



SEASONS GREETINGS



We want to wish all members and friends of the Orange County Consultants Network a season of peace and prosperity.



*The Officers of the
OCCN*

Have you renewed your membership to the Orange County Consultants Network?

Please check with Ralph Hileman or Ron Taggart if you are not sure when your renewal is due.

DIRECTIONS TO OCCN MEETINGS

Check our Website: <http://www.occn.org/meetings.html> for a downloadable/printable map file with directions to the Engineering Gateway or other UCI locations. For a detailed map of the campus especially around the Engineering Gateway building and the parking lots, refer to: <http://www.ics.uci.edu/~www/office/maps/czoom.html>.

DECEMBER OCCN MEETINGS



11th DECEMBER -- (2nd Saturday)

OCCN BOARD MEETING

7:30 A.M. BREAKFAST MEETING

DENNY'S RESTAURANT - IRVINE MARKETPLACE

◆GENERAL MEETING◆

Purpose: **Consultant News and Presentations of Consultant-Related Topics and Issues, Exchange Leads & Needs, Announcements, and Case Studies.**

When: 9:30 a.m. to 10:15 p.m.

Where: UCI Engineering Gateway Building (321) - Room 3311.

Comments: Bring business cards, brochures, and promotional materials.

Contact: **Ralph Hileman** -(909) 780-3947 -< r.hileman@ieee.org >
or **Ron Oglevie** (714) 526-6642 -< ronoglevie@aol.com >

◆CONSULTANT INFORMATION-OPERATIONS◆ WORK GROUP

Presentation: **Promoting Your Business on the Internet. Tools and Resources Available on the Net to Promote Your Business and Your Website.**

Speaker: **Eric Choi**, Web Design Consultant

When: 10:30 a.m. to 12:15 p.m.

Where: UCI Engineering Gateway Building (321) - Room 3311.

Contact: **Ralph Hileman** at (909) 780-3947 or e-mail him at r.hileman@ieee.org

◆ BUSINESS DEVELOPMENT WORK GROUP ◆

Topic: **"Venture Point Small Business Development Center: How They Can Help You Develop Your High-Tech Business."***

*Note: This is the new successor to the former UCI Accelerate Technology Program, operated by the Orange County Business Council.

Time: 1:30 - 3:00 p.m.

Location: UCI Engineering Gateway Building, Rm. 3311.

Contact: Ron Oglevie, ronoglevie@aol.com, 714-526-6642

JANUARY PROGRAM

Join us in January for a presentation on the use of commercially available software for stock market analysis.



1999 OCCN OFFICERS

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

Wes Masenten, Vice Chair
Masenten & Associates
 5962 Sierra Seina Rd.
 Irvine, CA 92612
 Tel: (949) 854-5361
 E-mail: masenten@pacbell.net

Dave Hench, Treasurer
Imaging Systems. Application. Corp.
 717 E. Rainer, Orange, CA 92665
 Tel: (714) 998-2691
 E-mail: d.hench@ieccc.org

Ron Taggart, Secretary
A.R.. Taggart, P.E.,
 17 Tiara, Irvine, CA 92614-7310
 Tel: (949) 852-9144
 E-mail: r.taggart@worldnet.att.net

Noreen Norris, Editor
Communication & Related Services
 18194 Aztec Court
 Fountain Valley, CA 92708-6804
 Tel: (714) 968-4433
 E-mail: noreen.norris@ieccc.org

Ben De, Rep-at-Large:
Kalimata, Inc.
 8 Westport,
 Irvine, CA 92720
 Tel: (949) 551-8251
 E-mail: b.de@ieccc.org

William R Norris, (aka Randy Norris)
 Rep-at-Large
NORgate Engineering. & Associates
 Tel: (714) 968-4433
 E-mail: wr.norris@ieccc.org

WEBSITE: <http://www.occn.org>

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 Other OCCN Meetings

Unusual Opportunities Special Interest Group (UOSIG)

Contact **John McCrickerd**, UOSIG facilitator, regarding meeting time and location. (714.556.6164 / j.mccrickerd@ieccc.org)

OCCN TOASTMASTERS

13th & 27th DECEMBER (2nd & 4th Mondays)

When: Dinner: 6:45 p.m. Program: 7:00 p.m.
 Where: Hof's Hut, 18850 Douglas Drive, Irvine
 Contact: **Sam Sarem** - (714) 692-1198 E-mail: Sam4IPRC@aol.com or
Mojgan Akhavan Mojgan@Akhavan.com

OTHER CONSULTANTS MEETINGS/NETWORK OPPORTUNITIES

Institute for Management Consultants

Monthly Breakfast meeting - (1st Thursday of the Month)

Time: 7:00-8:30 a.m.

Contact:

VOLUNTEERS ARE NEEDED TO WORK
ON THE OCCN BOARD FOR THE YEAR 2000

Contact the Chairperson, Ralph Hileman. [Tel: (909) 780-3947 (Voice/Fax) E-mail: r.hileman@ieccc.org] or Secretary, Ron Taggart, [Tel: (949) 852-9144 E-mail: r.taggart@worldnet.att.net] for more information.

SAMPLE CONSULTANT AGREEMENT UP ON IEEE-USA WEB SITE

Bob Gauger,
 AICN, past chair

It has taken more than a year to get concurrence, but the AICN now has a sample consulting agreement that has passed the scrutiny of IEEE's lawyers. You are invited to download it and modify it to fit your own needs. As always, it is recommended that you have your own attorney review it; Or, you can do as I do, know your client, insert some limits, and take the risk.

In either case, you have a carefully reviewed sample to start from.

You can find the new sample consulting agreement on the Consultants Web page at <http://www.ieeeusa.org/business/aicn.menu.html#library>.

The IEEE lawyers have confirmed their permission to release it. --
 By Chris Currie

CONSULTANTS OPERATIONS INFORMATION
WORK GROUP

PROMOTING YOUR BUSINESS
ON THE INTERNET.

There are a multitude of tools and resources available on the internet to promote your business and your web page. These tools range in quality, cost, and services offered. We are looking forward to an informative presentation and discussion on how OCCN and each member can become more knowledgeable Internet users, perhaps even, becoming e-commerce consulting gurus.

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**IEEE UNVEILS NEW VIDEO-ON-DEMAND SERVICE**

The IEEE has launched a new educational service bringing technical courses to the users desktops. IEEE Video-On-Demand, available from the IEEE Web site at:

<http://ieeemediaplatform.com>.

Entire video tutorials stream directly to viewers when they want them. The IEEE is offering a free trial period for any of the courses in the catalog from 1 December 1999 through 31 January 2000.

IEEE education video tutorials take an in-depth look at critical technologies in the electrical engineering fields. Available through the IEEE Video-On-Demand service will be tutorials on computer engineering, communications, reliability, power, signal processing, and more.

Titles include:

- Real-Time Systems: An Engineer's Guided Tour
- Strategies and Planning for a Wireless Technology System
- Developing Software for Safety Critical Systems
- P.E. Review: Transmission and Distribution & Machinery and Applications
- Power Electronics and Motor Drives
- Video Signal Processors

IEEE Video-on-Demand uses SoftCom's Java-based, patent-pending technology. Internet videos become an immersive, interactive viewing experience; the streaming video technology allows for video to be delivered from one point to another without a download period. Browsers with faster network connections will receive better quality video.

[\(continue on Page 4\)](#)

**VENTURE POINT SMALL BUSINESS  
DEVELOPMENT CENTER:** How It Can Help You  
Develop Your High Tech Business.

By Ron Oglevie

The **Venture Point Small Business Development Center** (SBDC) is the only SBDC in the state whose specific focus is assisting high-tech and high-growth businesses achieve their goals. It is the successor to the former UCI Accelerate Technology Program. **Venture Point** is operated by the Orange County Business Council (OCBC).

**Jay De Long**, Executive Director, will describe:

- Their programs and their utility in helping to create and grow high-tech businesses.
- How to become a Venture Point client and eligible for their free services.
- Their relationship with the Orange County Business Council and services available from that organization.
- How Venture Point goes about helping create successful, high-growth businesses.

**De Long**, the Executive Director of Venture Point, was formerly the Director of Strategic Initiatives at the Orange County Business Council. Previously, he ran a consortium of US information systems companies operating in the former Soviet Republic.

JANUARY PROGRAM -Join us for a presentation on the use of commercially available software for stock market analysis.

**MULTIMEDIA TECHNOLOGY APPLICATIONS  
CONFERENCE (MTAC)  
November 2000**

MTAC is being held in November 2000, at the University of California, Irvine. It is a formal multidisciplinary conference on Digital Media. For details see the "**Call for Papers**" and "**Topics**" pages at: <http://www.mtac.uci.edu>.

In 1998, we were fortunate to have institutions from Intel to Stanford University involved. There were eighty-five people from fifteen different countries in attendance.

For further information: please call John Tabor at 1 949 824 2818 - e-mail: [tabor@uci.edu](mailto:tabor@uci.edu)

**ENGINEERS WEEK CELEBRATIONS!**

A number of local activities are organized in the greater Los Angeles area to honor engineering and engineers in Engineering Week celebrations. A few of these are listed below here. Get involved somewhere!

***Los Angeles Council of Engineers and Scientists  
(LACES)  
Orange County Council of Engineers and  
Scientists (OCECS)***

**NOMINATIONS NEEDED!**

**Year 2000 National Engineers Week Celebrations**  
Harry L. Staubs, President

**IAE Award Nominations Due.**

Nominations for IAE Fellows and the other IAE Awards mentioned are due by December 15, 1999. Award winners will be introduced at the annual IAE/LACES Banquet to be held February 19, 2000.

The IAE/LACES banquet will be held on the Queen Mary in Long Beach, February 19<sup>th</sup>. Tickets are \$60 per person and they are available through the IAE Executive Director, Gary Sumner at 562-491-5749, Fax 562-491-5392 or [FocusMgmt@aol.com](mailto:FocusMgmt@aol.com).

Contact: Gary Sumner, the IAE Executive Director at 562-491-5749, Fax 562-491-5392 or [FocusMgmt@aol.com](mailto:FocusMgmt@aol.com) for the IAE nomination forms.

