerations. Our programs are developed from member expressed needs including consulting, entrepreneurial, high and low-tech, high-growth, and more conventional businesses. A broad range of topics may be addressed (such as workplace productivity enhancement tools.)

* Check for possible building/room change!

— *Ron Oglevie, Chair - (714) 525-6642*
ronoglevie@aol.com

Directions to Our Meeting Site: E-mail, call, or see http://www.occn.org/meetings for a downloadable /printable file containing a map.

TOASTMASTERS' WG IN COMPETITION

On September 25th, the Toastmasters Work Group (TMWG) participated in the Toastmasters International (TMI) sponsored Fall Speech Contest held at Fluor-Daniel. There were five clubs from Area A-4 in the Founders District of TMI. Founders District covers a large area stretching from Pasadena to San Clemente with 192 clubs within its boundaries. The speech contest featured competitions in both humorous speeches and evaluations. TMWG had people entered in both events and did a superb job. It was quite an experience as we witnessed how a successful event was organized and conducted as well as having a chance to meet fellow toastmasters. Most of all we enjoyed the fun of prize drawing.

This was the first time the TMWG competed in a speech contest since its inception. Needless to say, it was quite a learning experience and a worthwhile participation. A lot of the speech skills and delivering technique gained from such an event can be very useful in work and interacting with others.

The TMWG is now meeting every Monday at 7:00 p.m. at Hof's Hut near John Wayne Airport. Everyone is welcomed and encouraged to join. For further details, please contact Bill Kwok at: (626)448-1633 (evenings) or e-mail at kwoklp@aol.com.

— *Bill Kwok*

OCEC LEADERS' NIGHT

On Tuesday, October 27th, at 6:00 p.m., the Orange County Engineering Council (OCEC) is hosting their annual Leaders' Night at the Double Tree Inn in Orange. This is a time when all of the chairs or presidents of Orange County's 47 engineering societies are specifically invited to attend, but society officers and members, as well as corporate sponsors, are also encouraged. Networking will begin at 6:00 p.m., dinner at 7:00, and a program at 8:00 that will feature Mr. Chip Parker, President of the Technology Coast Alliance, a company dedicated to the promotion of the Orange County/Los Angeles area now termed the "Tech Coast". Mr. Parker will discuss the future of Orange County and how the Technology Coast Alliance can help the Tech Coast to better compete for jobs, contracts and money against Silicon Valley, and other "high tech" areas.

Both the societies and corporate sponsors are encouraged to provide exhibits and have handouts regarding their activities. It should be a great networking opportunity. Tickets are available at the door for $35. For further information, contact Harry Staubs at (310) 830-9128 or visit the OCEC website at www.ocec.org. As a member of the OCEC, OCCN has always shown good participation at their events. OCCN Vice Chair, Ed Carl, has recently been elected as Secretary of their Executive Committee.

— *Ed Carl*

A CALL FOR MEMBER INVOLVEMENT

Editor's Notes

OCCN depends on you members to maintain its vitality. We are approaching that time of year when we must prepare for elections and re-vitalization of our activities. You are each and every one invited to volunteer for any of the elected posts or ad hoc voluntary activities that permit OCCN to persist and grow in value for its members. On page 5, I have inserted a brief description of the elected positions in OCCN for you to consider, along with a brief description of the duties as we now understand them. For these positions, you must be an active (dues paid) member of OCCN, of course. While IEEE membership is not required for OCCN membership, it is necessary that the top four officers are IEEE members, so that we maintain representation with the parent organization. All other officers are encouraged to join and maintain that membership. Professional membership in OCCN is required, which means you should have a valid business name, an e-mail address and a professional approach to the responsibilities involved.

Prof. Rick Nelson, (e-mail: r.nelson@ieee.org / (949) 824-4107) is Chair of the Nominating Committee which will survey the active members to solicit specific volunteers. In keeping with IEEE practice, OCCN has always tried to have two or more qualified candidates for each position. Should you have an interest in growing with OCCN, and would consider volunteering as an officer, please let him know of your interest, and your qualifications or volunteer in person at the Oct. General Meeting. Those qualified people that agree to run will be asked to provide a candidate statement for publication in the Nov. newsletter. Ballots will be distributed to members eligible to vote as of Dec. 1st, concurrent with the Dec. newsletter.

The ballots will be due to the teller committee on or before the end of the General meeting on December 19th, 1998. Voters will follow the explicit directions on the ballot, if any procedural changes are needed between now and then. The teller committee will count the ballots immediately after the deadline

and certify the results to the Board. The Board will formally acknowledge the results and direct the secretary to notify all candidates of the results by e-mail or in person. Notification of the general membership is usually by the earliest practical means.

If you are not interested in running for an elected office there are many meaningful ways you can serve OCCN that do not entail the responsibilities of an elected officer. Please consider volunteering for one of the current or suggested activities that I have presented below. Of course, if you have a better idea of things that need to be done, propose the solution and volunteer to get it done. We encourage you to form ad hoc committees, if the tasks are more than one person can get done easily. Volunteer organizations, like OCCN, really shouldn't be "spectator sports!"

— *Ron Taggart, Editor*

A BRIEF LIST OF OCCN OFFICER DUTIES AND RESPONSIBILITIES

CHAIR
Provides leadership of the network. Conducts general membership meetings and formal board meetings. Appoints committee and working group chairs as required. Represents OCCN at outside functions, or appoints appropriate representative. Solicits volunteers for supporting functions not assigned to Board members. Advises Board of all decisions affecting policy or assignments. IEEE membership is required.

VICE CHAIR
May act for the chair, when the Chair is absent and not available. May represent the OCCN at outside functions. Takes on special assignments, such as making meeting arrangements. Greets new members at the meetings and help them make contacts within the membership to start the networking process. IEEE membership is required. Prepares for taking on the Chair position in the future.

SECRETARY
Records all formal actions and votes taken at the main meeting and the executive board meetings. Handles official correspondence. Provides follow-up of actions taken or assigned at previous meetings. Prepares and distributes agendas for general and Board meetings. Distributes meeting minutes in advance of next Board meeting. Monitors distribution of member badges at OCCN meetings. IEEE membership is required.

TREASURER
Prepares the OCCN budget. Collects member fees and makes approved disbursements. Maintains membership records. Maintains appropriate financial records. Provides fiscal balance to Board activities. Periodically reports on financial status of OCCN. IEEE membership is required.

EDITOR
Responsible for content, publication and distribution of the monthly OCCN newsletter, and any special publication for wide distribution. Recruits and manages staff and vendors for publication. Newsletter delivery is to be approximately one week prior to the main meeting by primarily electronic means, and postal means where necessary. May solicit articles from the membership, or other responsible sources. Provides appropriate newsletter materials for OCCN Web page. Responsible to the Executive Board for newsletter format, budget, expenses, policy, and circulation. Reports expense history to Board periodically. Doesn't have to be a member of IEEE. However, membership is encouraged.

REPRESENTATIVES-AT-LARGE (2)
This is a new office with no regular functional responsibilities. Expected to serve as advisory members of the board. May be responsible for special projects as required. Don't have to be a members of IEEE. However, membership is encouraged

OTHER SUGGESTED OCCN VOLUNTARY FUNCTIONS

We all recognize that the real strength of any volunteer organization is the depth and variety of involvement of all the members. The following are representative voluntary functions that are preferably done by individual members, in support of the Board and OCCN in general. These functions are **representative**, and **not** all inclusive. These are in addition to existing or new Working Groups. (Business Development. Y2K, Toastmaster, Consultants' Information, Internet, and Marketing, etc.). By the way, the level of membership (Professional or Associate) does not matter at all for these activities.

Current Activities:

Database Manager – currently, Ed Carl
Help Line/Referral Contact – currently, John McCrickerd
Consultants' Workshop Committee – currently, Nick Smith (subcommittees needed!)
Webmaster – currently, Kenn Leland

Suggested Additional Activities:

Membership Committee (Develop and execute membership campaigns)
New Member Committee (Greet and assist new members at General meetings)
Publications Production Staff (assist Newsletter Editor)
Business Card Reproduction/Distribution (ad hoc, at General Meetings)
Job Shop Interface (Convert to consultant contracts)
Promotions Committee (Develop and execute promotion strategies and programs)
Internet Presence Committee (Enhance OCCN and member presence on the Web and with e-mail)
Business Resources Committee (Develop and share business resources)
Member Directory Committee (Develop and manage member directory at local and national level)
Independent Auditor (Annual financial review)
Teaming Committee (Develop and facilitate teaming strategies)
Etc. (You name it and get it done)

OCEC WEB PAGE

The Orange County Engineering Council (OCEC) is online at http://www.ocec.org/, with all the information about its 45 member societies and 28 Corporate Sponsors. OCEC is one of the three umbrella organizations under the Institute for the Advancement of Engineering that represents 160,000 engineering professionals across Southern California. Stay current with activities in the technical arena. Bookmark the site NOW.

More Networking Meetings . . .

Continued from page 2

26 October, 1998 (Mon.)

IEEE Computer Society - Joint Meeting with Communications Society and Signal Processing Society - O.C. Chapters

Topic: "Application and Development of Highly Integrated RF Devices for CDMA Handsets" - Aravind Loke, Rockwell Semiconductor Systems
When: Social: 5:30 p.m.; Buffet Dinner: 6:00 p.m.; Program: 6:45 p.m.
Where: Wyndham Garden Hotel, 3350 Ave. of the Arts, Costa Mesa
Cost: Dinner: $20; Students & Unemployed Members: $5
No charge for technical meeting only.
Contact: Reservations/Info: Al Gess - (949) 261-8433.
Info: http://www.ieee-occs.org/

27 October, 1998 (Tues.)

American Institute of Chemical Engineers

Topic: "The Use of Hydroclones in The Chemical and Petroleum Industries" - Meredith Ivey, Krebs Engineers
When: Social 5:30 p.m.; Dinner 6:30 p.m.; Program 7:30 p.m.
Where: Wyndham Garden Hotel, 3350 Ave. of the Arts, Costa Mesa
Costs: $20 with reservations; $25 without reservations.
Contact: Reservations: (714) 641-1449 before 10/23/98

Orange County Engineering Council (OCEC) Leaders' Night

Speaker: Chip Parker, President, Technology Coast Alliance
When: Networking 6:00 p.m.; Dinner 7:00 p.m.; Program 8:00 p.m.
Where: Double Tree Inn, Orange
Cost: $35; (Tickets available at the door)
Contact: Harry Staubs - (310) 830-9128 (See article page 4.)
http://www.ocec.org/

30 October, 1998 (Fri.)

So. Calif. Software Process Improvement Network (SPIN)

Topic: "Software Development Capability Evaluation (SDCE): A Customer and Contractor Perspective" - Karen Powel, The Boeing Co., and Major Christine Bonniksen, USAF
When: 9:00 a.m. to 12:00 noon
Where: McDonnell Douglas Auditorium, Univ. of Calif., Irvine
Notes: Cost: $15 plus $4 parking for non-IRUS sponsors
Contact: Debra Brodbeck - brodbeck@ics.uci.edu; (949) 824-2260
http://www.ics.uci.edu/IRUS/spin/flyers/98/oct98.html

Continued on page 7

HOW TO JOIN THE OCCN

To become a member of OCCN for one full year, come to any meeting or contact any officer (see listing above). You will need to submit a check, payable to OCCN, for $95 with your completed application for full "Consulting" membership. This entitles you to participate in OCCN promotional activities, such as name and specialty directory listing on our home page, in our brochures, etc., with a vote on specific promotional activities. You must have the following to qualify: a private practice consultancy with a formal business name, licenses, business-like phone and active e-mail address. If you don't qualify at that level, you can become an "Associate" member for $45. You will not be listed in OCCN promotional materials but will be listed in our membership at the associate level, and will be able to participate in all other activities.

JOIN NOW AND GROW WITH OCCN!

Some Meetings Planned for November . . .

4 - 5 November, 1998 (Wed.-Thurs.)