**LACES Award Nominations Due.**

The Los Angeles Council of Engineers and Scientists (LACES) are seeking nominations by **January 5, 2000** for the:

- George Washington Engineer of the Year Award and
- the LACES Project Achievement Award.

Contact Harry Staubs, LACES President at 310-830-9128 or [h.l.staub@ieee.org](mailto:h.l.staub@ieee.org) for the LACES award nomination forms.

**IEEE Video-on-Demand**

(continued from Page 3)

To speak with a representative from IEEE about Video-On-Demand, contact Alan Trembly, Business Development Manager, at [a.trembly@ieee.org](mailto:a.trembly@ieee.org) or 732.562.5488: Or, go to: <http://www.ieee.org/organizations/eab/optinlistform.htm>

The National Engineers Week Theme for 2000 is:

***“Engineers: Turning Ideas Into Reality!”***

The Year 2000 National Engineers Week will be celebrated from February 20 to February 26, 2000. It is always celebrated during the week of President George Washington's birthday. Most people do not realize that he is our Nation's first engineer! Events, sponsored by the NSPE, are scheduled across the country to recognize and honor engineers, engineering educators, engineering projects and their accomplishments.

Another way for engineers to get involved is to visit local schools as part of:

***The Discover "E" Engineers Week Program.***

**Discover “ E “** is an Education Outreach Program where Engineers volunteer and participate in science programs in the elementary and secondary school communities (K -12 grades). Engineers visit schools, give talks to and otherwise interact with students to encourage interests in mathematics, science and engineering education and to highlight/explain or demonstrate scientific principles.

Why don't you plan to make a school visit in February too? It will be a fun thing for you and not only will you will learn a lot but perhaps give a lot too!

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**THE RIGHT TEAM: BUILDING YOUR
MANAGEMENT FORCE.
December 13, 1999 in Irvine
December 14, 1999 in Santa Monica**

This is the third interactive seminar in the TechNet Ed investment series, and will focus on what you need to know to attract and keep top talent, including stock options, building a board and payment of outside directors.

Registration and continental breakfast begins at 8 a.m.; seminar ends at Noon. Cost is \$99 each. Seating is limited, so hurry!

To register, please go to http://www.larta.org/technet_ed2.html , or contact LARTA's Nicole Huntington by e-mail nhuntington@larta.org or by calling (213) 743-4164.

Coming up: January 10 & 17 with "Attacking the Market: Creating a 'Buzz' for Your Product"

INTERNET MARKETING

By Michael Morehouse

On any given day, one can pick up a newspaper or trade magazine containing one or more articles about the Internet or e-Commerce.

The Internet, the latest technologically-related of our marketing and sales tools, provides a media for the following:

- WEBSITE Design, Development, & Implementation
- Marketing of Your Products and Services
- Online Services via your WEBSITE and ISP
- Online Services via your WEBSITE: New Product Designing, manufacturing, inspecting and testing.

There are, however, drawbacks.

If you are looking for quick sales or quick product turn-around, the Internet may not be for you. The Internet may become your most viable tool, if you are looking at the *long term* and progressively increasing visibility to new prospective clients.

(2) Cost - I consider the following as an Investment:

- Connecting with a service (i.e. AOL, Microsoft, Earthlink).
- Creating your own WEBSITE. *
- Post your WEBSITE with your Professional Organization (i.e., IEEE, IEEE/OCCN, ASQ, or ACS).
- Post your WEBSITE with your connecting service (this can be expensive).
- Network with past clients that may post your WEBSITE or connect to your WEBSITE and vice versa.
- Form alliances with your clients and other small companies that complement your business. Seek ways to communicate with those your might rarely have time for.
 - By alliances, you may be able to attract larger companies that have a hard time finding processors and secondary operation suppliers.

(3) Do not discontinue or forget about your present marketing tools. These tools should be used along with your Internet presence.

Conclusion: "Remember. Marketing is akin to a farmer at seeding time." Each seed represents a new contact. With time, you will realize your growth via the "bottom line of your business." While you are out marketing and selling your products or services, your Internet-buddy will keep your presence ongoing worldwide.

DIRECTORY OF CONTACTS

To join the Institute for Electrical and Electronics Engineers (IEEE) or request information on any of the many benefits, call: (800) 678-IEEE (4333), or visit: our website: <http://www.ieee.org>.

To obtain info on an IEEE "alias" e-mail address (for 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

Los Angeles - (213) 243-8583

National: - (202) 785-0017

or, e-mail w.anderson@ieee.org

To contact other IEEE Organizations:
Alliance of IEEE Consultants Networks (AICN)

<http://www.ieee.org/consultants/>

Bob Gauger OCCN-AICN (949) 559-9148

E-mail: r.gauger@ieee.org

Marnie Clark (Staff) - (202) 785-0017

mclark@ieee.org

IEEE - Orange County Section

Katherine Baum (949) 380-5361

k.baum@ieee.org

Los Angeles Area Consultants' Network

-- <http://www.laacn.org>

San Diego Consultants' Network

John Parry - (619) 941-3738

j.parry@ieee.org

OCCN WorkGroups & SIG:

Business Development

Ron Oglevie - (714) 526-6642

Ronoglevie@aol.com

Consultant Operations Information

Ralph Hileman - (909) 780-3947

r.hileman@ieee.org

OCCN Toastmasters:

Sam Sarem - (714) 692-1198

E-mail: Sam4IPRC@aol.com

Unusual Opportunities - SIG:

John McCrickerd - (714) 556-6164

jmccrickerd@mindspring.com

IEEE O.C. Section Liaison -

Ralph Hileman - (909) 780-3947

r.hileman@ieee.org

O.C. Engineering Council Liaison -

vacant

WebMaster: **Kenn Leland** - (714) 871-3386 K.leland@ieee.org

E-mail: occn@ieee.org

Website: <http://www.occn.org>

Hosted by VERIO

Orange County Chapters of the IEEE Computer and Communications Societies present:

JANUARY 2000 MEETING ANNOUNCEMENT

Start reading up on this exciting new evolution of TDMA to generate new standards for communications via computers and the Internet.

TDMA* Evolves to Third Generation Objectives.*

Presenter: Dwight Borses, Member-Technical Staff, National Semiconductor

Please join us for our OCCS January 24, 2000 meeting. Our speaker, Dwight Borses from National Semiconductor, will provide an overview of the evolution of North America's Time Division Multiple Access* (TDMA) IS-136 wireless digital technology to serve Third Generation objectives of interoperability and multimedia payload capacity. IS-136 is one of the three digital wireless technologies deployed here for personal systems communications.

Increased spectral efficiency to provide higher data rates will come from: (1) a change in modulation from 2- to 3-bits per symbol (QPSK to 8PSK) maintaining channel bandwidth and frame structure, then from (2) adding a 200 KHz carrier and adopting the GSM physical layer, EDGE (enhanced data rates for GSM evolution) called 136HS in TDMA.

The change in frame structure will facilitate support of GSM's GPRS (generalized packet radio service) and the introduction of new services including e-mail and Internet access.

Mr. Borses is a Senior Member of the IEEE and is a Member of the Technical Staff in National Semiconductor's Field Applications organization. He is the Chair of the OC Signal Processing Society chapter, and a past officer of the OC IEEE Computer Society, OC IEEE Communications Society, the IEEE Orange County Section, and the IEEE Los Angeles Council. Mr. Borses has been an industry advisor to Cal State Fullerton's Continuing Education Program and a Technical Program Advisor for WESCON '98. He is a registered professional engineer in Control Systems. He has been a speaker at IEEE technical meetings at various venues in Southern California, has been a guest lecturer at CSULA and UCI, and has presented papers at the IEEE Multimedia Technology and Applications Conferences MTAC '96, '97 and '98. He received his BS and MS in Engineering from UC Irvine.

Ref: This subject was addressed in multiple articles in the June 99 issue of *IEEE Personal Communications* magazine.

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ATTEND OUR MEETINGS
JANUARY 8, 1999
THE SECOND (2ND) SATURDAY

THE OCCN IEEE INDEPENDENT NEWS

Publication of the Orange County Consultants' Network.

Editor/Desktop Publisher: Noreen Norris

Volunteers of the OCCN publish this newsletter monthly for members and prospective members. We welcome any commendations on improving our communications. Copies of the newsletter can be retrieved by downloading the Adobe Acrobat (.pdf file) from:

<http://www.occn.org/newsletter.html>



EDITOR'S COMMENTS

When the OCCN was started, the economy had been depressed and layoffs were rampant. Other means had to be found to make a living. Today, the reverse is partially true. **Change** is now a keyword and flexibility because employees know that they could be laid off at any time even though the economy is booming.

These changes in the workplace have spawned "consulting companies" where consultants are actually employed and are subcontracted out to "clients." The upside is that the employee's benefits, paperwork, etc. are taken care of. The downside is that you have to be with and go where the company sends you. Some have elected to stay independent and some have started their own consulting business practices where many "hats" have to be worn and "liability" looms on all jobs.

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DIRECTIONS TO OCCN MEETINGS

Check our Website: <http://www.occn.org/meetings.html> for a downloadable/printable map file with directions to the Engineering Gateway or other UCI locations. For a detailed map of the campus especially around the Engineering Gateway building and the parking lots, refer to:
<http://www.ics.uci.edu/~wwwoffice/maps/czoom.html> .

NOVEMBER MEETINGS

13TH NOVEMBER -- (2rd Saturday)

OCCN Board Meeting

7:30 a.m. Breakfast Meeting
Denny's Restaurant - Irvine Market Place
(across from the UCI campus).

The Board invites all interested members and prospective members to this breakfast meeting. Join us in discussing and planning the future mission and activities of the OCCN and plan on attending the General Meeting afterwards.

Contact **Ralph Hileman** at (909) 780-3947 or, e-mail: r.hileman@ieee.org or, **Ron Taggart** at (949) 852-9144 or e-mail: a.r.taggart@ieee.org for further information.

◆ GENERAL MEETING ◆

9:30 - 10:30 A.M.

Place: [UCI Engineering Gateway Bldg. \(321\) – Room 3311](#)

Catch up on news from old friends and associates as well as on consulting topics and issues, network, exchange leads & needs, and learn more about business development and selling your services.

CONSULTANT OPERATIONS INFORMATION & BUSINESS DEVELOPMENT WORK GROUPS

Topic: "**OCCN in the Next Millenium.**"

Moderator: Ron Oglevie, BDWG Coordinator. _____

Time: 10:30 a.m. to 12:00 noon & 1:40 to 3:30 p.m.

Contact: Ron Oglevie, (714) 526-6642, or

E-mail: ronoglevie@aol.com

Support and Discussion from Members and prospective members are being requested. Please attend this meeting if you are a consultant and you are interested in making OCCN a viable consulting network in the new millenium.

Bring your ideas and your website materials. We would also request that SME bring any materials on e-commerce marketing for engineering and other consultants for presentation and discussion as the variety and number of listservers and search engines. Help us to collect the information essential to an effective e-commerce marketing campaign promoting the engineering consultants of OCCN.

For further information, please contact (via phone or e-mail) Ron Oglevie by November 11th to discuss your ideas and possible presentation.

1999 OCCN OFFICERS

Ralph Hileman, Chair
Hileman & Associates

14176 Grande Vista Avenue
 Perris, CA 92570-8820
 Tel: (909) 780-3947 (Voice/Fax)
 E-mail: r.hileman@ieee.org

Wes Masenten, Vice Chair
Masenten & Associates

5962 Sierra Seina Rd.
 Irvine, CA 92612
 Tel: (949) 854-5361
 E-mail: masenten@pacbell.net

Dave Hench, Treasurer

Imaging Systems. Application. Corp.

717 E. Rainer, Orange, CA 92665
 Tel: (714) 998-2691
 E-mail: d.hench@ieee.org

Ron Taggart, Secretary

A.R.. Taggart, P.E.,

17 Tiara, Irvine, CA 92614-7310
 Tel: (949) 852-9144
 E-mail: r.taggart@worldnet.att.net

Noreen Norris, Editor

Communication & Related Services

18194 Aztec Court
 Fountain Valley, CA 92708-6804
 Tel: (714) 968-4433
 E-mail: noreen.norris@ieee.org

Ben De, Rep-at-Large:

Kalimata, Inc.

8 Westport,
 Irvine, CA 92720
 Tel: (949) 551-8251
 E-mail: b.de@ieee.org

William R Norris, (aka Randy Norris)

Rep-at-Large

NORgate Engineering. & Associates

Tel: (714) 968-4433
 E-mail: wr.norris@ieee.org

WEBSITE: <http://www.occn.org>

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 Other OCCN Meetings

Unusual Opportunities Special Interest Group (UOSIG)**Seeking Online Benefits for SIG**

(For further SIG information, go to Page 4)

Contact **John McCrickerd**, UOSIG facilitator, regarding meeting time and location.
 (714.556.6164 / j.mccrickerd@ieee.org)

OCCN TOASTMASTERS

8th & 22nd NOVEMBER (2nd & 4th Mondays)

When: Dinner: 6:45 p.m. Program: 7:00 p.m.
 Where: Hof's Hut, 18850 Douglas Drive, Irvine
 Contact: **Sam Sarem** - (714) 692-1198 E-mail: Sam4IPRC@aol.com or
Mojgan Akhavan Mojgan@Akhavan.com

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Editor's Column:

In this environment, the Orange County Consultants Network may need to revise and reformulate their mission. We need input from the membership. If you can attend the general meeting this Saturday, please do. Taking a few hours now may help you throughout the new year.

Issues--Questions:

What can we do about membership? Is it advantageous to be an affiliate of the IEEE? How about the other professional associations? Are you concerned about the WebSite and how it conveys our image?

I know there are other questions/issues to confront. These are mine and I can only speak for myself.

If we can get more participation, then we can look forward to an active session. Let's not disappoint others. But more importantly, let's not disappoint ourselves.

Noreen Norris

1999 OCCN Editor/Desktop Publisher

VOLUNTEERS ARE NEEDED

ON THE OCCN BOARD FOR THE YEAR 2000

Contact the Chairperson, Ralph Hileman. [Tel: (909) 780-3947 (Voice/Fax)
 E-mail: r.hileman@ieee.org] or Secretary, Ron Taggart, [Tel: (949) 852-9144
 E-mail: r.taggart@worldnet.att.net] for more information.

**UNUSUAL OPPORTUNITIES SPECIAL
INTEREST GROUP**

SEEKING ONLINE BENEFITS

By
John McCrickerd, Ph.D.

The UOSIG has had two shortcomings that must be overcome. One is that a once-per-month meeting format is not very useful for people who might be inclined to use the SIG as a resource relative to initiating unusual business activities, which practically by definition means activities which should be running on Internet time, or in other words close to 24-7 time, which doesn't relate well to 3-hours-per-month time.

The other shortcoming is that the regular attendees have not had enough broad business experience to consider themselves adequate as advisors to each other relative to unusual business opportunities.

Both of these shortcomings of the UOSIG might be overcome by changing it into an online forum. At the November UOSIG meeting, we will discuss how to expand the availability of advice and criticism to SIG attendees. It is possible in principle to have the SIG running non-stop, electronically. Also, it is possible to reach beyond OCCN for prompt, no-fee, online advice and criticism, for example to SCORE volunteers around the country. Come and explore these possibilities with us.

Please contact John McCrickerd, UOSIG coordinator, regarding meeting time and location, which will be arranged to suit the convenience of all attendees. (714.556.6164, or j.mccrickerd@ieee.org)

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**COME CELEBRATE SCIENCE AND
TECHNOLOGY WEEK IN CALIFORNIA**

**16th November 1999 (Tuesday)
9:00 a.m**

Visit the California Science Center in Los Angeles to celebrate the official California Science and Technology Week of November 14 - 20, 1999, highlighting Los Angeles' aerospace and Digital Coast new media technologies. This event, co-sponsored by LARTA, also marks the release of the "California Report on the Environment for Science and Technology," a study prepared by the California Council on Science and Technology (CCST) to engage in a strategic planning process which would ensure California's dominance in high technology and research. For more information and to RSVP, call CCST at (916) 492-0996 or e-mail tina@ccst.ucr.edu. Visit the CCST Web site at <http://www.ccst.ucr.edu>

**CONSULTANTS OPERATIONS
INFORMATION AND
BUSINESS DEVELOPMENT WORK GROUPS**

Place: UCI Engineering Gateway Bldg.. (321) – Room 3311

**"OCCN IN THE NEXT MILLENNIUM:
STREAMLINING THE NETWORK FOR CHANGING TIMES."**

By
Ron Oglevie

Where should the Orange County Consultants Network be going in the future? How can we make it better serve the needs of the membership? Come and hear the visions that some of our members have for the future of the OCCN. Invited and volunteer presentations will be employed to bring out the shortcomings, and improvements to how we do business.

Typical subjects include:

- The OCCN Chairman's Perspective
- Restructure the work groups to better meet the needs of the membership,
- Improve our programs, and
- Marketing the OCCN.

Volunteers are invited to present their viewpoints. Please call the coordinator if you would like a place on the Agenda.

The presentations will be directly to the OCCN Board members, and must adhere to the following guidelines:

- Have at least six copies of their presentation materials,
- Provide a clear definition of the old status/problem,
- Clearly define what they want to change, the expected results, and how to accomplish it, and,
- A brief plan for accomplishing the improvement.

Please be prepared to discuss these ideas and plan elements of next year's program both in the morning and the afternoon. Call to discuss your input and recommendations to make the OCCN a more viable and contributing organization to consultants and to the IEEE and other professional organizations.

Coordinator - Ron Oglevie, (714) 526-6642, or
E-mail: ronoglevie@aol.com

**IEEE COMPUTER SOCIETY AND
COMMUNICATIONS SOCIETY ORANGE COUNTY
CHAPTER
JOINT MEETING**

22nd November 1999

A STORAGE AREA NETWORK STATUS REPORT.

Speaker: Ken Hallam, Unisys

Just what is a SAN? With a flurry of recent press releases on this topic, it's time to step back and examine the hype and the promise this latest development in storage architecture may hold for the industry. The presentation will provide an in-depth look at interoperability issues and the emerging standards that may offer some relief. Trends and possibilities within the storage industry will also be covered with an eye to how they may affect Enterprise computing.

Ken Hallam joined the Storage Solutions Engineering team of Unisys Corporation in September of 1995. Prior to joining Unisys he founded ENDL Associates, (an engineering consulting firm) in 1989 after 4 years at Western Digital as Director of Strategic Planning. He has been active on various computer standards committees, including X3T10, X3T11, X3B11 and several ISO and ECMA committees.

Time: Social Hour: 5:30 p.m.
Dinner: 6:30 p.m.
Program: 7:00 p.m.

Location: Wyndham Gardens Hotel,
3350 Avenue of the Arts, Costa Mesa, Ca.
Phone for directions: 1-714-751-5100

Cost: Dinner : \$20.00
Students and unemployed members \$5.00
No charge for technical meeting.

Visit our WWW site at <http://www.ieee-occs.org>

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**NAVIGATIONAL RESOURCES for Professional
Service Providers and Other Entrepreneurs.**

Register online at <http://www.techcoast.org> to receive your FREE company listing to appear in the 2000 Tech Coast Funding Directory. The Directory is Southern California's leading resource for entrepreneurs, early-stage companies and business services in the Tech Coast from Santa Barbara to San Diego. In addition, this 200+ page Directory contains informative articles by known authorities on topics crucial to entrepreneurs.