Software Council of So. Calif. - VentureNet98

Topic: Event showcases some of the hottest new companies in Internet and software technologies. Both hot start-ups and established companies present their business plans and their strategic partnering and financial needs.
When: Wed.: Reg. 4:30 p.m.; Reception: 6:00; Dinner/Program: 7:00
Thurs: Reg. 7:00 a..m.; Breakfast: 8:30; Program:10:00-7:00 p.m.
Where: Westin South Coast Plaza, Costa Mesa
Info: (888) 882-FUND or e-mail: nina@venturenet.org
http://www.venturenet.org/

13 November, 1998 (Fri.)

ASME Small Business Forum (One Day Workshop)

Topic: "Where Technology Meets Business"
When: 9:00 a.m.-5:00 p.m.
Where: Anaheim Marriot Hotel, 700 West Convention Way, Anaheim
Info: ASME International (800) 843-2763 e-mail: guerrag@asme.org
http://www.asme.org/smallbiz

14 November, 1998 (Sat.)

OCCN Y2K - SPECIAL MEETING -

Info: Details to follow.
Contact: Larry Dalton - l.dalton@ieee.org or
Gayn Winters - gayn@smscompanies.com

21 November, 1998 (Sat.)

✦ OCCN GENERAL MEETING ✦

Purpose: Networking. Exchange Leads & Needs. Announcements. Case Studies.
When: 9:30 a.m. to 12:15 p.m.
Where: UCI Engineering Gateway Bldg. (321) - Room 3311
Notes: Bring business cards, brochures, promotional materials. Lunch delivery available.
Contact: Ralph Hileman - (909) 780-3947 - r.hileman@ieee.org

OCCN CONSULTANT OPERATIONS INFORMATION WG

Topic: TBA
When: 1:30 to 3:00 p.m.
Where: UCI Engineering Gateway Bldg. (321) - Room 3311
Contact: Ralph Hileman - (909) 780-3947 - r.hileman@ieee.org

23 November, 1998 (Mon.)

IEEE Computer Society - Joint Meeting with Communications Society and Signal Processing Society - O.C. Chapters

Topic: "Applying Nonlinear Techniques to Communications and Signal Processing" - Dr. Christopher P. Silva, Aerospace Corp.
When: Social: 5:30 p.m.; Buffet Dinner: 6:00 p.m.; Program: 6:45 p.m.
Where: Wyndham Garden Hotel, 3350 Ave. of The Arts, Costa Mesa
Cost: Dinner: $20; Students & Unemployed Members: $5
No charge for technical meeting only.
Contact: Reservations/Info: Al Gess - (949) 261-8433.
Info: http://www.ieee-occs.org

Directions to Our Meeting Site:

See: http://www.occn.org/meetings for a downloadable /printable file containing a map.

FOR FURTHER INFO:

To join the *Institute for Electrical and Electronics Engineers (IEEE)* or request information on their many benefits,
call: (800) 678-IEEE (4333) or
visit: "ftp://ftp.ieee.org"
"http://www.ieee.org"

For info on obtaining an IEEE "alias" e-mail addresses (IEEE members only), send a dummy message to:
"Alias-processor@ieee.org"
-or-
visit http://www.ieee.org/eleccomm/

To refer a consulting opportunity, call one or more of the following Hotlines:

OC: occn@ieee.org or
John McCrickerd - (714) 556-6164
Jmccrickerd@mindspring.com
Los Angeles: (213) 243-8583
National: (202) 785-0017
w.anderson@ieee.org

To contact other IEEE Organizations:

Alliance of IEEE Consultants Networks (AICN)
http://www.ieee.org/consultants/
Bob Gauger - (949) 559-9148
r.gauger@ieee.org
Bill Anderson (Staff) - (202) 785-0017
w.anderson@ieee.org
IEEE Network for Entrepreneurs
Nick Smith - (714) 978-3719
IEEE - Orange County Section
Pierre Perra - (714) 848-2882
p.perra@ieee.org
David Cheng (PACE) - (714) 773-3734
dcheng@fullerton.edu
Los Angeles Area Consultants' Network
http://www.laacn.org
Kip Haggerty - (310) 679-2440
k.haggerty@ieee.org
San Diego Consultants' Network
John Parry - (619) 941-3738
j.parry@ieee.org

To contact the following OCCN functions:

Business Development Working Group
Ron Oglevie - (714) 526-6642
Ronoglevie@aol.com
IEEE O.C. Section Liaison
Ed Carl - (949) 552-1244
e.carl@ieee.org
Internet Working Group
Steve Maher - (949) 859-7475
RMProInc@aol.com
Marketing Working Group
Ed Carl - (949) 552-1244
e.carl@ieee.org
O.C. Engineering Council
Ed Carl - (949) 552-1244
e.carl@ieee.org
WebMaster
Kenn Leland - (714) 871-3386
k.leland@ieee.org

Web: http://www.occn.org/

Hosted by Network Intensive

The Orange County

INDEPENDENT

Vol. 6, No. 9 *Voice of the Orange County IEEE Consultants' Network (OCCN)* *September 1998*

Chairman's Message

I hope you all make it to WESCON. The theme of Systems-On-A-Chip is a key issue in new designs. It is helpful to see the exhibits and network with those around us creating our future tools and resources.

Please let us know your schedule so you can join us at the OCCN booth for a few hours, meet people and volunteer some time on the booth schedule. You often find that you get as much out of this as you put in, so swing by a few hours while you are there.

The Y2K, Year 2000 Rollover problem, is getting more recognition as a key electronics issue in newspaper, magazines, and on the Web. The leadership of the OCCN Board and Gayn Winters as the Subgroup Chair are to be congratulated for taking the lead in this area and providing talented guest speakers and presentations that give the attendees of the fourth Saturday morning a better grasp of the severity and the actions needed. This keeps all up-to-date on this crucial subject.

Be sure to join us on the 19th to welcome a premier consultant, H. Clark Bell, HF Plus. Clark has direct practical experience that is useful to each of us.

See you at WESCON. OCCN will be there at booth #3565. And don't forget to check the Traffic Alert on page 4 before you go!

— Ralph Hileman, Chair

IN THIS ISSUE

Chairman's Message 1
Meeting Calendar 1, 2, 6
Business Development WG 3
Toastmasters WG Change 4
WESCON Traffic Alert 4
Consultants' Workshop 4
Food for Thought 5
Editor's Notes 6
How to Join 6
Directions / Map 7

THIS MONTH'S MEETINGS:

14, 21 and 28 September, 1998 **(Now Meeting Every Mon.)**

OCCN TOASTMASTERS WORKING GROUP
When: 6:00 p.m.
Where: Hof's Hut, 18850 Douglas Drive, Irvine
Contact: Ed Carl - (714) 504-1239 - e.carl@ieee.org

16 September, 1998 (Wed.) **SEPT. MEETING CANCELED**

IEEE NETWORK FOR ENTREPRENEURS
When: Social 6:00 p.m.; Dinner 7:00 p.m.; Presentation 7:30 p.m.
Where: Jolly Roger Restaurant, Dyer Rd/Barranca Pkwy @55, Irvine
Contact: Nick Smith - (714) 978-3719 - smithx@ix.netcom.com

19 September, 1998 (Sat.)

✦ OCCN GENERAL MEETING ✦

Purpose: Networking. Exchange Leads & Needs. Announcements. Case Studies.
When: 9:30 a.m. to 12:15 p.m.
Where: UCI Engineering Gateway Bldg. (321) - Room 3311
Notes: Bring business cards, brochures, promotional materials. Lunch delivery available.
Contact: Ralph Hileman - (909) 780-3947 - r.hileman@ieee.org

OCCN CONSULTANT OPERATIONS INFORMATION WG
Topic: "Forensic Engineering" - H. Clark Bell
When: 1:30 to 3:00 p.m.
Where: UCI Engineering Gateway Bldg. (321) - Room 3311
Notes: See Chairman's Message, this page.
Contact: Ralph Hileman - (909) 780-3947 - r.hileman@ieee.org

26 September, 1998 (Sat.)

OCCN Y2K WORKING GROUP
Purpose: Year 2000 Problems
When: 9:30 a.m. to 12:00 noon
Where: UCI Engineering Gateway Bldg. (321) - Room 3311
Contact: Gayn Winters - (714) 532-6776 - gayn@smscompanies.com

OCCN BUSINESS DEVELOPMENT WORKING GROUP (BD-WG)
Topic: "Teaming for Success" - Barry Allen, Consumer Business Network, Inc.
When: 1:30 to 3:00 p.m. (See article page 3.)
Where: UCI Computer Science/Engineering Bldg. (312) - Room 102
Contact: Ron Oglevie - (714) 526-6642 - ronoglevie@aol.com

Continued on page 2

WESCON/IC - MTAC '98
September 15th - 17th - See Page 2.

OFFICERS

Ralph Hileman, *Chair*
Hileman & Associates
14176 Grande Vista Avenue
Perris, CA 92570-8820
(909) 780-3947 (Voice/Fax)
r.hileman@ieee.org

Ed Carl, *Vice-Chair*
Micromatic Control Corp.
P.O. Box 50400
Irvine, CA 92619-0400
(949) 552-1244
e.carl@ieee.org

Pete Schultz, Ph.D., *Secretary*
Peter R. Schultz, Ph.D.
1204 Via Landeta
Palos Verdes Estates, CA 90274-1914
(310) 378-6905 ✦ 378-1543 (Fax)
p.r.schultz@ieee.org

Randy Norris, *Treasurer*
NORgate Engineering & Assoc.
18194 Aztec Court
Fountain Valley, CA 92708-6804
(714) 968-4433
NorrisNor@aol.com

Michael R. Morehouse,
Representative-at-Large
Quality Control Technologys
18001 Irvine Blvd.
Tustin, CA 92780
(714) 573-2278 ✦ 320-5089 (Pgr)

Harry L. Staubs,
Representative-at-Large
Staubs Business Services
23320 S. Vermont Ave.
Torrance, CA 90502
(310) 830-9128
Harry_L_Staubs@lamg.com

Ron Taggart, *Editor*
A. R. Taggart, P.E.
17 Tiara
Irvine, CA 92614-7310
(949) 852-9144 ✦ 852-1107 (Fax)
a.r.taggart@ieee.org

Web Site Address:
http://www.occn.org/
Hosted by Network Intensive

DISCLAIMER

The discussion herein of any legal issues is presented as educational material only. Neither the IEEE nor the Orange County IEEE Consultants' Network (OCCN) take responsibility for any statements made in this publication regarding applicability to existing laws. All such statements are opinions of the writers and any actions taken after reading these opinions should be reviewed with your attorney or other legal advisor.

THE ORANGE COUNTY INDEPENDENT
Formal publication of the ***Orange County IEEE Consultants' Network (OCCN)***. Circulation: 300

Editor: Ron Taggart **Ass't. Editor:** Jean Taggart

The Orange County Independent is published monthly by volunteers of the Orange County IEEE Consultants Network (OCCN) for members and prospective members. The network offers activities for **all engineering consultants** in the Orange County area, regardless of IEEE membership. The meetings are free.

Printing Provided by: **Dennis Graphics Service**, Irvine (949) 552-7489

More Networking Meetings . . .

*Tell them you heard about their meeting in **The Orange County Independent**.*

11 September, 1998 (Fri.)

Inventors Forum
Topic: "Getting Your New Idea Into The Market"
When: Registration: 7:30 p.m.; Seminar: 8:00 - 10:00 p.m.
Where: Orange Coast College, Science Lecture Hall, 2701 Fairview Rd., Costa Mesa
Notes: Cost: Members $5; nonmembers $15
Contact: (714) 253-0952; Fax: (714) 253-0951

15 September, 1998 (Tues.)

American Institute of Chemical Engineers - Joint Meeting
Topic: "Bioremediation of Petroleum Hydrocarbon-Contaminated Soils by Natural Attenuation" - Thomas Harder, RG, CHG
When: Social 5:30 p.m.; Dinner 6:30 p.m.; Program 7:30 p.m.
Where: Quiet Cannon Restaurant, Montebello **<Note Location>**
Costs: $20 with reservations; $25 without reservations.
Contact: Reservations: (800) 274-3847 before 9/11/98

O.C. Venture Group
Topic: Annual Venture Capital Panel
When: 11:30 a.m. - 1:30 p.m.
Where: University Club, University of California, Irvine
Notes: Renee Wagner - (714) 855-0652; http://www.ocvg.org

— SPECIAL EVENTS —

15 - 17 September, 1998 (Tues.-Thurs.)

Multimedia Technology and Application Conference
Topic: 70 presentations from 15 countries; papers from 32 universities and 37 major industries.
Speaker: Keynote speakers from Microsoft & IEEE Spectrum; Banquet: "Music, Mathematics, Manufacturing and Magic"
Where: Anaheim Convention Center, Anaheim
Info: http://www.MTAC.uci.edu

WESCON/IC Expo '98
Focus: Systems-On-A-Chip - Integrating Semiconductor and EDA Technologies; Applications Conference
When: Tues/Wed: 10:00 a.m.-5:00 p.m.; Thurs:10:00 a.m.-4:00 p.m.
Where: Anaheim Convention Center, Anaheim
Contact: (800) 877-2668; (310) 215-3976; wescon@ieee.org
Notes: Online Registration & Info: http://www.wescon.com

Continued on page 6

BUSINESS DEVELOPMENT WORKING GROUP

SAT., SEPTEMBER 26, 1:30-3:00 PM

"Teaming For Success"
Achieving The Advantages and Avoiding The Pitfalls

Barry Allen, Consumer Business Network, Inc.
Newport Beach, CA

Teaming, partnering, and strategic alliances can have a profound effect on the success of small companies. Successful teaming can quickly provide a sorely needed capability for short and long term needs such as: accommodation of larger markets and contracts, capitalization, marketplace and sales presence, technical capability, manufacturing capabilities, and an endless variety of reasons.