**LOS ANGELES COUNCIL OF ENGINEERS AND
SCIENTISTS (LACES).**

**Board of Delegates / Dinner Meeting
15 November 1999 (3rd Monday of the Month)**

**ANTI-MATTER: The Ultimate Energy Source
(an AIAA DISTINGUISHED LECTURE).**

V. E. "Bill" Haloulakos. Rocket Propulsion Science
Consultant Associate Fellow of AIAA

SCHEDULE

5:30 p.m. Board of Directors PreMeeting.
6:30 p.m. Check in
7:00 p.m. Dinner
Menu. Pot Roast of Beef or Cod Meuniere.
Dinner Cost is \$20.00.
Reservations: Ed Arends at 526-496-2568 or Harry
Staubs at 310-830-9128 by Thursday, November 11, 1999
7:30 p.m. Delegates Meeting
8:00 p.m. Program (See below for more information)

Location: Les Freres Taix Restaurant (Taix's), 1911 Sunset Blvd., Los Angeles, California
(One partial block east of Alvarado - on Northside of Sunset)

Note: The next Delegates Meeting will be at Taix's on Tuesday, January 18, 2000. The topic will be a look ahead at expected exciting technology advances of the 21st Century.

Program Summary

**ANTI-MATTER: The Ultimate Energy Source
(an AIAA DISTINGUISHED LECTURE)**

This presentation covers the following:

1. Nature and Origin of Antimatter.
 - An account as to how a "trivial" mathematical curiosity raised the question of the existence of antiparticles, i.e., particles with opposite electrical charges, such as positive electrons or positrons, and how these particles were discovered in the laboratories.
2. Properties of antimatter and its natural annihilation behavior with matter to generate energy.
3. Applications of Antimatter.
 - Medical: Antimatter use in the diagnosis and treatment of numerous disorders and diseases.
 - Materials: Antimatter use in the manufacturing, non-destructive testing (NDI) of materials and the diagnosis and cure of internal flaws.
 - Propulsion: Starship Enterprise of STAR TREK fame becomes a reality - "Beam me up Scotty".
4. Methods of production, current status and prospects for the future.

The following are notes taken on the OCCN October COIWG presentation by Gerry Foster. Gerry received a BA and MBA in marketing from USC, taught at UCI extension for 9 years. In 1984 started marketing of communication projects and has been doing this for 14 years.

Marketing for Engineers: Taking Your Skills and Converting them into Equity and Income.

Gerry Foster provided a forum for a very friendly and informative session on marketing skills necessary for engineers to be successful entrepreneurs. Foster's belief is that the marketing plan should be created in tandem with a business plan. This would include identifying your ideal "A" clients in order to isolate those things that attract these identified clients. Answer the question, "How can a client determine who to ask for help?" with the question, "How can I be the client's resource? How can I be the 'chosen one'?"

Foster suggests that you create a Marketing Plan (e.g., Your Year 2000 Game Plan.) Steps in building the plan should include answers for the following questions:

1. *Who* is your target market? What strategies should I use to get referrals once a client's project begins?
2. If you know where to direct your energies, what should your brochures and letters say to attract these "A" clients (You want to appear as an invited guest, not a party crasher.)?
3. *How* do you choose methods to attract clients? Marketing is not necessarily advertising. Engineers do better with focused marketing, (i.e. focus on who will hire you, where the business has been coming from? For example, do recent clients have some things in common? Order your clients by profit.)
4. Profile your "A" clients:
 - A. An "A" client. Is client who is on the same wave length you are, e.g., the Chemistry [between you] is good. They see value in your efforts. Represents a referral source. Is a center of influence. Represents source of future business. Pays bills promptly.
 - B. "B" client. Thinkers, don't know what they want.
 - C. Are you spending too much time on "C" clients?
5. Analyze the "A" companies: Name, position, demographics, located in what regions? Psychographic traits (i.e. What motivates them, What compels your decision maker to come to you, Why are they coming to you?)

Service vs. Product.

1. Engineers tend to market as if their service/skill (intangible) were a product (tangible) which you advertise by brochures and ads. In the case of a product, a customer can decide (by a sample) how it feels, smells, fits, etc to see if they want to buy it. Buying decisions are based on seeing the difference that is noticeable between brands for products.
2. Marketing a service is different because customer can't see the difference between you and someone else. Track records and client lists and background and awards are not enough. You need to offer possibilities, delivery of a problem solution, make the offer meaningful and "touchable".
3. Product marketing is all trials, *service* marketing is partnership, it's marketing that develops partnerships with your clients. So mailers aren't what's needed to permit the partnership to work. You need to make bold promises that they are waiting to hear. You need to be perceived as the best. You have to market every day, need to spend 1/3 to 2/3 of your time marketing.

(continue on page 6)

DIRECTORY OF CONTACTS

To join the Institute for Electrical and Electronics Engineers (IEEE) or request information on any of the many benefits, call: (800) 678-IEEE (4333), or visit: our website: <http://www.ieee.org>.

To obtain info on an IEEE "alias" e-mail address (for 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
Los Angeles - (213) 243-8583
National: - (202) 785-0017
 or, e-mail w.anderson@ieee.org

To contact other IEEE Organizations:
Alliance of IEEE Consultants Networks (AICN)

<http://www.ieee.org/consultants/>
Bob Gauger OCCN-AICN (949) 559-9148

E-mail: r.gauger@ieee.org
Marnie Clark (Staff) - (202) 785-0017
mclark@ieee.org

IEEE - Orange County Section

Katherine Baum (949) 380-5361
k.baum@ieee.org

Los Angeles Area Consultants' Network

-- <http://www.laacn.org>

San Diego Consultants' Network

John Parry - (619) 941-3738
j.parry@ieee.org

OCCN WorkGroups & SIG:

Business Development

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

Consultant Operations Information

Ralph Hileman - (909) 780-3947
r.hileman@ieee.org

OCCN Toastmasters:

Sam Sarem - (714) 692-1198

E-mail: Sam4IPRC@aol.com

Unusual Opportunities - SIG:

John McCrickerd - (714) 556-6164
jmccrickerd@mindspring.com

IEEE O.C. Section Liaison -

Ralph Hileman - (909) 780-3947
r.hileman@ieee.org

O.C. Engineering Council Liaison -
 vacant

WebMaster: **Kenn Leland** - (714) 871-3386
K.leland@ieee.org

E-mail: occn@ieee.org
 Website: <http://www.occn.org>
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(continued from page 5 - Gerry Foster)

Question/Comment:

1. I often know the answer to the problem. BUT someone can't understand the answer to a question that they never asked. So, leading the customer to ask the right question is the key.)
2. Sell *pain relief* rather than your services. Effective listening is a primary skill.
3. Market what people tell you they want, not what you think they want. Try to deliver what they need in the way they want it. You have to ask questions to find out what their pain is.

Psychographics are key indicators regarding the People searching you out.. Ask yourself the following questions:

1. Did something happen that caused a client to seek me out? What happened before they came to me?
2. What are the *symptoms* of the ideal client? Then go after the clients with those *symptoms*.
3. When pain/problem is felt, how do they find me?
4. How can you attract referred business? -- attract non-referred business?
5. How can I find "*Gatekeepers*" (e.g., partners or people who refer others to me)?

The OCCN would like to thank Gerry Foster for his contribution and for permission to publish this in our newsletter.

THE OCCN IEEE INDEPENDENT NEWS

Publication of the Orange County Consultants' Network.

Editor/Desktop Publisher: Noreen Norris

Volunteers of the OCCN publish this newsletter monthly for members and prospective members. We welcome any commendations on improving our communications. Copies of the newsletter can be retrieved by downloading the Adobe Acrobat (.pdf file) from:

<http://www.occn.org/newsletter.html>

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***ATTEND OUR DECEMBER MEETING
11 DECEMBER 1999
THE SECOND (2ND) SATURDAY***



OCTOBER MEETINGS

16TH OCTOBER -- (3rd Saturday)

OCCN Board Meeting

7:30 a.m. Breakfast Meeting

Denny's Restaurant

Irvine Market Place

(across from the UCI campus).

The Board invites all interested members and prospective members to this breakfast meeting. Join us in discussing and planning the future mission and activities of the OCCN and plan on attending the General Meeting afterwards.

Contact **Ralph Hileman** at (909) 780-3947 or, e-mail: r.hileman@ieee.org. or, **Ron Taggart** at (949) 852-9144 or e-mail: a.r.taggart@ieee.org for further information.

◆ GENERAL MEETING ◆

9:30 - 10:30 A.M.

Place: [UCI Engineering Gateway Bldg., \(321\) – Room 3311](#)

Catch up on news from old friends and associates as well as on consulting topics and issues, network, exchange leads & needs, and learn more about business development and selling your services.

CONSULTANTS OPERATIONS INFORMATION WORK GROUP

"Breakthrough Marketing--How to Successfully Market Your Technical Services."

Gerry Foster, For the Marketing Edge.

10:30 a.m. to 12:00 noon.

Contact: **Ralph Hileman** at (909) 780-3947 or, e-mail: r.hileman@ieee.org.

BUSINESS DEVELOPMENT WORK GROUP

NON-EQUITY CAPITAL--Winning Government Contracts and Grants.

1:40 to 3:30 p.m.

Contact: Ron Oglevie, (714) 526-6642, or, E-mail: ronoglevie@aol.com

Note: Pre-meeting preparation is encouraged by examining information on www.sba.gov/sbir and the new DOD Solicitation website at www.acq.osd.mil/sadbu/sbir.

CHAIRMAN'S CORNER:

I know some of you had a short vacation this summer. I am taking mine in early October when the leaves turn orange and red in New England.

I am having a great time here. We are staying with my son who lives north of Boston, so as I write this I can relate a few highlights of our stay.

We walked through the ruins of the American Stonehenge, an ancient astronomical observatory, with big stones a long way off to mark the rising and setting points of the sun throughout the seasons. They claim it is 4,000 years old.

Touring White Mountains in New Hampshire to snap pictures and visit quilting stores, was one of the longer trips taken.. Bea, my wife, found some material with pictures of horses all over it.. She's making a quilt for one of our grandchildren.

I have been surprised to find that I stay up late at night even when on vacation. Guess I just like the quiet time after the household is asleep.

The telephone works fine here so I am calling and visiting East Coast potential customers. The experts tell me you can't get any value out of a vacation till you have taken five days off, at which time you start to really have a vacation. On that basis, I have NEVER had a vacation, because I always call people, add programs to the computer, visit customers, etc. Nevertheless, I FEEL like I get some relaxation and a change of scenery, so maybe the vacation experts don't know everything.