Mr. Allen will describe a process for going about this, and in a creative manner that promotes success while avoiding the pitfalls. The impact of various business organizational entities (partnerships, S and C corporations, LLCs, DBAs, etc.) will be discussed. Also, venture control and the importance of exit strategies will be treated. Crucial to the whole process is the teaming agreement and the role of solid management. You won't walk away from this session with an MBA or law degree, but it's certain that you will gain a better understanding of how to go about teaming arrangements.

Mr. Barry Allen is a business specialist giving seminars, short courses, and forming and staffing business ventures. He heads the local Consumer Business Network, Inc., and is also affiliated with Fieldworks, a business venture formation company. His clear expository style, and ability to get to the heart of problems were demonstrated in a prior BD-WG presentation.

LAST MEETING

Due to circumstances beyond our control, the "Automated Voice Recognition Systems" presentation by Martin Martinez was postponed to a future date. We look forward to hearing it.

FUTURE MEETINGS

"How to Conduct Effective Meetings", Mr. Erv Smith.

"Small Business Resources Available From the SBA, SCORE, and Local Small Business Development Centers", Ms. Mona Masri and Mr. Nat Goodfriend, SCORE.

"Automatic Speech Recognition Systems", Can talking to your computer improve your productivity?, Mr. Martin Martinez, Elucidated Solutions (re-scheduled from earlier date).

BD-WG EVOLUTION

For survival, nothing stays the same. The BD-WG is no exception. Since its beginning over four years ago, it has continuously evolved. The original WG objectives were very similar to our current Mission Statement. The WG name and implementation have changed.

Over the past two years, our programs have been diverse, far from standard business school lectures. They have covered topics such as "Virtual Enterprise Organizations" and workshops on the use of "Computer Aided Teleconferencing", to dramatically expand the geographical constraints to doing business.

As a part of our WG evolution, frequent surveys enable us to identify what members think is important. Your input is welcome, too!

We recognize a continuing need for an improved Small Business Resources database, as a part of the OCCN Web site. This will make essential business information we all need both more accessible and more timely.

BD-WG MISSION

The purpose of the BD-WG is to facilitate creation of successful member businesses and their growth. Primary emphasis is to promote creative, yet sound, business development and operational practices, while the secondary emphasis can include engineering and technical considerations. Our programs are developed from member expressed needs including consulting, entrepreneurial, high and low-tech, high-growth, and more conventional businesses. A broad range of topics may be addressed (such as workplace productivity enhancement tools.)

— Ron Oglevie, Chair - (714) 525-6642

Need help in finding the right consultant?

Call the OCCN Helpline (714) 556-6164.

Ask for John.

EXPANDED SCHEDULE FOR TOASTMASTERS WG

If you look closely, you will notice that this working group is expanding its schedule from meeting on the 2nd, 3rd, and 5th Monday night to meeting every Monday night. Why don't you try and join them?

WESCON TRAFFIC ALERT

(Reference: L.A. Times, O.C. Section, Sunday, August 30, 1998, pp B1-2)

If you are going to attend WESCON at the Anaheim Convention Center, you need to take into account that there is considerable construction (improvement?) underway in the vicinity of the Convention Center and Disneyland. Many Santa Ana Freeway (I-5) off-ramps in the area will be closed during the convention. These specifically include those at Katella Avenue, Anaheim Blvd., Harbor Blvd, West St., and maybe Euclid Street (the latter is supposed to be reopened 9/15/98). Also, for those of you using the Riverside/Artesia Freeway (SR-91), the off-ramps at Harbor and Lemon will be closed. Katella Ave. at the north edge of the Convention Center is a part of the construction zone. Since I was personally unsuccessful in a web search for viable and assured alternate routes, you need to work out your own routes carefully and allow extra time for getting to the Convention Center

— *Ron Taggart*

FIND A MISSING LINK?

As you use the OCCN web page (http://www.occn.org) and try the multiple links on the page, you may find one that is no longer current. If you do, please let the WebMaster, Kenn Leland (k.leland@ieee.org) know about it by e-mail. Many of these links are to sites entirely under the control of others who are not obligated to notify us of when they move, rename or eliminate the page we reference in your behalf.

— *Ron Taggart, Editor*

FALL CONSULTANTS' WORKSHOP CANCELED

Due to a number of circumstances, including schedule conflicts and difficulty in locating an appropriate venue, and the sheer complexity of mounting such an activity, OCCN has decided to cancel the planned fall Consultant's Workshop. We strongly believe that such a service as this workshop should only be done in a first class, professional manner to be of value to prospective attendees. We do thank Nick Smith for what he was able to get done under what turned out to be difficult circumstances. I, for one, will encourage next years' Board to pursue the concept for next Spring. What are your feelings?

While we are on the subject, each of you should consider what you think you, your colleagues and prospective consultants really want and need that can be presented in a workshop environment. Some of you may have some special knowledge of aspects of organizing or operating a Consultant practice that would be of value to others. You may also know of professional experts we should use as resources. I suggest you consider such topics as use of the Internet, Legal organization form, Contracts, Business Management, Promotions, Marketing, Office Automation, Specialized Computing, and Project Teaming. Do you have some innovative ways for presenting the materials needed?

INVITATION

Do you have an article to contribute to this newsletter? Have you done something special which you want to share? Have you found an exceptional resource for other consultants? Maybe you found a Web site you think others need. Maybe you want to share your business objectives with your colleagues. If any of these concepts fit you, please write it up and submit it for publication. All that is required is that the article will be interesting and useful to our members. It must have a clearly stated objective and deliver on that premise. It must reach a clear conclusion. No travelogues or meandering puff pieces, please.

— *Ron Taggart, Editor*

FOOD FOR THOUGHT

Part 1: "Another Promotional Opportunity"

I attended the "Global California Conference to promote the OCCN and to learn some new things. This was an excellent networking opportunity for me. The Conference was sponsored by the Los Angeles Regional Technology Alliance (LARTA) and was held at the Los Angeles Chamber of Commerce offices in downtown Los Angeles. The Conference was to kickoff the LARTA "Global California Project" initiative. This project is to support small business growth in Los Angeles by enabling international partnerships.

The LARTA Director of the Project and the Conference MC was Joseph Bovino, an attorney. There were remarks by representatives from Sweden. Finland, the UK, Denmark, Germany, New Zealand, Russia and others. Each presented the capabilities and interests of their country in forming Global California partnerships.

The Global California web site address is http://www.globalca.com. You can post the profile of your business there and your interest areas.

Part 2: "Characteristics of The Modern Day Entrepreneur!"

A highlight of the Conference was the luncheon speaker, Dr. Jon Goodman, the Director of the USC EC2 Annenberg Incubator. Her remarks were very apropos, as she presented her view of the characteristics of a successful modern day entrepreneur and consultant and what it will take to survive the next 10 years to a varied audience of business people and consultants.

In her opinion the characteristics for success in the current business climate include consideration that:

1. Options change on a daily basis;
2. You must be light on your feet;
3. You must be agile;
4. You must have no preconceived notions about what matters;
5. The Best Technology does not matter;
6. You must be in the front of the pack;
7. Your Systems/Processes must be inter-operable;
8. Conventional wisdoms don't matter;
9. The Future is unknown;
10. It is a Global Economy;
11. Today - English is the common business language;
12. You must be very flexible and open-minded.

Her parting comment was that "Excellence is not associated with any given culture"!

[*Editor's note:* How many Consultants share these considerations? Those who have a Global outlook.]

— *Harry L. Staubs* - *Harry_L_Staubs@lamg.com*

WHAT IS AN INDEPENDENT CONSULTANT?

- An Advisor
- An Expert in their field
- An Independent Business Person
- A Problem Solver
- A Subcontractor/Vendor
- A Resource
- A *"Hired Gun"*

WHEN DO YOU CALL A CONSULTANT?

When you:

- Can't do it yourself
- Don't have the resources
- Have a nagging problem
- Want to prevent future headaches
- Just need to know for sure
- Want to make a better product
- Want a more profitable business
- You need it NOW!
- Want to know if it CAN be done
- Want to know if you should do it.

EDITOR'S COMMENTS

There are a number of special items in this newsletter that I want to call to your attention.

For those of you planning to attend WESCON, I have inserted a **Traffic Alert** (see page **4**) concerning local construction affecting traffic.

You will also see a notice about the fall **Consultants' Workshop**, which, sadly, has been canceled. (See page **4**). This issue of the newsletter was planned to be one featuring the details for the Workshop. So much for Plan A! On to Plan B.

Those of you who received this issue by postal delivery may be reading your last issue unless you take action. We are moving more and more to electronic delivery. Generally mail delivery is a short-term approach, except when a member requests that form. Most people we deal with have and use electronic connectivity. Send us your e-mail address and you will be assured of continuing to receive our newsletters.

The file for this newsletter also is available in pdf format on our Web site: http://www.occn.org/.

— *Ron Taggart* - a.r.taggart@ieee.org

OCEC WEB PAGE

The Orange County Engineering Council (OCEC) is online at http://www.ocec.org/, with all the information about its 45 member societies and 28 Corporate Sponsors. OCEC is one of the three umbrella organizations under the Institute for the Advancement of Engineering that represents 160,000 engineering professionals across Southern California. Stay current with activities in the technical arena. Bookmark the site NOW.

More Networking Meetings . . .

Continued from page 2

17 September, 1998 (Thurs.)

Association of Professional Consultants
- **Topics:** "Using Conflict Resolution to Bring Value to The Client and Enhance your Effectiveness" - Jeannette Reese
- **When:** Monthly meeting - 6:00 p.m.
- **Where:** O.C. Airport Hilton, 18800 MacArthur Blvd., Irvine
- **Costs:** Monthly Meeting - $30
- **Contact:** C. Bayhi - (949) 367-9194; Reservations: (714) 675-9222

19 September, 1998 (Sat.)

Caltech/MIT Enterprise Forum: Annual Workshop for Entrepreneurs
- **Topic:** "Doing Business in The Next Millennium: The Outlook for Entrepreneurs in Technology-Based Ventures"
- **When:** Register/Breakfast: 7:30 a.m.; Program: 8:30 a.m.-4:00 p.m.
- **Where:** California Institute of Technology, Pasadena
- **Notes:** Cost: $165; (early registration: $125 before 9/4)
- **Info:** http://www.caltech.edu/~entforum/current.htm

25 September, 1998 (Fri.)

So. Calif. Software Process Improvement Network (SPIN)
- **Topic:** Software Process Culture Influences and Enablers "How A Process Improvement Program Falls Apart, and How to Prevent It: - Jane Moon, Raytheon Systems Company; "Motorola Quality Culture" - Paul Dickerson, Space & Systems Tech. Group., Motorola
- **When:** 9:00 a.m. to 12:00 noon
- **Where:** McDonnell Douglas Auditorium, Univ. of Calif., Irvine
- **Notes:** Cost: $15 plus $4 parking for non-IRUS sponsors
- **Contact:** Debra Brodbeck - brodbeck@ics.uci.edu; (714) 824-2260 www.ics.uci.edu/IRUS/spin/flyers/98/sept98.html

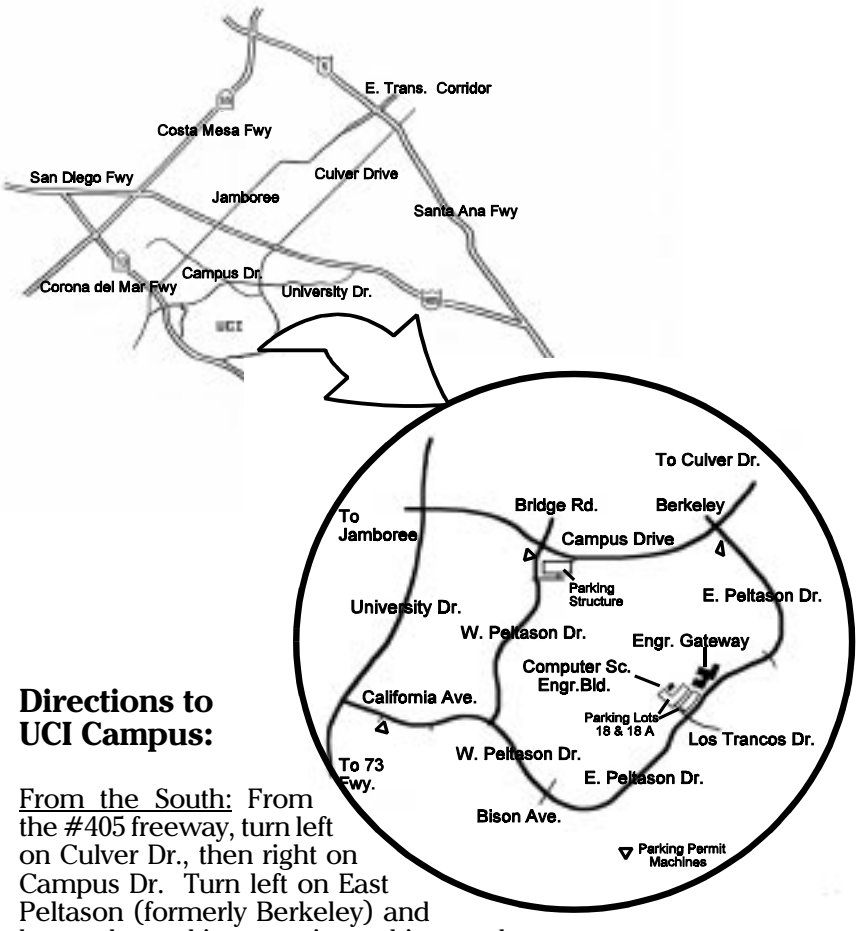
28 September, 1998 (Mon.)

IEEE Computer Society - Joint Meeting with Communications Society and Signal Processing Society - O.C. Chapters
- **Topic:** "Intellectual Property and Software" - David G. Kay
- **When:** Social 5:30 p.m.; Buffet Dinner 6:00 p.m.; Program 6:45 p.m.
- **Where:** Wyndham Garden Hotel, 3350 Ave. of The Arts, Costa Mesa
- **Cost:** Dinner: $20 members; no charge for tech. meeting only.
- **Contact:** Reservations/Info: Al Gess (714) 261-8433.

HOW TO JOIN THE OCCN

To become a member of OCCN for one full year, come to any meeting or contact any officer (see listing above). You will need to submit a check, payable to OCCN, for $95 with your completed application for full "Consulting" membership. This entitles you to participate in OCCN promotional activities, such as name and specialty directory listing on our home page, in our brochures, etc., with a vote on specific promotional activities. You must have the following to qualify: a private practice consultancy with a formal business name, licenses, business-like phone and active e-mail address. If you don't qualify at that level, you can become an "Associate" member for $45. You will not be listed in OCCN promotional materials but will be listed in our membership at the associate level, and will be able to participate in all other activities.

JOIN NOW AND GROW WITH OCCN!



Directions to UCI Campus:

From the South: From the #405 freeway, turn left on Culver Dr., then right on Campus Dr. Turn left on East Peltason (formerly Berkeley) and locate the parking permit machine on the immediate right. (All day parking costs $3.00.*) Continue along East Peltason just past the Engineering Gateway Bldg. Turn right on Los Trancos (also the turn-off to the Faculty Center) into parking lots 18 and 18A. Park in non-reserved slots nearest meeting building. See map above.

From the North & East: From the #405 or #55 freeways, transition to the new southbound #73 freeway (will exit before the toll zone). Turn off at University and go left 1/4 mile toward UCI. Turn right at California Ave. and locate the parking permit machine on the right. (All day parking costs $3.00.*) Continue past the Bison intersection and turn left on Los Trancos (1st stop past the Bison signal) into parking lots 18 and 18A. If you pass the Engineering Gateway Bldg., you have gone too far. Locate the meeting room per the directions in the paragraph below and then park in non-reserved slots nearest meeting building. See map.

The **General Meetings, Consultant Operations Information WG and Y2K WG** meetings are in the Engineering Gateway Bldg. (321). Enter stairwell from parking lot and go up one flight to Room 3311. For the **Business Development WG** meetings, go to the Computer Science/Engineering Bldg. (312) on the far side of lot 18 (the blue/white building with wooden external columns). Use the door on the far side for Room 102. See map above.

* If you do not have exact change for parking, proceed to the parking structure just off Campus Dr. at West Peltason Dr. and Pereira Dr. to purchase permit from attendant. A detailed campus map is available.

FOR FURTHER INFO:

To join the *Institute for Electrical and Electronics Engineers (IEEE)* or request information on their many benefits,
call: (800) 678-IEEE (4333) or
visit: "ftp://ftp.ieee.org"
"http://www.ieee.org"

For info on obtaining an IEEE "alias" e-mail addresses (IEEE members only), send a dummy message to:
"Alias-processor@ieee.org"
-or-
visit http://www.ieee.org/eleccomm/

To refer a consulting opportunity, call one or more of the following Hotlines:

OC: occn@ieee.org or
John McCrickerd - (714) 556-6164
Jmccrickerd@mindspring.com
Los Angeles: (213) 243-8583
National: (202) 785-0017
w.anderson@ieee.org

To contact other IEEE Organizations:

Alliance of IEEE Consultants Networks (AICN)
http://www.ieee.org/consultants/
Bob Gauger - (949) 559-9148
r.gauger@ieee.org
Bill Anderson (Staff) - (202) 785-0017
w.anderson@ieee.org
IEEE Network for Entrepreneurs
Nick Smith - (714) 978-3719
IEEE - Orange County Section
Pierre Perra - (714) 848-2882
p.perra@ieee.org
David Cheng (PACE) - (714) 773-3734
dcheng@fullerton.edu
Los Angeles Area Consultants' Network
http://www.laacn.org
Kip Haggerty - (310) 679-2440
k.haggerty@ieee.org
San Diego Consultants' Network
John Perry - (619) 941-3738
jperry@worldnet.att.com

To contact the following OCCN functions:

Business Development Working Group
Ron Oglevie - (714) 526-6642
Ronoglevie@aol.com
IEEE O.C. Section Liaison
Ed Carl - (949) 552-1244
e.carl@ieee.org
Internet Working Group
Steve Maher - (949) 859-7475
RMProInc@aol.com
Marketing Working Group
Ed Carl - (949) 552-1244
e.carl@ieee.org
O.C. Engineering Council
Ed Carl - (949) 552-1244
e.carl@ieee.org
WebMaster
Kenn Leland - (714) 871-3386
k.leland@ieee.org

Web: http://www.occn.org/
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The Orange County

INDEPENDENT

Vol. 6, No. 8 *Voice of the Orange County IEEE Consultants' Network (OCCN)* *August 1998*

Chairman's Message

Our Speaker for August 15 is Mr. D. R. Rawson, speaking on "Connectivity and the Virtual Office". I can sure identify with the need for a virtual office, as I pack for a week on the east coast with a series of meetings for which I usually prepare papers of viewgraphs the night before in the hotel room. I'm sure there are plenty of others that want to hear what is the latest in virtual offices.

He is the Managing Director of the Virtual dot Net, an essential connectivity company. He was President of AQCESS Technologies, Inc., a manufacturer of the world's first Pentium II, 266 MHz Pen Tablet computer. He retired from the Health Care industry in 1996. Prior to Health Care, he was President of an international Oil Field Service company.

In the "Know Your Members" Session in the morning, Erv Smith will present his company and give us a multimedia talk on Conducting Successful Meetings. He will explain his famous "Rule of Five" for preparing for and conducting meetings

Now I always thought the secret of good meetings was to write the meeting report before you called the meeting, which tended to minimize wasted talk because the output was inevitable. Maybe Erv will tell us if it is a good idea to pass out the meeting report or hold it until the people leave and then issue it.

Our speaker for September is H. Clark Bell, a well known consultant from the San Fernando Valley and San Diego. He will share some of his secrets of successful consulting.

--- Ralph Hileman, Chair

IN THIS ISSUE

Chairman's Message 1
Meeting Calendar 1, 2, 6, 7
WESCON '98 3
Consultants - What? When? 3
Introducing OCCN 4
Business Developemnt WG 5
AICN - Benefits 5
Editor's Notes / How to Join 6

THIS MONTH'S MEETINGS:

10, 17 and 31 August, 1998 (Mon.)

OCCN TOASTMASTERS WORKING GROUP
When: 6:00 p.m.
Where: Hof's Hut, 18850 Douglas Drive, Irvine
Contact: Ed Carl - (714) 504-1239

15 August, 1998 (Sat.)

✦ OCCN GENERAL MEETING ✦
Purpose: Networking. Exchange Leads & Needs. Announcements. Case Studies.
Profile: Erv Smith
When: 9:30 a.m. to 12:15 p.m.
Where: UCI Engineering Gateway Bldg. (321) - Room 3311
Notes: Bring business cards, brochures, promotional materials. Lunch delivery available.
Contact: Ralph Hileman - (909) 780-3947 - r.hileman@ieee.org

OCCN CONSULTANT OPERATIONS INFORMATION WG
Topic: "Connectivity and The Virtual Office" - Mr. D. R. Rawson
When: 1:30 to 3:00 p.m.
Where: UCI Engineering Gateway Bldg. (321) - Room 3311
Notes: See Chairman's Message, this page.
Contact: Ralph Hileman - (909) 780-3947 - r.hileman@ieee.org

22 August, 1998 (Sat.)

OCCN Y2K WORKING GROUP
Purpose: Year 2000 Problems
When: 9:30 a.m. to 12:00 noon
Where: UCI Engineering Gateway Bldg. (321) - Room 3311
Contact: Gayn Winters - (714) 532-6776

OCCN BUSINESS DEVELOPMENT WORKING GROUP (BD-WG)
Topic: "Automatic Speech Recognition Systems - Will They Work for You?" - Martin Martinez, Elucidated Solutions
When: 1:30 to 3:00 p.m. (See article page 5.)
Where: UCI Computer Science/Engineering Bldg. (312) - Room 102
Contact: Ron Oglevie - (714) 526-6642 - ronoglevie@aol.com

IEEE NETWORK FOR ENTREPRENEURS - No August Meeting
Contact: Nick Smith - (714) 978-3719

Continued on page 2

Need help in finding the right consultant? Call the OCCN Helpline (714) 556-6164. Ask for John.

OFFICERS

Ralph Hileman, *Chair*
Hileman & Associates
14176 Grande Vista Avenue
Perris, CA 92570-8820
(909) 780-3947 (Voice/Fax)
r.hileman@ieee.org

Ed Carl, *Vice-Chair*
Micromatic Control Corp.
P.O. Box 50400
Irvine, CA 92619-0400
(949) 552-1244
e.carl@ieee.org

Pete Schultz, Ph.D., *Secretary*
Peter R. Schultz, Ph.D.
1204 Via Landeta
Palos Verdes Estates, CA 90274-1914
(310) 378-6905 ✦ 378-1543 (Fax)
p.r.schultz@ieee.org

Randy Norris, *Treasurer*
NORgate Engineering & Assoc.
18194 Aztec Court
Fountain Valley, CA 92708-6804
(714) 968-4433
NorrisNor@aol.com

Michael R. Morehouse,
Representative-at-Large
Quality Control Technologys
18001 Irvine Blvd.
Tustin, CA 92780
(714) 573-2278 ✦ 320-5089 (Pgr)

Harry L. Staubs,
Representative-at-Large
Staubs Business Services
23320 S. Vermont Ave.
Torrance, CA 90502
(310) 830-9128
Harry_L_Staubs@lamg.com

Ron Taggart, *Editor*
A. R. Taggart, P.E.
17 Tiara
Irvine, CA 92614-7310
(949) 852-9144 ✦ 852-1107 (Fax)
a.r.taggart@ieee.org

Web Site Address:
http://www.occn.org/
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The discussion herein of any legal issues is presented as educational material only. Neither the IEEE nor the Orange County IEEE Consultants' Network (OCCN) take responsibility for any statements made in this publication regarding applicability to existing laws. All such statements are opinions of the writers and any actions taken after reading these opinions should be reviewed with your attorney or other legal advisor.

THE ORANGE COUNTY INDEPENDENT
Formal publication of the ***Orange County IEEE Consultants' Network (OCCN)***. Circulation: 500

Editor: Ron Taggart **Ass't. Editor:** Jean Taggart

The Orange County Independent is published monthly by volunteers of the Orange County IEEE Consultants Network (OCCN) for members and prospective members. The network offers activities for **all engineering consultants** in the Orange County area, regardless of IEEE membership. The meetings are free.