Hope you are all making progress on your web pages. Bring a draft to the next meeting so we can critique them. The October meeting is on Marketing Technical Services (that's most of us, folks!). The November meeting is on publicizing your web page. See you on the 16th of October!

Ralph Hileman
Chairman

DIRECTIONS TO OCCN MEETINGS

Check our Website: <http://www.occn.org/meetings.html> for a downloadable/printable map file with directions to the Engineering Gateway or other UCI locations. For a detailed map of the campus especially around the Engineering Gateway building and the parking lots, refer to: <http://www.ics.uci.edu/~wwwoffic/maps/cszoom.html>.

1999 OCCN OFFICERS

Ralph Hileman, Chair
Hileman & Associates

14176 Grande Vista Avenue
 Perris, CA 92570-8820

Tel: (909) 780-3947 (Voice/Fax)

E-mail: r.hileman@ieee.org

Wes Masenten, Vice Chair

Masenten & Associates

5962 Sierra Seina Rd.
 Irvine, CA 92612

Tel: (949) 854-5361

E-mail: masenten@pacbell.net

Dave Hench, Treasurer

Imaging Systems. Application. Corp.

717 E. Rainer, Orange, CA 92665

Tel: (714) 998-2691

E-mail: d.hench@ieee.org

Ron Taggart, Secretary

A.R.. Taggart, P.E.,

17 Tiara, Irvine, CA 92614-7310

Tel: (949) 852-9144

E-mail: r.taggart@worldnet.att.net

Noreen Norris, Editor

Communication & Related Services

18194 Aztec Court

Fountain Valley, CA 92708-6804

Tel: (714) 968-4433

E-mail: noreen.norris@ieee.org

Ben De, Rep-at-Large:

Kalimata, Inc.

8 Westport,

Irvine, CA 92720

Tel: (949) 551-8251

E-mail: b.de@ieee.org

William R Norris, (aka Randy Norris)

Rep-at-Large

NORgate Engineering. & Associates

Tel: (714) 968-4433

E-mail: wr.norris@ieee.org

WEBSITE: <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 or the Orange County 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.

(continued from page 1)

Other OCCN Meetings

Unusual Opportunities Special Interest Group**"EXTREMELY HIGH VALUE CONSULTING."**

Group discussion on the "selling of high-valued services."

What is "high-value consulting?" Join this SIG and find out.. Facilitator, John McCrickerd want you to call him and join the group at this meeting. Please call John for meeting date and time with any questions you might want answered.

Contact John McCrickerd, UOSIG facilitator, regarding meeting time and location.
 (714.556.6164 / j.mccrickerd@ieee.org)

OCCN TOASTMASTERS

4th & 18th OCTOBER (2nd & 4th Mondays)

When: Dinner: 6:45 p.m. Program: 7:00 p.m.

Where: Hof's Hut, 18850 Douglas Drive, Irvine

Contact: **Sam Sarem** - (714) 692-1198 E-mail: Sam4IPRC@aol.com or

Bill Marcum (562) 425-4722 E-mail: the_watch_man@msn.com

OTHER IEEE SOCIETY MEETINGS**THE IEEE COMPUTER SOCIETY****Orange County Chapter****25th October (4th Monday)**

Topic/Speaker: To be announced

Time: Social Hour: 6:00 p.m., Dinner: 6:30 p.m Program: 7:15 p.m.

Location: Wyndham Gardens Hotel, 3350 Avenue of the Arts,

Costa Mesa, CA Phone 714-751-5100

Cost: Dinner - \$20.00 Students and unemployed members \$5.00

No charge for technical meeting only

Visit our WWW site at <http://www.ieee-occs.org>

IEEE-USA OLDER PROFESSIONAL INITIATIVE

Because it is becoming increasingly difficult for older IEEE members (in the U.S.) to find and retain jobs and to make career transitions as they grow older, IEEE-USA has launched an Older Professional Initiative to investigate the problem. Two goals were identified: (1) Assess the nature, extent and causes of the problem and pursue possible solutions; (2) Develop new products and services to help older professionals with job transitions and career vitality.

More information will be available at a later date. In the meantime, an Age Discrimination Information Clearinghouse is in progress. Check

<<http://www.ieeeusa.Org/usab/EMPLOYMENT/age.html>>.

Older professionals are encouraged to use the IEEE Career Asset Manager while services focusing on the problem will be instituted. For further information, contact IEEE-USA, 1828 L Street, N.W., Suite 1202, Washington, D.C. 20036. Phone 202-785-0017 E-mail: ieeeusa@ieee.org.

BUSINESS DEVELOPMENT WORK GROUP

NON-EQUITY CAPITAL - Winning Government Contracts & Grants

By Ron Oglevie

This meeting will present our annual Small Business Innovation Research (SBIR) update, and will outline important strategies in the development of winning proposals. The scheduling of this meeting is timely with respect to the recently released DOD SBIR Solicitation 2000.1. The session will include:

- Introduction & how to get started.
- * What's new in the program?
- * How do I find the right place to fund development of my technology?
- * How to market to the US Government?
- * Winning proposal development strategies.
- * Questions and answers.

Ron Oglevie, president of Irvine Innovation Institute, will lead the discussions. He has a high capture ratio on his proposals.

Unusual Opportunities Special Interest Group

Extremely High Value Consulting.

What does it take to obtain and successfully carry out very high value consulting contracts? Can you do it on your own initiative? Is it necessary to team with others, and if so, how could you promptly do that? Is it possible for OCCN consultants to propose and then accomplish efforts worth millions of dollars for a multi-billion dollar (annual sales) company?

At our October UOSIG meeting, we will review documented cases of high-value management consulting and consider what we can learn from the examples.

Please contact John McCrickerd, UOSIG facilitator, regarding meeting time and location. (714.556.6164 / j.mccrickerd@ieee.org)

Because members of the Orange County Consultants Network are upgrading our website. Others have the opportunity to: Create your own WebPage; Link it to the OCCN Website; Advertise your services. We look forward to seeing you then.

Join us on the 16th of October.

IEEE SPECIAL OC/LA COMMUNICATIONS/SIGNAL PROCESSING MEETING

October 20th (3rd Wednesday)

Radio System Design - CMOS Wireless Transceivers: The New Wave.

Speaker: Dr. Asad A. Abidi, IEEE Fellow & Professor
UCLA School of Engineering and Applied
Science (SEAS)

Time: No-Host Social : 6:30PM
Dinner: 7:00PM
Presentation: 8:00PM

Location: Holiday Inn Airport, 2640 Lakewood Blvd.
(562) 597-4401 (off the 405, at Lakewood Blvd).

CMOS integrated circuit technology has been mainly used to implement digital and mixed analog-digital baseband circuits. But, recently developed RF CMOS circuit design techniques have enabled a new generation of wireless transceivers. These depart from traditional RF circuit practices by eliminating discrete componentry in favor of high levels of on-chip intergration. The choice of radio architecture is influenced by the strengths and weaknesses of these circuits. Dr. Abidi's talk will discuss the important concepts underlying good circuit with on-chip integration.

RF-CMOS designs practice and describe how integrated wireless transceivers benefit by these approaches. Successful wireless devices will evolve around radio system design based on these new trends in RF integration. Please join us on October 20th to get updated on these exciting developments.

Dr. Abdi received his M.S. and Ph.D. degrees from University of California, Berkeley. He was at Bell Laboratories, Murray Hill, NJ prior to joining the faculty at UCLA in 1985. He received the 1988 TRW Award for Innovative Teaching and the 1997 IEEE Donald G. Fink Award. He was co-recipient of the Best Paper Award at the 1995 European Solid-State Circuits Conference and the Jack Raper Award for Outstanding Technology Directions Paper at the 1997 ISSCC.

Cost: Dinner \$25 at door, \$22 with reservation:
Reservations: Call or e-mail Al Gess, OC CommSoc Treasurer,
(949) 261-8433 or e-mail a.gess@ieee.org. Make checks payable to the IEEE CommSoc.

There is no charge for attending the technical presentation, but let us know of your attendance so that adequate seating is available.

For further information, call OC CommSoc Chair Dwight Borses may be reached at (949)453-4776 or by email at d.borses@ieee.org

Save the Date and Attend the

IEEE Region 6 Southern Area Fall Meeting and Student Competitions

30th October (5th Saturday)

8:30 a.m. - 3:00 p.m.

Loyola Marymount University (LMU)

(South of LAX) (See Website for map and directions)

The Fall Area Meeting is scheduled for Saturday October 30, 1999 at Loyola Marymount University (LMU) in Westchester, California. Our hosts are the LMU IEEE Student Branch and their Advisor, Dr. Tai-Wu Kao. The Area meetings provide an excellent opportunity to meet other members and watch the student competitions.

Student Competitions:

Micromouse: The 1999 Fall Area Meeting features the MicroMouse competition. We expect a fun-filled competition as the Student Branches put their autonomous computer-controlled maze-solving "mice" to the test.

Leadership Training. Student Leadership Training will be led by Dr. Fu Li, Region 6 Student Activities Chair. The training provides the students with leadership skills not learned in college courses, but are a necessity in the business world.

Paper Competition. Please join us in encouraging students to participate in this invaluable real world skill building competition.

Area Business. The Region 6 Southern Area encompasses the territory of the seven Los Angeles Council member Sections and the Orange County Section which includes the Counties of San Luis Obispo, Kern, Inyo, Mono, Santa Barbara, Ventura, Los Angeles, San Bernardino, Riverside and Orange. It includes 8 IEEE sections, about 30 technical society chapters, and about 20 student branches and chapters ranging from Cal Poly San Luis Obispo in the north to University of California, Irvine in the south.

Twice per year, Region 6 Southern Area officers meet to exchange ideas and to promote interaction between the Region, Sections, and Chapters. Local officers also have the opportunity to meet with Region 6 officers to discuss their needs or concerns. Each chapter and section is encouraged to send at least one of their officers to the meeting.

IEEE Members interested in volunteering in any Region 6 activity/group are encouraged to attend.