Printing Provided by: **Dennis Graphics Service**, Irvine (949) 552-7489

More Networking Meetings . . .

*Tell them you heard about their meeting in **The Orange County Independent**.*

14 August, 1998 (Fri.)

Inventors Forum
Topic: "Manufacturing New Products Cost Effectively"
When: Registration: 7:30 p.m.; Seminar: 8:00 - 10:00 p.m.
Where: Orange Coast College, Science Lecture Hall, 2701 Fairview Rd., Costa Mesa
Notes: Cost: Members $5; nonmembers $15
Contact: (714) 253-0952; Fax: (714) 253-0951

20 August, 1998 (Thurs.)

Association of Professional Consultants
Topics: Seminar: "Workshop -- Learn What Your Client Really Needs by Asking the Right Questions"
Monthly Meeting: "Profiting from change" - Lloyd Robbins
When: Seminar 4:45 to 6:00 p.m; Monthly meeting 6:00 p.m.
Where: O.C. Airport Hilton, 18800 MacArthur Blvd., Irvine
Costs: Seminar & Monthly Meeting-$50; Monthly Meeting only-$30
Contact: (Reservations) (714) 675-9222

Software Council of Southern California - O.C. Chapter
Topic: "De-Bugging Government" - Frank Hayes, columnist for Computerworld magazine
When: 6:00 - 9:00 p.m.
Where: O.C. Airport Hilton, 18800 MacArthur Blvd., Irvine
Cost: Members: $25; Non-members: $55.
Contact: Christie Edman - (310) 328-0043 - www.scsc.org/

25 August, 1998 (Tues.)

American Institute of Chemical Engineers
Topics: Before Dinner: "Composites Manufacturing" - Linas Repecka, Cytec Engineered Materials
After Dinner: "Population Exposure to Mercury-Health and Regulatory Implications" - Dr. Andy Cutler, Minerva Labs.
When: Social 5:30 p.m.; before Dinner Program 6:00 p.m.
Where: Wyndham Garden Hotel, 3350 Ave. of the Arts, Costa Mesa
Costs: $20 with reservations; $25 without reservations.
Contact: Reservations: (714) 569-1573

27 August, 1998 (Thurs.)

O.C. Venture Forum
Topic: "Capital Success Stories in Biotech/Medical Arena"
When: 6:00 p.m.
Where: University Club, University of California, Irvine
Notes: Info: (714) 855-9250 or http://www.1stweb.com/oc-venture

Continued on page 6

WESCON '98 IS COMING

On September 15th thru 17th, WESCON '98 will return to the Anaheim Convention Center (it alternates between Northern and Southern California). And for the fifth year in a row the OCCN will participate in a booth to (1) continue to make its "presence" known, (2) attract new members, and (3) attract new customers for its members. Our booth will be #3565, the hours are 10:00 a.m.- 5:00 p.m. on Tues/Wed and 10:00 a.m.- 4:00 p.m. on Thursday, and there will be parties or get-togethers each night. (More next month.) **Circle your calendar now!**

Our promotional materials will, of course, highlight our activities and member benefits, as well as those of other IEEE Consultants' Networks, the AICN and the IEEE. Special attention, however, will be given to our new ToastMasters and Year 2000 working groups, and our forthcoming Consultants' Workshop in October.

Assisting us again this year will be the Los Angeles Area Consultants' Network (chaired by Kip Haggerty) and the Northern California Bay Area Consultants' Network (chaired by Art Rahman), each with similar goals. **If you are interested in helping to staff our booth, please call me.**

It is important to note that for the first time, WESCON has included us in their promotional activities. Among other things, for every WESCON discount ticket form that we have someone fill out and send in, the OCCN will receive $5.00. If that person attends, we get another $5.00. So it should be obvious how important it is to have all of our members and friends to fill out their discount ticket forms, and pass them on to their friends, associates and clients as well. We're talking potentially big money here! **So please, fill out your form or call me for some more.**

– *Ed Carl, (714) 504-1239; e.carl@ieee.org*

OCCN MEMBER TO TEACH ONE-DAY SHORT COURSE AT WESCON '98

Randy Norris, of NORgate Engineering & Assoc., Fountain Valley, is teaching a one-day short course "Systems on A Programmable Logic Chip", course SC-5, Sept. 15th from 9:00 a.m.-noon; 2:00 p.m.-5:00 p.m. The charge for a full day WESCON course is $245. The topics to be covered include:

- Introduction to IC families.
- Standard cells, gate arrays, full custom and FPGA's
- Introduction to 3 major FPGA families, ACTEL, ALTERA and XILINX with simple class based design example for discussion.
- Introduction to MAXPLUS II, with copiling of actual examples on a FLEX8K chip.
- Introduction to VHDL, why it should be used, with an actual example downloaded to a chip.
- Implementation of at least one class example will be done on a FLEX8K chip. VHDL design files will be available, by e-mail, to interested attendees a few days after the class.

You can get more details from Randy by e-mail: NorrisNor@aol.com.

WHAT IS AN INDEPENDENT CONSULTANT?

- An Advisor
- An Expert in their field
- An Independent Business Person
- A Problem Solver
- A Subcontractor/Vendor
- A Resource
- A *"Hired Gun"*

WHEN DO YOU CALL A CONSULTANT?

When you:

- Can't do it yourself
- Don't have the resources
- Have a nagging problem
- Want to prevent future headaches
- Just need to know for sure
- Want to make a better product
- Want a more profitable business
- You need it NOW!
- Want to know if it CAN be done
- Want to know if you should do it.

OCCN CONSULTANTS' WORKSHOP

The Workshop is Coming! After three very successful Consultants' Workshops in '94, '95, and '96, it is time to do it again. In the past, these workshops have featured presentations on why and how to set up a viable consultant's practice. Also marketing, promotions, organizational form, additional resource needs were discussed by experienced consultants. Nick Smith is chairing the event. He would appreciate the help of those of you who are more experienced in organizing, publicizing and arranging for speakers. Those of you just starting or contemplating a private practice need the workshop. We will have more details in our next newsletter about just when in October (the target month) and where it will be held. Need info now? Call Nick Smith at (714) 978-3719 (smithx@ix.netcom.com).

INTRODUCING OCCN - THE ORANGE COUNTY IEEE CONSULTANTS' NETWORK

We are a network of independent engineers and technical specialists in all engineering disciplines, who offer state-of-the-art consulting services to clients in a range of technical specialties. These specialties include electronics, computer software, hardware, electrical power systems, product development, reliability, technical risk management, quality assurance We have joined together to pool our resources and experiences so that we all may prosper by serving our clients even better.

The organization was formed in 1993, under the auspices of IEEE, and is open to ALL independent engineering consultants in ALL engineering fields who are based in or around Orange County California. You do not have to be a member of IEEE to join us. Many of our members come from other disciplines.

Our many activities can best be described by outlining a few of our current Working Groups and their objectives.

Business Development Working Group

The purpose of the BD-WG is to facilitate creation and growth of successful businesses for our members. Primary focus is on promoting sound and creative business development and operational practices. A secondary emphasis includes engineering and technical considerations. Our programs are developed from needs expressed by OCCN members. A broad range of topics may be addressed (such as workplace productivity enhancement tools).

The programs over the last two years have covered topics such as "Virtual Enterprise Company Organizations" and workshops have been conducted on the use of "Computer Aided Teleconferencing" to dramatically expand the classical geographic constraints in conducting business.

Most of past and present programs fall into the four categories:

- Business & Management Practices
- Government Contracts & Grants
- Productivity Enhancement Tools
- Small Business Resources

We continue to recognize the need for improved Small Business Resource Databases with our plans for incorporating this type of information within the OCCN web site. Come join us in the afternoons of the 4th Saturday of each month.

--- Ron Oglevie - (714) 526-6642, ronoglevie@aol.com

Toastmasters Working Group

The Toastmaster Working Group (TMWG) was formed to help our fellow engineers to improve their communication skills in a casual setting and to provide a place for further networking. Recently the TMWG has become a chapter of Toastmasters International (TMI), a world recognized organization. This means that there will be more support from TMI, which is well known for helping people to develop their communication skills.

We engineers can think through a situation, determine the root cause of a problem and develop a strategy to solve it. However, most of us have difficulty in communicating our thoughts and logic in simple terms and language to laymen. The reality is that in most our interactions with others, we cannot talk in highly technical terms and expect people to understand us. We have to be able to communicate with people from all levels and disciplines to get the job, assignment or contract.

To succeed, we need to communicate effectively, expressing our thoughts unambiguously to non-technical people. TMWG can help us improve our communication skills, and organize our presentations more effectively.

We invite you to come to one of our meetings to find out for yourself what you can gain from this working group. For further information, please contact Bill Kwok at (310) 900-2565 during day time, (626) 448-1633 in the evening or e-mail at kwoklp@aol.com.

EDITOR'S NOTES ON WORKING GROUPS

Other working groups focus on such topics as:

- Year 2000 Problems
- Internet Implementations and Uses
- Marketing
- Virtual Enterprises

Check our calendar in this issue for their schedules. Got a new topic? Propose it and organize a new Working Group.

BUSINESS DEVELOPMENT WORKING GROUP

SAT., AUGUST 15, 1:30-3:00 PM

"Automatic Speech Recognition Systems - Will They Work for You?"

Martin Martinez of Elucidated Solutions

Interested in a computer tool that can help you speed up the preparation of documents or permit you to give voice commands to your computer or use voice commands to control various elements in your laboratory or home? If these capabilities interest you, and you aren't already an expert in Automatic Speech Recognition (ASR) systems, then attend our next BD-WG working group to get a quick background on the subject.

ASR has been around for a long time (over 15 yrs.) but the technology has been improved sufficiently to make it much more practical for the ordinary desk-top computer user. Can ASR really enhance your productivity? Well, our member expert, Mr. Martin Martinez of Elucidated Solutions, a new LLC in Pasadena, CA, will be trying to answer these questions for us, and will discuss:

- Introduction to ASR - what is it & is the hype really true?
- The theoretical basis (and the art) of ASR.
- Competing ASR products, and their relative advantages.
- An ASR demonstration, hopefully.
- Things ASR will and won't do.
- Summary of conclusions - will it really improve your productivity?

FUTURE MEETINGS

September - "Organizing Strategic Alliances", Mr. Barry Allen, Consumer Business Network, Inc.

"How to Conduct Effective Meetings", Mr. Erv Smith.

"Small Business Resources Available From the SBA, SCORE, and Local Small Business Development Centers", Ms. Mona Masri and Mr. Nat Goodfriend, SCORE.

LAST MEETING

Our thanks to Dr. Rick Nelson for sharing his highly effective methods for preparing winning SBIR proposals and using the resulting contracts to build new businesses.

— Ron Oglevie, Chair

SBIR 1998 CONFERENCE

The second annual Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Conference will be held on Saturday, August 29, 1998, at the UCI Learning Center in Orange CA. The program features the Tibbetts award winning SBIR trainers Gail and Jim Greenwood, as well as numerous federal SBIR administrators, local small business development resource agencies, and successful SBIR companies.

During the workshop, participants will receive tips on federal cost estimation techniques, writing winning proposals, matching fund sources, local resources that aid small business development, teaming with federal laboratories and universities, and success stories from small companies that have utilized SBIR/STTR in the development of their businesses.

The conference is co-sponsored by the National Association of Women Business Owners (Orange County Chapter), the Small Business Administration, the University of California at Irvine Extension Program, and UCI Technology Outreach Program.

AICN - AN ADDED BENEFIT FOR OCCN MEMBERS

AICN is the Alliance of IEEE Consultants' Networks, an umbrella group of all the local consultants' networks, as its name implies. It is our active representative to IEEE, which is an international organization of over 300,000 electrical , electronic and related engineers.

AICN actively works to improve the image of private practice engineers in technical societies and industry. It coordinates, catalogs and disseminates information on such topics as pension plans, accounting, business procedures, and legal agreements. It also frequently conducts and reports on national and local fee surveys to aid each consultant to set his/her own fees at market rates. It maintains a database (and National Directory) of IEEE members in private practice. It also tracks issues of national legislation or federal programs of concern to consultants.

The most tangible benefit of AICN that an OCCN member can use, for a modest fee, is its publication of the professional profile of a consultant's firm in its National Directory. It is available in hardcopy form and on the internationally available IEEE Web page. As more of industry gets accustomed to using the Web, the value of the directory listing will increase even more.

EDITOR'S COMMENTS

As consultants in predominately the high technology arena, we feel it appropriate that we deliver this newsletter mostly by electronic means. In most cases you will get the information about five days sooner.

As promised in my June column, July was a test case "mini-newsletter", sent as a .PDF file attachment to members and associates for whom we have current electronic addresses. Missed that issue? It may have been because we didn't have your electronic address. If you are interested, please send your address to me considering that it should be a site that can read an Adobe Acrobat PDF file readily.

Should you prefer the newsletter in hardcopy form by postal delivery, please advise me so we can make alternate arrangements. The newsletter file (in PDF format) will be available monthly on our web site, http://occn.org/

See you at WESCON '98!

--- *Ron Taggart* - a.r.taggart@ieee.org.

OCEC WEB PAGE

The Orange County Engineering Council (OCEC) is online at www.ocec.org/, with all the information about its 45 member societies and 28 Corporate Sponsors. OCEC is one of the three umbrella organizations under the Institute for the Advancement of Engineering that represents 160,000 engineering professionals across Southern California. Stay current with activities in the technical arena. Bookmark the site NOW.

http://www.OCEC.org/

More Networking Meetings . . .

Continued from page 2

28 August, 1998 (Fri.)

So. Calif. Software Process Improvement Network (SPIN)

Topic: "The Systems/Software Engineering Interface: Impact of COTS and New Software Technology Developments"
Speaker: Dorothy McKinney, Mission Success Director, Lockheed Martin Missiles and Space Co.
When: 9:00 a.m. to 12:00 noon
Where: McDonnell Douglas Auditorium, Univ. of Calif., Irvine
Notes: Cost: $15 plus $4 parking for non-IRUS sponsors
Contact: Debra Brodbeck - brodbeck@ics.uci.edu; (714) 824-2260
www.ics.uci.edu/IRUS/spin/flyers/98/aug98.html

29 August, 1998 (Sat.)

International Council on Systems Engineering (INCOSE)

Topic: "Systems and Software Engineering: From Theory to Practice - A tutorial by Dorothy McKinney
When: 8:00 a.m. - 5:00 p.m.
Where: Wyndham Hotel at LAX, 6225 W. Century Blvd., Los Angeles
Cost: INCOSE Member: $60; Non-Member: $80; by Aug 18th
INCOSE Member: $80; Non-Member: $100; after Aug 18th.
Contact: James van Gaasbeek - (562) 948-7482.

SBIR 1998 Conference - A one-day conference on SBIR/STTR including federal cost estimation, writing winning proposals, assistance resources, matching funds, and advice from successful bidders.

Speaker: SBIR trainers Gail and Jim Greenwood, and numerous federal SBIR managers and local small business development agencies. (See article page 5.)
When: 8:30 a.m. - 5:00 p.m.
Where: UCI Learning Center, 200 S. Manchester, 2nd floor, Orange
Cost: $35; $25 for NAWBO members.
Contact: Info. or registration: NAWBO-OC: (714) 832-5741.

Continued on page 7

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Note: The file for this newsletter is available in .pdf format on our Web site, http://www.occn.org/

HOW TO JOIN THE OCCN

To become a member of OCCN for one full year, come to any meeting or contact any officer (see listing above). You will need to submit a check, payable to OCCN, for $95 with your completed application for full "Consulting" membership. This entitles you to participate in OCCN promotional activities, such as name and specialty directory listing on our home page, in our brochures, etc., with a vote on specific promotional activities. You must have the following to qualify: a private practice consultancy with a formal business name, licenses, business-like phone and active e-mail address. If you don't qualify at that level, you can become an "Associate" member for $45. You will not be listed in OCCN promotional materials but will be listed in our membership at the associate level, and will be able to participate in all other activities.

JOIN NOW AND GROW WITH OCCN!

Save These Dates in Sept. . .

Continued from page 6

14 and 21 September, 1998 (Mon.)

OCCN Toastmasters Working Group

When: 6:00 p.m.
Where: Hof's Hut, 18850 Douglas Drive, Irvine
Contact: Ed Carl - (714) 504-1239.

15 - 17 September, 1998 (Tues.-Thurs.)

Multimedia Technology and Application Conference

Topic: 70 presentations from 15 countries; papers from 32 universities and 37 major industries.
Speaker: Keynote speakers from Microsoft & IEEE Spectrum; Banquet: "Music, Mathematics, Manufacturing and Magic"
Where: Anaheim Convention Center, Anaheim
Info: http://www.MTAC.uci.edu

WESCON '98

Focus: Systems-On-A-Chip - Integrating Semiconductor and EDA Technologies; Applications Conference
When: Tues/Wed: 10:00 a.m.-5:00 p.m.; Thurs: 10:00 a.m.-4:00 p.m.
Where: Anaheim Convention Center, Anaheim
Contact: (800) 877-2668; (310) 215-3976; wescon@ieee.org
Notes: Online Registration & Info: www.wescon.com

16 September, 1998 (Wed.)

IEEE Network for Entrepreneurs

When: Social 6:00 p.m.; Dinner 7:00 p.m.; Presentation 7:30 p.m.
Where: Jolly Roger Restaurant, Dyer Rd/Barranca Pkwy @55, Irvine
Contact: Nick Smith - (714) 978-3719.

19 September, 1998 (Sat.)

OCCN GENERAL MEETING

When: 9:30 a.m. to 12:15 p.m.
Where: UCI Engineering Gateway Bldg. (321) - Room 3311
Contact: Ralph Hileman - (909) 780-3947 - r.hileman@ieee.org

OCCN CONSULTANT OPERATIONS INFORMATION WG

Topic: "Secets of Successful Consulting" - H. Clark Bell
When: 1:30 to 3:00 p.m.
Where: UCI Engineering Gateway Bldg. (321) - Room 3311
Contact: Ralph Hileman - (909) 780-3947 - r.hileman@ieee.org

Caltech/MIT Enterprise Forum: Annual Workshop for Entrepreneurs

Topic: "Doing Business in The Next Millennium: The Outlook for Entrepreneurs in Technology-Based Ventures"
When: Registration/Breakfast: 7:30 a.m.; Program: 8:30 a.m. - 4:00 p.m.
Where: California Institute of Technology, Pasadena
Notes: Cost: $165; (early registration: $125 before 9/4)
Info: http://www.caltech.edu/~entforum/current.htm

26 September, 1998 (Sat.)

OCCN Y2K WORKING GROUP

When: 9:30 a.m. to 12:00 noon
Where: UCI Engineering Gateway Bldg. (321) - Room 3311

OCCN BUSINESS DEVELOPMENT WORKING GROUP

When: 1:30 to 3:00 p.m.
Where: UCI Computer Science/Engineering Bldg. (312) - Room 102

FOR FURTHER INFO:

To join the *Institute for Electrical and Electronics Engineers (IEEE)* or request information on their many benefits,
call: (800) 678-IEEE (4333) or
visit: "ftp://ftp.ieee.org"
"http://www.ieee.org"

For info on obtaining an IEEE "alias" e-mail addresses (IEEE members only), send a dummy message to:
"Alias-processor@ieee.org"
-or-
visit http://www.ieee.org/eleccomm/

To refer a consulting opportunity, call one or more of the following Hotlines:

OC: occn@ieee.org or
John McCrickerd - (714) 556-6164
John.mccrickerd@ocipug.org
Los Angeles: (213) 243-8583
National: (202) 785-0017
w.anderson@ieee.org

To contact other IEEE Organizations:

Alliance of IEEE Consultants Networks (AICN)
http://www.ieee.org/consultants/
Bob Gauger - (949) 559-9148
r.gauger@ieee.org
Bill Anderson (Staff) - (202) 785-0017
w.anderson@ieee.org
IEEE Network for Entrepreneurs
Nick Smith - (714) 978-3719
IEEE - Orange County Section
Pierre Perra - (714) 848-2882
p.perra@ieee.org
David Cheng (PACE) - (714) 773-3734
dcheng@ccvax.fullerton.edu
Los Angeles Area Consultants' Network
http://www.laacn.org
Kip Haggerty - (310) 679-2440
k.haggerty@ieee.org
San Diego Consultants' Network
John Perry - (619) 941-3738
jperry@worldnet.att.com

To contact the following OCCN functions:

Business Development Working Group
Ron Oglevie - (714) 526-6642
Ronoglevie@aol.com
IEEE O.C. Section Liaison
Ed Carl - (949) 552-1244
e.carl@ieee.org
Internet Working Group
Steve Maher - (949) 859-7475
RMProInc@aol.com
Marketing Working Group
Ed Carl - (949) 552-1244
e.carl@ieee.org
O.C. Engineering Council
Ed Carl - (949) 552-1244
e.carl@ieee.org
WebMaster
Kenn Leland - (714) 871-3386
k.leland@ieee.org

Web: http://www.occn.org/

Hosted by Network Intensive

The Orange County

INDEPENDENT

Vol. 6, No. 7 *Voice of the Orange County IEEE Consultants' Network (OCCN)* *July 1998*

Editor's Message

As you may notice, this issue of the OCCN INDEPENDENT is different than earlier editions. We are experimenting with a new distribution method. Due to the expected decrease in activity of other networking organizations of known interest to our membership, this issue is abbreviated. Also, it will not be delivered in hardcopy format, since it would likely languish in your postal mailbox as you prepare for or execute your summer vacation plans.

This issue is intentionally being distributed as an attachment to an e-mail. The attachment is an Adobe Acrobat ".PDF" file. If your e-mail arrangement is like mine, you will be able to use the free Adobe Acrobat Reader™. If you do not now have that capability, I strongly suggest that you go online to http://www.adobe.com/ and download the reader. It is our intent to use this method of delivery for the INDEPENDENT to those members, friends and interested parties for whom we have e-mail addresses. Should the e-mail address we use for you this month not be the best one for delivery of attachments, and you have a more capable e-mail address, please provide that information to us.

As we master this application, you can expect that the same newsletter will also be posted on our web page as a PDF file. Sending the newsletter by "snail mail" will no longer be the standard. We will accommodate members who request the old fashioned delivery, on a case by case basis. If you are not a member of OCCN or an interested party that gets a limited duration complementary copy, we do not plan to use USPS. As you know, postal rates are going up again! We will be printing a limited number of hard copies for distribution at networking meetings, at WESCON, and at our General Meeting on the 3rd Saturday of the month.

— Ron Taggart

IN THIS ISSUE

Editor's Message 1
Meeting Calendar 1, 2
Business Development WG 3
How to Join 3

THIS MONTH'S MEETINGS:

13 and 20 July, 1998 (Mondays)

OCCN TOASTMASTERS WORKING GROUP
When: 6:00 p.m.
Where: Hof's Hut, 18850 Douglas Drive, Irvine
Contact: Ed Carl - (714) 504-1239

18 July, 1998 (Sat.)

✦ OCCN GENERAL MEETING ✦
Purpose: Networking. Exchange Leads & Needs. Announcements. Case Studies.
When: 9:30 a.m. to 12:15 p.m.
Where: UCI Engineering Gateway Bldg. (321) - Room 3311
Notes: Bring business cards, brochures, promotional materials. Lunch delivery available.
Contact: Ralph Hileman - (909) 780-3947 - r.hileman@ieee.org

OCCN CONSULTANT OPERATIONS INFORMATION WG
Topic: "Managing Multiple Priorities -- Personal Effectiveness" - Arline Hodges
When: 1:30 to 3:00 p.m.
Where: UCI Engineering Gateway Bldg. (321) - Room 3311
Contact: Ralph Hileman - (909) 780-3947 - r.hileman@ieee.org

25 July, 1998 (Sat.)

OCCN Y2K WORKING GROUP
Purpose: Year 2000 Problems
When: 9:30 a.m. to 12:00 noon
Where: UCI Engineering Gateway Bldg. (321) - Rm. 3311
Contact: Gayn Winters - (714) 532-6776

OCCN BUSINESS DEVELOPMENT WORKING GROUP (BD-WG)
Topic: "SBIR/STTR Program Update & Winning Proposal Strategies" - Successful SBIR companies
When: 1:30 to 4:00 p.m.
Where: UCI Computer Science/Engineering Bldg. (312) - Rm. 102
Contact: Ron Oglevie - (714) 526-6642 - ronoglevie@aol.com

IEEE NETWORK FOR ENTREPRENEURS - No July/Aug. Meetings
Contact: Nick Smith - (714) 978-3719

Continued on page 2

Need help in finding the right consultant? Call the OCCN Helpline (714) 556-6164. Ask for John.