Conference Involvement. Two issues will be featured at this Area meeting: Feedback on the (1) Sections Congress and (2) Conference Involvement Opportunities. Upcoming conferences include **Wescon 2000** (September 19-21, 2000), **Autotestcon 2000** (September 18-21, 2000). There is also the possible return of the **IEEE Radar Conference** in the early 2000's.

Updated details and the draft Area meeting agenda are posted in the late breaking news area of the LA Council web site at:

<http://www.ewh.ieee.org/r6/lac/bulletin/>

For information and to RSVP contact Kip Haggerty, E-mail: k.haggerty@ieee.org, Phone: (310) 679-2440, Fax: (310) 679-9667, or Mail to P.O. Box 637, Lawndale, CA 90260.

OTHER CONSULTANT GROUP MEETINGS

ASSOCIATION OF PROFESSIONAL CONSULTANTS

21st October (3rd Thursday)

Location: Airport Hilton, MacArthur @ I-405, Irvine

(Across from John Wayne Airport)

Professional Development: 4:45 p.m. - 6:00 p.m.

Evening Program: 6:00 p.m. - 8:00 p.m.

Reservations Required - 24 hour Cancellation Required.

Deadline: Tuesday before the meeting. For membership and program information please contact APC - Tele: 949-675-9222, Fax: 949-589-2867 E-mail: APC@consultapc.org

Website: <http://www.consultapc.org>

INSTITUTE FOR MANAGEMENT CONSULTANTS (IMC)

Orange County Chapter Monthly Breakfast Meeting

1st Thursday of the month starting at 7:00 a.m.

RSVP: Coordinator: Dave Johansen by E-mail:
davejohansen@earthlink.net or phone (714) 282-5428

Location: Hof's Hut, 18850 Douglas Ave., Irvine

Phone: (949) 752-7155

Cost: Price of your breakfast

IMC Southern California Chapter Meeting will not be held this month due to the IMC Western Conference '99.

October 23rd through 26th 1999

Make 2000 your best year ever! Move your consulting practice ahead with the latest information, practical advice and helpful contacts-all available at IMC Western Confab '99. October 23-26, 1999 at the Silver Legacy Hotel, Reno. Great opportunity to meet old and new friends from U.S., Canada and abroad. Great bargain at \$295 for early-bird member (register by September 23) or \$395 for early-bird nonmember (with \$50 applied to membership)-includes receptions and meals.

For more information, Call our Confab Chair, Dick Pinsker, CMC, FIMC at (408) 867-5161.

INTERESTED IN JOINING The OCCN? Come to a Meeting and Talk to One or More Officers or Call Ron Taggart at (949) 852-9144, E-mail: r.taggart@ieee.org or Ralph Hileman at (909) 780-3947, E-mail: r.hileman@ieee.org.

Have You Renewed Your OCCN Membership??

Send your check made out to the Orange County Consultants Network to Dave Hench, 717 E. Rainer, Orange, CA 92665.

The Los Angeles Regional Technology Alliance, Los Angeles County Economic Development Corporation, and Southern California Technology Venture Forum are proud to announce their long-awaited entrepreneur education series:

TechNet Ed Series

TechNet Ed: What Venture Capitalists Really Want From You.

Doubletree Guest Suites Irvine:
October 1999 - February 2000

Created for growing technology companies, "**TechNet Ed: What Venture Capitalists Really Want From You,**" is a unique five-part interactive seminar series designed to prepare companies for investment.

TechNet Ed will cover, step-by-step, the essentials for growing a successful business. These include:

THE VENTURE PLAN: Key Factors to Build Your Business. To create a killer business proposition, you need to assess the core elements--the product, market and team--and spin those elements into a focused, dynamic business plan. This seminar will identify the key elements of a successful business and a successful business plan.

THE KILLER PRODUCT: Building Barriers to Competition. Every business starts with an idea, and evolves with new ones. This seminar will assist you in developing strategies to protect, maintain, enhance and expand your intellectual property and build additional market barriers to enhance your competitive position.

THE RIGHT TEAM: Building Your Management Force. Ultimately, a successful venture is about people. The most advanced technology can fail without the proper management to direct it. This seminar will discuss techniques to attract that talent, as well as such issues as stock options, legal issues, employment contracts, using consultants, and outside directors.

ATTACKING THE MARKET: Creating a "Buzz" for Your Product. How do you attract attention and create excitement for your product in the marketplace? This seminar will discuss marketing strategies and techniques, building a sales force, distribution methods, advertising, strategic selling and public relations.

ATTRACTING THE CAPITAL: What Investors Want From You. With a firm strategy in place, you can seriously consider courting outside investment. This seminar will discuss the techniques to draw angel investors and venture capitalists, along with discussion on issues such as valuation and exit strategies.

COST: Walk-in cost \$500/one person/series. Early registration for LARTA contacts, \$400 plus a 40% discount off attendance at the Sixth Annual Southern California Technology Venture Forum (a \$100 value). Fee includes breakfast, breaks and all take-home materials.

Unable to attend the entire series? Attend one seminar of your choice for only \$99.00.

Registration Early enrollment advised as space is limited. To apply, please go to http://www.larta.org/technet_ed2.html, or contact LARTA's Nicole Huntington by e-mail at nhuntington@larta.org or, by calling (213) 743-4164. You must mention the code **LARTA-E** to receive the discounted rate.

THE OCCN IEEE INDEPENDENT NEWS

Publication of the Orange County Consultants' Network.

Editor/Desktop Publisher: Noreen Norris

Volunteers of the OCCN publish this newsletter monthly for members and prospective members. We welcome any commendations on improving our communications. Copies of the newsletter can be retrieved by downloading the Adobe Acrobat (.pdf file) from:

<http://www.occn.org/newsletter.html>

DIRECTORY OF CONTACTS

To join the Institute for Electrical and Electronics Engineers (IEEE) or request information on any of the many benefits, call: (800) 678-IEEE (4333), or visit: our website: <http://www.ieee.org>.

To obtain info on an IEEE "alias" e-mail address (for IEEE members only) send a dummy message to:

"Alias-processor @ieeee.org" or visit <http://www.ieee.org/eleccomm/>

To refer a consulting opportunity, call one or more of the following Hotlines: OC: occn@ieeee.org

or, **John McCrickerd** - (714) 556-6164

Los Angeles - (213) 243-8583

National: - (202) 785-0017

or, e-mail w.anderson@ieeee.org

To contact other IEEE Organizations:
Alliance of IEEE Consultants Networks (AICN)

<http://www.ieee.org/consultants/>

Bob Gauger OCCN-AICN (949) 559-9148

E-mail: r.gauger@ieeee.org

Marnie Clark (Staff) - (202) 785-0017

mclark@ieeee.org

IEEE - Orange County Section

Katherine Baum (949) 380-5361

k.baum@ieeee.org

Los Angeles Area Consultants' Network

-- <http://www.laacn.org>

San Diego Consultants' Network

John Parry - (619) 941-3738

j.parry@ieeee.org

OCCN WorkGroups & SIG:

Business Development

Ron Oglevie - (714) 526-6642

Ronoglevie@aol.com

Consultant Operations Information

Ralph Hileman - (909) 780-3947

r.hileman@ieeee.org

OCCN Toastmasters:

Sam Sarem - (714) 692-1198

E-mail: Sam4IPRC@aol.com

Your Unusual Opportunities - SIG:

John McCrickerd - (714) 556-6164

Jmccrickerd@mindspring.com

IEEE O.C. Section Liaison -

Ralph Hileman - (909) 780-3947

r.hileman@ieeee.org

O.C. Engineering Council Liaison -

vacant

WebMaster: **Kenn Leland** - (714) 871-3386 K.Leland@ieeee.org

E-mail: occn@ieeee.org

Website: <http://www.occn.org>

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INTERESTED IN BECOMING A MEMBER? COME TO A MEETING OR, CALL AN OFFICER LISTED ON PAGE 2 OF THIS NEWSLETTER.

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DIRECTIONS TO OCCN MEETINGS

Check our Website: <http://www.occn.org/meetings.html> for a downloadable/printable map file with directions to the Engineering Gateway or other UCI locations. For a detailed map of the campus especially around the Engineering Gateway building and the parking lots, refer to: <http://www.ics.uci.edu/~wwoffic/maps/czoom.html>.

SEPTEMBER MEETINGS

18th September-- (3rd Saturday)

OCCN Board Meeting

7:30 a.m. Breakfast Meeting
Denny's Restaurant - Irvine Market Place
(across from the UCI campus).

The Board invites all interested members and prospective members to this breakfast meeting. Join us in discussing and planning the future mission and activities of the OCCN and plan on attending the General Meeting afterwards.

Contact **Ralph Hileman** at (909) 780-3947 or, e-mail: r.hileman@ieee.org. or, **Ron Taggart** at (949) 852-9144 or e-mail: a.r.taggart@ieee.org for further information.

◆GENERAL MEETING◆

18TH SEPTEMBER (3RD SATURDAY)

9:30 - 10:30 A.M.

Place: [UCI Engineering Gateway Bldg.. \(321\) – Room 3311](#)

Catch up on news from old friends and associates as well as on consulting topics and issues, network, exchange leads & needs, and learn more about business development and selling your services.

CONSULTANT OPERATIONS INFORMATION WORK GROUP

Topic: **"Making Our Personal Web Pages more Effective."**

Moderator: **Eric Choi**, Website Designer [\[click here to Page 3\]](#)

Time: 10:30 a.m. to 12:00 noon.

Note: Bring your comments and ideas. Be ready to discuss with Eric Choi what you want from OCCN's Website and its link to your site on the Internet.

Contact: **Ron Oglevie**, 714-526-6642, ronoglevie@aol.com

BUSINESS DEVELOPMENT WORK GROUP

Topic: **"Website Design for Improving Your Business--How to Create Them, and Get More Marketing Bang."** [\[click here to Page 3\]](#)

Speaker: **Kiem Tjong**, ClickShot Inc.(The Interactive Advertising Web Design Company.)

Time: 1:30 p.m. to 3:00 p.m.

Contact: **Ron Oglevie**, 714-526-6642, ronoglevie@aol.com

Your Unusual Opportunities Special Interest Group

25th SEPTEMBER (4TH Saturday)

9:30 a.m. to 12:00 noon [\[Click here to Page 41\]](#)

"CONCENTRATE ON SELLING: SPIN* SELLING."