OFFICERS

Ralph Hileman, *Chair*
Hileman & Associates
14176 Grande Vista Avenue
Perris, CA 92570-8820
(909) 780-3947 (Voice/Fax)
r.hileman@ieee.org

Ed Carl, *Vice-Chair*
Micromatic Control Corp.
P.O. Box 50400
Irvine, CA 92619-0400
(949) 552-1244
e.carl@ieee.org

Pete Schultz, Ph.D., *Secretary*
Peter R. Schultz, Ph.D.
1204 Via Landeta
Palos Verdes Estates, CA 90274-1914
(310) 378-6905 ✦ 378-1543 (Fax)
p.r.schultz@ieee.org

Randy Norris, *Treasurer*
NORgate Engineering & Assoc.
18194 Aztec Court
Fountain Valley, CA 92708-6804
(714) 968-4433
NorrisNor@aol.com

Michael R. Morehouse,
Representative-at-Large
Quality Control Technologys
18001 Irvine Blvd.
Tustin, CA 92780
(714) 573-2278 ✦ 320-5089 (Pgr)

Harry L. Staubs,
Representative-at-Large
Staubs Business Services
23320 S. Vermont Ave.
Torrance, CA 90502
(310) 830-9128
Harry_L_Staubs@lamg.com

Ron Taggart, *Editor*
A. R. Taggart, P.E.
17 Tiara
Irvine, CA 92614-7310
(949) 852-9144 ✦ 852-1107 (Fax)
a.r.taggart@ieee.org

Web Site Address:
http://www.occn.org/
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DISCLAIMER

The discussion herein of any legal issues is presented as educational material only. Neither the IEEE nor the Orange County IEEE Consultants' Network (OCCN) take responsibility for any statements made in this publication regarding applicability to existing laws. All such statements are opinions of the writers and any actions taken after reading these opinions should be reviewed with your attorney or other legal advisor.

THE ORANGE COUNTY INDEPENDENT
Formal publication of the ***Orange County IEEE Consultants' Network (OCCN)***. Circulation: 400

Editor: Ron Taggart **Ass't. Editor:** Jean Taggart

The Orange County Independent is published monthly by volunteers of the Orange County IEEE Consultants Network (OCCN) for members and prospective members. The network offers activities for **all engineering consultants** in the Orange County area, regardless of IEEE membership. The meetings are free.

More Networking Meetings . . .

*Tell them you heard about their meeting in **The Orange County Independent**.*

16 July, 1998 (Thurs.)

Association of Professional Consultants

Topics: Seminar: "Moving Your Consulting Business Beyond Per Year" - John C. Hall
Monthly Meeting: "How The Client Sees the Consultant" - Panel of Senior Executives
When: Seminar 4:45 to 6:00 p.m; Monthly meeting 6:00 p.m.
Where: Holiday Inn, 17941 Von Karman, Irvine
Costs: Seminar & Monthly Meeting-$50; Mthly. Meeting only-$30
Contact: (Reservations) (714) 675-9222 (Guests: Reservation req'd.)

28 July, 1998 (Tues.)

American Institute of Chemical Engineers

Topics: Before Dinner: "Creating A Successful Business" - Scott Hunter, President, The Hunter Group
After Dinner: "Capturing Reality Technologies" - Dr. Moh Hashemi, ACS, Fluor-Daniel
When: Social 5:30 p.m.; before Dinner Program 6:00 p.m.
Where: Wyndham Garden Hotel, 3350 Ave. of the Arts, Costa Mesa
Notes: Cost: $17 with reservations; $22 without reservations
Contact: Reservations: (714) 569-1573

31 July, 1998 (Fri.)

So. Calif. Software Process Improvement Network (SPIN)

Topic: "The Journey to Software Process Maturity"
Speakers: George Yamamura and Gary Wigle, The Boeing Co.
When: 9:00 a.m. - 12:00 noon
Where: University Club, Univ. of Calif., Irvine
Notes: Cost: $15 plus $4 parking for non-IRUS sponsors
Contact: Debra Brodbeck - brodbeck@ics.uci.edu; (714) 824-2260
www.ics.uci.edu/IRUS/spin/flyers/98/july98.html

15-17 Sept., 1998 (Tues.-Thurs.)

WESCON/IC EXPO

Focus: Systems-On-A-Chip...Integrating Semiconductor and EDA Technologies
Where: Anaheim Convention Center, Anaheim
Info: (800) 877-2668 / (310) 215-3976
Fax: (310) 641-5117 / wescon@ieee.org
Register online: www.wescon.com

19 September, 1998 (Sat.)

Caltech/MIT Enterprise Forum

Topic: Ninth Annual Workshop for Entrepreneurs
Notes: Info: (626) 395-3916; Fax: (626) 795-7174; entfor@cco.caltech.edu or http://www.caltech.edu/~entforum/

BUSINESS DEVELOPMENT WORKING GROUP

SAT., JULY 25, 1:30-4:00 PM

"Small Business Innovation Research and STTR Program Updates and Winning Proposal Strategies"

Invited Successful SBIR Companies

Are you interested in improving your odds of winning an SBIR contract or grant? Or would you just like to find out about the SBIR/STTR programs and how to get started? Either way, our invited speakers will address the following subjects:

- A quick summary of these programs with recent changes highlighted.
- A compendium of winning proposal development strategies as derived from more than 10 highly successful bidders.
- The experiences of several SBIR companies in these programs.
- A listing of information sources that make it easy to get started (for example, see the SBA web site listed below).

NEXT MONTH'S MEETING (AUGUST) -

Mr. Martin Martinez will be orchestrating the August meeting on "**Voice Recognition For Your PC".** Will it really boost your productivity or is it just hype? This will be our third meeting in the series on Office Productivity Enhancement Tools.

LAST MONTH'S MEETING -

Our thanks to Mr. Art Larsen for his very insightful presentations on "Personal Computer Technology Trends and Thoughts on Entrepreneurship (in this field)", and Mr. Martin Martinez for his presentation on how to do "Better E-mail".

Mr. Larson's projections even reflected on the potential for an impending global financial recession. His presentation materials are on his web site at www.artlarsen.com.

Mr. Martinez's presentation materials present valuable information on improving your email utility and quality, and are available at www.wdc.net/~pmartin/bdwg/email.

DOD SBIR SOLICITATIONS RELEASED

The official release of the Department of Defense (DOD) 98.2 SBIR Solicitation occurred on the first of this month. Proposals are due before 19 August, '98.

Harry Staubs and Dick Dennison of the CALSAT group are assisting people in finding team members who are interested in the various solicitation topics. They may be reached at:

Harry Staubs - (310)830-9128,
Harry_L_Staubs@lamg.com or
Dick Dennison- mrichard1@earthlink.com

Contact them to see if they have a match.

SBIR PROGRAM BEGINNERS

If this SBIR talk is confusing and you want to find out more, it's now easier them ever. Just log on the Small Business Administration web site www.sba.gov/sbir. It contains descriptions of this program and others, example winning proposals, and hot links to the solicitations on the web sites of the participating federal agencies.

After reading the SBIR program description download the quarterly "SBIR Pre-Solicitation" document to find the scheduling of the solicitations from the various federal agencies, and solicitation topic titles to be released during that particular quarter. If this is still confusing, talk with any of the regular BD-WG attendees.

— Ron Oglevie, Chair

HOW TO JOIN THE OCCN

To become a member of OCCN for one full year, come to any meeting or contact any officer (see listing above). You will need to submit a check, payable to OCCN, for $95 with your completed application for full "Consulting" membership. This entitles you to participate in OCCN promotional activities, such as name and specialty directory listing on our home page, in our brochures, etc., with a vote on specific promotional activities. You must have the following to qualify: a private practice consultancy with a formal business name, licenses, business-like phone and active e-mail address. If you don't qualify at that level, you can become an "Associate" member for $45. You will not be listed in OCCN promotional materials but will be listed in our membership at the associate level, and will be able to participate in all other activities.

JOIN NOW AND GROW WITH OCCN!

The Orange County IEEE Consultants' Network

IEEE

March 1998 issue

Archive Feb , Jan 1998 Special Sept.1997 issue Earlier issues

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CHAIRMAN'S MESSAGE

HIGH GROWTH CONCEPT SUPPORT FORUM

OCCN MEMBERS HONORED

OCCN Participated in Consultant's Mini-Workshop at *Distributed Generation and Green Power Conference*, Feb. 28,1998

CHAIRMAN'S MESSAGE

OCCN Chair Ralph Hileman is traveling on business at press time. He asked me to fill in for him, temporarily. Here we go!

1. Four OCCN members were installed as Fellows of the Institute for the Advancement of Engineering. (See article "OCCN Members Honored".)

2. Former OCCN Chair was honored by Presidents award at OCEC banquet. (See article "OCCN Members Honored".)

3. OCCN participated in a mini-workshop at the Power Convention in Downey. (See article "OCCN Participated in Consultant's Mini-Workshop . . .".)

4. OCCN current brochures and business cards were handed out to about 300 industrial and business attendees at the OCEC banquet as an ongoing part of our promotions effort.

5. A new working group was started, in February (see article "High Growth Concept Support Forum"), increasing the breadth of service to our members.

6. More OC groups are cooperating in providing their meeting schedules. (See "Calendar".)

7. Enhancements to our Web Page (http://www.occn.org/) are being incorporated to improve our Web presence for potential clients and for our members. Check it out yourself!

8. Inquiries have begun coming in to our "help desk" again; it seems that potential clients are beginning to respond to our newsletter, brochure and Web page.

Remember to spread the word about OCCN and actively use OCCN as a resource for yourself and your clients.

Don't forget that OCCN will once again be active at WESCON September 15-17th. Volunteer to help "man" our booth and actively promote OCCN and your business.

-- Ron Taggart, Editor, for Ralph Hileman, Chair

HIGH GROWTH CONCEPT SUPPORT FORUM SAT., Mar. 28, 9:30 AM-NOON

This new group is for OCCN members only. We focus on specific high-growth business concepts that any member is trying to develop. The meeting is divided into segments according to how many of us wish to make a presentation. A presenter will describe some problem area they need to resolve to start their business. Impromptu presentations are acceptable.

To protect intellectual property, we all will sign non-disclosure agreements.

--John McCrickerd, Chair

OCCN MEMBERS HONORED

Five OCCN members were honored by their peers during February. On the 21st, Mike Bryant, Lewis Lewton, Richard Nelson and Ron Taggart were installed as Fellows of the Institute for the Advancement of Engineering (IAE), in recognition of their individual services to their nominating societies and the engineering profession in general. The IAE is the umbrella group for So. California engineering societies. There were many other inductees, as well, including an amazing collection of young men and women engineers many with astounding accomplishments.

Also, on the 28th, Ed Carl was honored by OCEC, which presented him with their Presidents Award.

Fittingly, these honors were bestowed at the Annual Engineers' Week Banquets held by each group. The IAE is the coordinating and sponsoring organization in So. California for Engineers Week, and a year long sponsor of many programs to encourage the young people of the area to enter the profession. The OCEC, one of the constituent parts of IAE, is a council of 44 technical societies in Orange County. A number of OCCN members are active in OCEC, either in behalf of OCCN or other technical societies.

Congratulations to all five honorees!

Ralph Hileman-OCCN Chair

OCCN Participated in Consultant's Mini-Workshop at *Distributed Generation and Green Power Conference*, Feb. 28,1998

Joining with LAACN, OCCN participated in conducting a mini-workshop at the Power Engineering Society conference.

The topics included:

- Dealing with Client's Needs
- Business Development-Overview
- Entrepreneur's Network-Overview
- Forensic Engineering
- Consulting Tools of the Trade
- Advice from the Experts - Panel Discussion

OCCN presenters or moderators included :
Ron Oglevie
Nick Smith
Ralph Hileman and
Bob Gauger

LAACN presenters included:
Steve Maas and
Clark Bell

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The Orange County IEEE Consultants' Network

IEEE

February 1998 issue

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CHAIRMAN'S MESSAGE

EDITOR'S NOTES

HIGH GROWTH CONCEPT SUPPORT FORUM

INTERNET WORKING GROUP

ANNUAL HIGH-TECH SMALL BUSINESS DEVELOPMENT CONFERENCE

1998 NATIONAL ENGINEERS' WEEK ACTIVITIES

CHAIRMAN'S MESSAGE

Well, we are off to a fast start:

1. The Web page is updated with the new officers and a Members-Only Section is set up and ready for use. News is going to both the newsletter editor and Web Master is compatible formats so that you can see the hot stuff before the newsletter is printed and released. Watch the web page more frequently for changes now.

2. The results of the January Planning Session have been captured by a Virus infecting our Secretary, I mean his computer. We had lots of discussion, if you weren't there, and made some lists of interests to work on.

3. We are drawing closer to the LAACN through the Joint Effort to develop a program at the Power Engineering Society meeting in Downey on 28 February, announced in the calendar section of this newsletter. Ernest Fierheller is coordinating this activity. We are also talking about a lead sharing methodology to be developed between John McCrickerd and Curtis Barrett, the lead contacts for each group.

4. There is a new working Group being organized for "Supporting High Growth Concepts" led by John McCrickerd.

5. Steve Maher will be returning to the Internet Group in March after being consumed by his business needs (it's the kind of problem we all like to have). For Feb 21, we will have samples of web pages to review, so

bring your draft copy and ideas and we will be ready to load them up when Steve returns in March.

6. Michal Peri is doing our planning for the September WESCON. In spite of the politics between Orange County and LA County, she is carefully assessing the arrangements offered by WESCON (here in Anaheim this year) to see if we can mutually benefit from this event. You will hear more from her later.

7. Last year's draft strategic Plan is being dusted off and used as the basis for constructing a set of by-laws. Be sure and join up with the activity you feel most passionate about and lend a hand.

-- Ralph Hileman, Chair

EDITOR'S NOTES

This issue is largely focused on Engineers' Week, which is entirely proper, I think. We have every right to celebrate our continuing accomplishments as individuals and as a group.

This issue has more information on meetings besides our own. This is due to the cooperation we've received from many other groups. Of course, there are likely many other meetings we consultants should be attending. The editorial staff is dependent upon you all to get the information for us. I, for one, would like to see more variety in our listings. How about some more meetings where we can network with clients?

In January, I mentioned (without noting the authors) three contributed editorial comments. For your information, they were submitted by Mike Bryant, Andy Cutler and Mike Morehouse. If you were with us at the afternoon planning session on January 17th, you could have picked up hard copies of all three. For now, the texts are in the "Members Only" section of the Web Page. What really counts is the fact that all three are being used in planning by the Board and by other key volunteers. All of us should be grateful that these three members took the time to contribute their viewpoints and suggestions. Take the time to study their comments, and help us respond with positive action.

I invite your comments (e-mail preferred) on the calendar format we are using. In some cases we get far more information than we can put into the Independent. We will be making a serious effort to pass the full information onto the OCCN Web page. That will be done without delaying the hectic newsletter production schedule, of course. This approach will permit OCCN to share schedule information for meetings that happen too close to our mail delivery date. It would be very helpful if one or more of you would volunteer to be a continuing schedule "guru" to keep track of a wider variety of meetings and events. How about you?

Ron Taggart, Editor

HIGH GROWTH CONCEPT SUPPORT FORUM SAT., FEB. 28, 9:30 AM-NOON

This new group is for OCCN members only. We focus on specific high-growth business concepts that any member is trying to develop. The meeting is divided into segments according to how many of us wish to make a presentation. A presenter will describes some problem area they need to resolve to start their business. Impromptu presentations are acceptable.

To protect intellectual property, we all will sign non-disclosure agreements.

--John McCrickerd, Chair

INTERNET WORKING GROUP SAT., FEB. 28, 9:30 AM-NOON

This will be a working session to enhance the current OCCN Web Page. Bring your draft inputs for business descriptions/resumes, member only access, and members only resources, etc.

Come and help enhance the OCCN Web Page to make it more useful to the members and clients.

-- Ralph Hileman, OCCN Chair

ANNUAL HIGH-TECH SMALL BUSINESS DEVELOPMENT CONFERENCE **Sponsored by JPL, NASA and The SBA TUES/WED, MARCH 3-4, 1998**

JPL, NASA and the SBA are sponsoring the 10th Annual High-Tech Small Business Development Conference March 3-4 in the City of Industry. Registration is $90 by February 4th and the hotel is $85 per night, single or double (by February 13th).

For information, contact Martin Ramirez, the conference coordinator - martin.m.ramirez@jpl.nasa.gov or (818) 354-4894. Also see: http://acquisition.jpl.nasa.gov/boo/hight98.htm.

-- George Huling; g.huling @ieee.org

1998 NATIONAL ENGINEERS' WEEK ACTIVITIES

OCCN Members to be Honored

This year National Engineers' Week is celebrated from February 22 to February 28. It is always celebrated during the week of President George Washington's Birthday, our Nation's first engineer! Events are scheduled across the country to recognize and honor engineers, engineering educators, engineering projects and accomplishments. The National Theme for this year, as in past years, is "Engineers: Turning Ideas Into Reality!"

Engineers are encouraged to visit local schools as part of the Discover "E" Engineers Week Program. It is an outreach of Engineers into the school communities in the K-12 grades. Engineers visit schools and interact with the students to encourage interests in math and science education and to highlight, explain or demonstrate scientific principles. Why don't you make a school visit this year?

A number of local activities are organized in the greater Los Angeles area to honor engineering and engineers. A few of these are listed below. Try to get involved somewhere!

The kick-off event for Engineers' Week 1998 will be held on Saturday evening, February 21, 1998. The Institute for the Advancement of Engineering (IAE) will hold their Honors and Awards Banquet combined

with the IAE College of Fellows Installation Ceremony. The banquet will be held on the Queen Mary in Long Beach. The event starts at 4:30 pm with an optional Tour of the Queen Mary. Tickets at $45 per person are available through the IAE Executive Director, Gary Sumner at 714-832-1113 or by FAX at 714-669-9941. Other IAE Awards to be presented that evening are "Leadership in Engineering", "Outstanding Student Leadership", "Media Award" and "Outstanding New Engineer".

Ron Taggart, past OCCN Secretary and our new Newsletter Editor, and Mike Bryant, past OCCN Newsletter Editor, will installed as new IAE Fellows during this evening, as will Kip Haggerty, the LAACN Chair. Why don't you plan to attend to help welcome these consultants as a new IAE Fellows?

At the same IAE event, the Los Angeles Council of Engineers and Scientists (LACES) will present their prestigious "George Award" to the LACES Engineer of the Year.

On the following Saturday, February 28, the Orange County Engineering Council (OCEC) will hold its Engineers' Week Honors and Awards Banquet at the Hyatt Regency Alicante in Anaheim. Reception starts at 6:00 pm. Among the Awards presented, Ed Carl, past Chair of OCCN, will receive the OCEC President's Award. The OCEC banquet keynote speaker will be George Stegemier, CEO Emeritus of UNOCAL, who will be honored with a special OCEC Award. Tickets are $45 per person available from the OCEC Treasurer, Ray Hesser, OCEC, P. O. Box 1156, Costa Mesa, CA 92628, Phone: 714-962-0091.

Also during the day of February 28 from 7:45 am to 4:00 pm, the IEEE Los Angeles Power Engineering Society (LAPES) will hold a Technical Conference on "Distributed Generation and Green Power". This conference will have a session on engineering consulting jointly organized by the LAACN and the OCCN. This conference will beheld at the Gas Company Energy Resource Center in Downey California. Tickets are $12 for IEEE members, $15 for non-members before Feb. 18th, and $17 and $20 respectively after that date. Tickets are available by from Roxana at 626-744-3715 or Larry Dalton at 213-367-0802.

Another February 28 evening event is the San Fernando Valley Honor and Awards Gala Banquet at the Odyssey Restaurant in Granada Hills. The IEEE LA PES has acquired a block of tickets for this event. Tickets are $45 and they are available through Larry Dalton at the above number.

Many other activities take place during the celebrations of Engineers' Week that are organized by professional societies, organizations and companies.

Plan to attend some these events and celebrate your engineering achievements along with those of your peers.

-- Harry L. Staubs

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Archive

ELECTION RESULTS

INTERNET WORKING GROUP

Chairman's Message

EDITOR'S COMMENTS

ELECTION RESULTS

Part 1:

Should OCCN use slates?: 26

Should OCCN use traditional election by office?: 30

Part 2: (Excluding write-ins) By Office:

Chair:	Ralph Hileman	37
Vice Chair:	Ed Carl	34
Treasurer:	Randy Norris	36
Secretary:	Peter Schultz	43
Editor:	Ron Taggart	49
At Large:	Mike Morehouse	29
	Harry Staubs	34

Editor's Notes:

1. 56 of 78 eligible voters participated!

2. Write-ins and actual votes for slate not counted or shown here.

3. Tally for 3 individuals listed in both slate and individual offices show combined votes from both sources. Consequently, it was a squeaker!

--Ron Taggart, Editor

INTERNET WORKING GROUP

SAT., JAN. 24, 9:30 AM-NOON

This will be a **SPECIAL** session to enhance the current OCCN Web Page. There will be discussion of 3 planned sections of the Web pages:

- Business descriptions/resumes - We will have some examples.
- Member only access. This would cover personal interests, more detail on languages, computers and systems, etc.
- Resources for members only. This could be lawyers, banks, or other non-technical specialists that have been helpful, web sites that have specific good data, books on consulting, etc.

Come and help enhance the OCCN Web Page to make it more useful to the members and clients.

-- Ralph Hileman, OCCN Chair

Chairman's Message

Happy New Year to each of you. Thanks for the confidence in your new board. It's always exciting to re-evaluate what we are doing with some fresh sets of eyes and ears. Our first meeting in January is aimed at taking the December meeting suggestions and specific recommendations made by various members and formulating a plan to accomplish all that we can agree on (and afford!) for the new year. Your attendance at this meeting will be very key since you need to be there to participate in the discussion and help us get the very best results.

Issues will include:

1. Web Page content (a session on details is planned for 24 Jan). In addition to our Web Master, we should consider a Web Editor because this should be a growing part of our presence and will need more attention this year.

2. Getting a By-Law committee to review the drafts we have and present a clean set of By-Laws at last.

3. Do we need some new working groups, do we want to keep the ones we have, or modify the thrust/content

to fit the needs of more of our group? Remember, anyone can propose a topic for a group, the group will need a leader and then the group must focus on a plan and be able to report to the board on the results. If one group isn't doing it for you, propose a different course of action that can be successful (but you have to define what success will be for that group).

4. Who can help with a Workshop? Probably October would be best to give us time to do a bang-up job, get the publicity we need and avoid the April Workshop in San Jose.

5. Since we spent a lot of money on promotions last year, we need to evaluate the results and decide which efforts look the best for this year.

We'll try to publish the results next newsletter, but its not the same as having been involved in the discussions yourself, so make a real effort to BE THERE.

Ralph Hileman, Chair

EDITOR'S COMMENTS

We will be featuring schedules with emphasis on full data: OCCN meetings first, other net-working or research opportunities as we are notified with full data. Full data means purpose, topic, sponsor, place, time, and any special conditions. No OCCN meeting that does not meet the completeness criteria will be reported, since it will not really be a meeting, but a "social hour". Those are generally the lowest priority. We will continue listing those groups who distributed our special issue last year, and any we produce this year. Just get your data to us on time!

I am looking for volunteers to help us broaden the coverage of networking and research opportunities. I feel that the only reason to attend any meeting we report would be for those two purposes.

You will notice our new, improved map and directions to our usual meeting places. They should help the newcomers greatly. Credit is due to Jean Taggart, who did all the work.

There will be some changes throughout the year -- some subtle, some obvious. This month some of the volunteer assignments have been deleted, pending all new assignments, which will generate corrections to those still shown. There will be many new and different volunteer opportunities, which I will try to report accurately as they occur. Those who do the work will be listed in some way during the year.

Take a hint -- by volunteering for even a small task, you will get your name in front of our members and those getting complementary or promotional copies.

Mailing of the newsletter will have to change, as we work to cut costs without sacrificing effectiveness of our outreach. The newsletter is our primary tool for promotion, but it is our most expensive, so there will likely be some criteria changes as we progress through the year. If you would rather receive the newsletter by alternate methods, let me know.

Contributions from our readers are welcome and are needed -- articles, opinions, format and constructive suggestions. I will help by editing as needed, and I will be glad to hold space open for meaningful material, especially something of obvious value to our members and other readers., if you let me know well in advance. All inputs must be concise and professional to be used.

Opinions Received. I have received 3 opinion statements on the thrust of OCCN for 1998. Each of them have

merit and should be considered. However, verbatim inclusion here would double the size of the newsletter, which I am not prepared to do. Alternatively, any paraphrasing would risk diluting the statements. For this issue I have reluctantly decided to hold those statements for verbatim distribution at one of our meetings. This dilemma of presentation means that I will have to resolve a way to fairly report such opinions in future issues. Have you any thoughts on the subject? In the meantime, I will at least see to it that the opinions submitted are provided to the entire Board, or any other group immediately affected. Your opinions are important, so please keep them coming! Please be as constructive as possible, of course.

-- Ron Taggart, Editor

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