Group discussion on the "selling of high-valued services."

1999 OCCN OFFICERS

Ralph Hileman, Chair
Hileman & Associates

14176 Grande Vista Avenue
 Perris, CA 92570-8820
 Tel: (909) 780-3947 (Voice/Fax)
 E-mail: r.hileman@ieee.org

Wes Masenten, Vice Chair
Masenten & Associates

5962 Sierra Seina Rd.
 Irvine, CA 92612
 Tel: (949) 854-5361
 E-mail: masenten@pacbell.net

Dave Hench, Treasurer
Imaging Systems. Application. Corp.

717 E. Rainer, Orange, CA 92665
 Tel: (714) 998-2691
 E-mail: d.hench@ieee.org

Ron Taggart, Secretary
A.R.. Taggart, P.E.,

17 Tiara, Irvine, CA 92614-7310
 Tel: (949) 852-9144
 E-mail: r.taggart@worldnet.att.net

Noreen Norris, Editor
Communication & Related Services

18194 Aztec Court
 Fountain Valley, CA 92708-6804
 Tel: (714) 968-4433
 E-mail: noreen.norris@ieee.org

Ben De, Rep-at-Large:
Kalimata, Inc.

8 Westport,
 Irvine, CA 92720
 Tel: (949) 551-8251
 E-mail: b.de@ieee.org

William R Norris, (aka Randy Norris)
 Rep-at-Large
NORgate Engineering. & Associates

Tel: (714) 968-4433
 E-mail: wr.norris@ieee.org

WEB SITE: <http://www.occn.org>
 Hosted by Verio.

DISCLAIMER

The discussion herein of any legal issues is presented as educational material only. Neither the IEEE nor the Orange County 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.

(continued from page 1)
 Other OCCN Meetings

OCCN TOASTMASTERS

13th & 27th September (2nd & 4th Mondays)

When: Dinner: 6:45 p.m. Program: 7:00 p.m.
 Where: Hof's Hut, 18850 Douglas Drive, Irvine
 Contact: **Sam Sarem** - (714) 692-1198 E-mail: Sam4IPRC@aol.com or
Bill Marcum (562) 425-4722 E-mail: the_watch_man@msn.com

OTHER IEEE SOCIETY MEETINGS

The Computer and Communications Societies
Orange County Chapters Joint Meeting
27th September (4th Monday)

Topic: **Voice Over IP: A Definition and Discussion of the Underlying Network Technology and Engineering to Make It Work.**
 Speaker: **Craig Mulholland**, Consulting Engineer, Corporate Consultants Group, Cisco Systems.
 Time: Social Hour: 5:30 p.m., Dinner: 6:00 p.m Program: 7:00 p.m.
 Location: Wyndham Gardens Hotel, 3350 Avenue of the Arts, Costa Mesa, CA Phone 714-751-5100
 Cost: Dinner - \$20.00 Students and unemployed members \$5.00
 No charge for technical meeting only

The Internet Revolution and the Cellular Revolution have touched every aspect of our day-to-day life. Voice over IP (VoIP), and Voice over the Internet (VoIn) will drive future capabilities we can only dream of today.

Craig Mulholland is a Consulting Engineer in the Corporate Consulting Group at Cisco Systems. He works with inter-exchange carriers, Cliches, Ilea's, and ISPs in developing VoIP networks. His presentation will focus on VoIP--(1) the underlying network technology that enables the "New World" voice applications and, (2) the aspects of network engineering required to add VoIP to existing IP networks.

Visit our WWW site at <http://www.ieee-occs.org>

OTHER ENGINEERING ASSOCIATION MEETINGS

(NOTE CHANGE IN MEETING DATE)

Los Angeles Council Engineering Society (LACES)

Presidents' Night Dinner Meeting
 21st September (3rd Tuesday)
 6:30p.m. to 9:30 p.m.

Les Freres Taix Restaurant, 1911 Sunset Blvd., Los Angeles, California
 (One partial block east of Alvarado - to North)

Topic: High Velocity Leadership and the Mars Pathfinder Approach to Faster, Better, Cheaper.

Speaker: **Brian K. Muirhead**, Manager of Mars Pathfinder Project and Manager for the Space Technology 4 Champollion Project, Jet Propulsion Lab, NASA.

Cost: Organization / Society Presidents or Chairs are Free. Others: \$20.00.
 Select one of two choices--Pot Roast of Beef or Cod Meuniere.

For further information and reservations, call Ed Arends at 526-496-2568 or Harry Staubs at 310-830-9128 by Friday, September 19, 1999

Next LACES Delegates Meeting will be at Taix's on Monday, November 15, 1999. Our speaker will be V. E. "Bill" Haloulalos, Scientist, Engineer, Award Winning Educator and AIAA National Distinguished Lecturer. He will provide an update on the subject of, "Anti-Matter Technology!"

COIWG AND BDWG MEETINGS WILL COVER APPROACHES TO:

"CREATE AN EFFECTIVE WEBSITE AND IMPROVE YOUR BUSINESS."

Join other OCCN members and share in the review and redesign of a more effective Website. We will discuss various ideas for improving the OCCN Website, making it a more effective marketing tool. Both Eric Choi and Keim Tjong will be available also to answer questions on this topic. Those who want advice regarding how to attract more business; and how to get onto major search engines so that clients can more easily find us should be their questions and materials. The meetings will be more lively and satisfying if we can deal with real website issues--and to convince clients that they need our services.

CONSULTANTS' OPERATION INFORMATION WORK GROUP

18th September (3rd Saturday)

"How to [More Effectively] Attract Business."

Presenter: Eric Choi

Using your website and the Internet as marketing tools are the subjects of this presentation and Eric Choi's experience working in this area qualifies him as the person to address it. This presentation will answer questions that many of us have in marketing our own businesses on the Internet. This information will be value-added to the OCCN as well as each independent consultant's personal website.

Questions to Be Answered.

1. What should OCCN do as a group to increase exposure? Microsoft recently put out a sheet on registering your

FrontPage-Based Website with major search engines but the process should be the same with any website creation program, shouldn't it?
 2. What should members do to make their pages more interesting, without being annoying to people wanting quick answers?

Eric Choi will provide some examples (good and bad) that would illustrate the main points? We will be in a computer laboratory in the afternoon so that we might try one or more of these examples while looking at the afternoon presentation. Bring your questions and materials if you want to make this a truly valuable experience.

BUSINESS DEVELOPMENT WORK GROUP

18th September (3rd Saturday)

"Website Design to Improve Your Business."

Presenter: Ms. Kiem Tjong

We have invited Ms. Kim Tjong to address this subject, having recently seen her in action at the NAWBO E-Commerce Conference. Example subjects she will address include:

- * How to design Your Website
- * Basic principles of good design
- * Designing for your target audience
- * Special features for consultants and small business sites
- * Finding providers
- * Selecting domain names
- * Do it yourself vs. hire a designer?
- * Do-it-yourself tools
- * How to market your site, for the short, and long term.

We will be able to view her illustrative examples using computers in the meeting room and after the presentation, there will

be free time to explore other example sites that Ms. Tjong will give us and others as suggested by our own members. With this information you will be able to rush right home and develop your own first web page, or improve on your old one.

Kiem Tjong founded ClickShot, the Interactive Advertising Web Design Company in the summer of 1998. Clickshot specializes in commercials on the web, call Playmercials™. They also develop websites and have customers like: Mike Morehouse, Schwinn Cycling and Fitness, Prozyme Products, and PPSCO. Ms Tjong teaches a class on use of the Internet at UCI, and frequently speaks at events similar to ours. Previously she was a project development engineer at Rockwell, and medical product development specialist at 3M. She received her BSEE from Cal State Fullerton in '87.

Contact: Ron Oglevie, 714-526-6642, ronoglevie@aol.com
 Note - Different location than normal.) Not easy to find, call or e-mail for directions.

Looking for Federal Grants to Start Up Your Business? LARTA's **1999 Federal Technology Funding Guide** is a comprehensive list of the federal programs that fund research and development. It includes program details, qualifications, contact information and application procedures for each of the programs. Order from LARTA for \$19.95. by e-mail - nhuntington@larta.org, or call (213) 743-4164 and talk to Nicole Huntington.

**YOUR UNUSUAL OPPORTUNITIES
SPECIAL INTEREST GROUP
(YUOSIG)**

25th September (4th Saturday)

"CONCENTRATE ON SELLING: SPIN* SELLING."

This YUOSIG meeting will concentrate on certain aspects of the selling process in relation to selling high-value services.

We technical people are typically at our weakest when confronted with the need to sell things, but that's mainly because we haven't spent time to learn how, and the September meeting will address that challenge. A distinctly analytical approach to dissecting the selling process is taken by Neil Rackham in his book, *SPIN Selling*. We will discuss his reasoning at our meeting.

If you want to prepare for the meeting, you might buy a copy of Rackham's book, *SPIN Selling*, which elaborates the rationale of the SPIN selling strategy. The book costs about \$25. Or, you might get Rackham's other book, *The SPIN Selling Fieldbook*, at about \$19.00. This book emphasizes the practical rather than elaborating the rationale.

If you like, bring along a problem to our meeting and we can consider it from the SPIN perspective.

(Note: SPIN is simply a four-letter acronym for a four-step process. No, it doesn't have some "spin" connotation.)

Contact: John McCrickerd, 714-556-6164,
j.mccrickerd@ieee.org

Save the Date and Attend the
**IEEE Region 6 Southern Area Fall Meeting
and Student Competitions**

30th October (5th Saturday)

8:30 a.m. - 3:00 p.m.

Loyola Marymount University (LMU)

(South of LAX) (See Website at for a map and directions)

**Region 6 Southern Area Fall Meeting
and Student Competitions**

By Kip Haggerty, Region 6 Southern Area Chair

The Fall Area Meeting is scheduled for Saturday October 30, 1999 at Loyola Marymount University (LMU) in Westchester, California. Our hosts are the LMU IEEE Student Branch and their Advisor, Dr. Tai-Wu Kao. The Area meetings provide an excellent opportunity to meet student members and watch the student competitions.

Micromouse: The 1999 Fall Area Meeting features the MicroMouse competition, which is being enthusiastically restarted in the Area. About 5 or 6 new MicroMouse tracks
[\(continued on next column\)](#)

have been purchased for Student Branches by their affiliated Section Student Activities Committees and a warm up demonstration and information meeting was held in August with over 30 students in attendance. We expect a fun-filled competition as the Student Branches put their autonomous computer-controlled maze-solving "mice" to the test.

Leadership Training. The fall meeting also features Student Leadership Training led by Dr. Fu Li, Region 6 Student Activities Chair. The training provides the students with leadership skills that are not learned in college courses, but are a necessity in the business world.

The students will also have the opportunity to learn more about **upcoming paper competitions**. The prevailing wisdom that paper competitions are the realm of straight A, 10 foot tall, super students is not true. More participants are actively being sought. Last spring, we only gave out one of the three available monetary prizes, because of a shortage of participants. This fall is the time to start thinking about how you might compete.

Area Business. The Region 6 Southern Area encompasses the territory of the seven Los Angeles Council member Sections and the Orange County Section which includes the Counties of San Luis Obispo, Kern, Inyo, Mono, Santa Barbara, Ventura, Los Angeles, San Bernardino, Riverside and Orange. It includes eight IEEE Sections, about 30 technical society Chapters, and about 20 Student Branches and Chapters ranging from Cal Poly San Luis Obispo in the north to University of California, Irvine in the south.

Twice per year, the Officers of the IEEE Sections, Chapters and Councils within the Southern Area meet together at the Area meeting to exchange ideas and to promote interaction between the Region, Sections, and Chapters.

The local officers also have the opportunity to meet with the Region 6 officers to discuss any particular needs or concerns they may have. Each Chapter and Section is encouraged to send at least one of their officers to the meeting.

IEEE Members interested in volunteering for Chapters, Sections, LA Council, or a Conference are encouraged to attend.

Conference Involvement. Two issues will be featured at this Area meeting: Feedback on the Sections Congress and Conference Involvement Opportunities. Upcoming conferences of interest to the Sections and Chapters of the Southern Area include **Wescon 2000** (September 19-21, 2000), **Autotestcon 2000** (September 18-21, 2000), and a possible return of the **IEEE Radar Conference** to the South Bay in the early 2000's.

Updated details and the draft Area meeting agenda are posted in the late breaking news area of the LA Council web site at:

<http://www.cwh.ieee.org/r6/lac/bulletin/>

For information and to RSVP contact Kip Haggerty,
E-mail: k.haggerty@ieee.org, Phone: (310) 679-2440,
Fax: (310) 679-9667,
or Mail to P.O. Box 637, Lawndale, CA 90260.

Alliance of Independent Consultants' Networks (AICN)

By Bob Gauger

Bill Anderson Resigns As AICN-IEEE-USA Staff Member Due to Illness.

The sad news in Washington, DC is that **Bill Anderson**, our key IEEE-USA staff member, has resigned due to illness.

Earlier this summer, Bill was hospitalized with a rare form of bone cancer. It first seemed that the treatment might be effective, but the tumor has returned, attacking his liver and veins. Chemotherapy has been suspended.

Most of you had no direct contact with Bill but have all benefited from his efforts. He was the driving force in organizing our workshops, publishing our newsletter, publishing and advertising our directory, and getting us referrals.

Our prayers are with with you Bill.

Bob Gauger

=====

AICN Workshop November 6th 1999

The Connecticut network is hosting the next national AICN Workshop on November 6, 1999 in Hartford, Connecticut.

Hartford, Connecticut had a local workshop on which we patterned our 1993 Anaheim OCCN Workshop- At that time, the Connecticut network. covered the entire state. Members rotated the meetings between three locations. It will be interesting to return and see how things have changed.

There will be a AICN newsletter out shortly with more information on the Workshop. OCCN and other AICN Network Secretaries should send their most updated membership list to Marnie Clark at IEEE-USA, mclark@ieee.org

DOE PROGRAM CREATES WEBSITE FOR GOVERNMENT FUNDED R&D.

Did you know that the U.S. Department of Energy (DOE) and Westinghouse operate an interactive website to transfer technical manuals, technical training modules, and other written materials to educational institutions, non-profit organizations, government agencies, businesses, and individual citizens at no cost to recipients. This is a DOE program to ensure that taxpayers receive maximum return on government-funded R&D. Since 1995, we have completed over 11,000 transfers to U.S. organizations.

The site address is: <http://www.t2ed.com>

You can then use the materials for reference, benchmarking, internal use, or even for commercial use.

Bill Keeley, Intellectual Capital Manager,
Westinghouse/WID Contact Bill at: 505.234.7594 or

E-mail: keeleby@wipp.carlsbad.nm.us

AFFINITY GROUPS

By Bob Gauger

To: Members of Alliance of IEEE Consultants Networks.

Many of you have heard me talking about Affinity Chapters (now Affinity Groups). Now that OCCN has been elected to this status and the dust has settled, we can proceed.

BACKGROUND

Affinity Groups are IEEE's newest means of providing services and programs at the local level. The Regional Activities Board (RAB), as part of its reorganization and continuing evolution, approved the establishment of the Affinity Group to address non-technical or professional interest areas. This includes the Alliance of IEEE Consultants' Networks (AICN) and, because OCCN was part of AICN when it was first approved, our participation has been approved in advance.

WHAT DOES THIS CHANGE IN STATUS DO FOR US?

Affinity Group status provides a niche for us in the formal IEEE structure. An Affinity Group is a direct parallel to the technical chapters of IEEE Societies. Thus, the IEEE-USA will continue to serve as the parent umbrella organization for us and we now can participate directly in local IEEE section activities and management much like the technical society chapters.

WHAT IS REQUIRED IN THE FUTURE?

Formal reports documenting the following information are now required: (1) Hold at least two network meetings a year. (2) Elect at least three officers (Chair, Vice Chair, and Secretary/Treasurer); (3) Have at least six members who are members of the IEEE (above student grade). (4) Network Treasurer annually reports to the Section Treasurer. (5) Network Secretary annually report to the Section Secretary regarding your meetings and membership.

DOES THIS CHANGE OUR RELATIONSHIP WITH IEEE-USA AND AICN?

No, it does not. Each network will continue to participate in the AICN in much the same way that a Technical Chapter relates to a Technical Society.

One significant difference is that we do not have national dues. We will continue to get the benefits of IEEE-USA services as well as many of the benefits of the Regional Activities Board (including a \$150 rebate which will go to the Section and not directly to the network.

ANY QUESTIONS?

Send your questions to IEEE-USA, attention: Marnie Clark via e-mail (mclark@IEEE.org) or to me at r.gauger@ieee.org. I will try to resolve your questions as we go along.

OTHER CONSULTANT GROUP MEETINGS

ASSOCIATION OF PROFESSIONAL CONSULTANTS (APC)

16th September (3rd Thursday)

Location: Airport Hilton, MacArthur @ I-405, Irvine

(Across from John Wayne Airport)

Professional Development: 4:45 p.m. - 6:00 p.m.

Evening Program: 6:00 p.m. - 8:00 p.m.

Reservations Required - 24 hour Cancellation Required.

Deadline: Tuesday before the meeting. For membership and program information please contact APC - Tele: 949-675-9222,

Fax: 949-589-2867 E-mail: APC@consultapc.org

Website: <http://www.consultapc.org>

INSTITUTE FOR MANAGEMENT CONSULTANTS (IMC)

Orange County Chapter Monthly Breakfast Meeting

1st Thursday of the month starting at 7:00 a.m.

RSVP: Coordinator: Dave Johansen by E-mail: davejohansen@earthlink.net or phone (714) 282-5428

Location: Hof's Hut, 18850 Douglas Ave., Irvine

Phone: (949) 752-7155

Cost: Price of your breakfast

IMC Southern California Chapter Meeting

21st September (3rd Tuesday)

Topic: **Become a Hawk! Use the Internet to Sight and Capture Your Clients.**

Location: Proud Bird Restaurant, 11022 Aviation Blvd.

Tel: (310) 670-3093 405 Freeway, Century Blvd.

exit, west on Century (towards airport). Left on

Aviation Blvd. Go 5 blocks to 111th street. The

Proud Bird is on the left.

Your credibility as a business increasingly depends on an Internet presence, even if you don't sell online. Already, owners of businesses with five or fewer employees are regularly asked by customers and prospects, "Where is your Website so I can learn more about you and know you are credible." Web-page design expert, Harald Weiss, will help you decide if you need a website and how to make it more productive. Don't miss it.

Cost: IMC Members - RSVP in advance: \$35;

No RSVP: \$40.00

IMC Member with guest (RSVP only): member \$35.00,

non-member guest \$25

(one-time guest only), non-member \$50

Parking is FREE

For further information or to RSVP contact Bob Marimon, E-mail: Rmar51@aol.com or call the IMC Office at (310) 967-7764. Website: <http://www.imcusa.org>

INTERESTED IN JOINING The OCCN? Come to a Meeting and Talk to One or More Officers or Call (See Page 2 of this Newsletter for Names, Phone number or E-mail and call any of us).

Have You Renewed Your OCCN Membership??

CONFERENCES

The Los Angeles Regional Technology Alliance (LARTA) in Southern California in collaboration with other institutions and industries will be having two one day conferences:

Digital Epicenter: Mining Knowledge and Making Deals.

18th September (Third Saturday)

8:30 a.m. to 12:30 p.m.

UC Irvine Engineering Lecture Hall

"Digital Epicenter" is a groundbreaking forum bringing together officials from private industry and all of the major higher education institutions, including Caltech-JPL, UCLA, UC Irvine and USC. For the first time, these experts will meet to discuss:

- Digital technologies in development
- How to access technologies developed in research institutions
- How deals are done
- Case studies

Features of the event will include an outline of technologies and potential products that exist at the institutions along with a discussion on how deals are done, the licensing process; and "success stories" of licensing deals and collaborative partnerships between companies and institutions..

FEE: \$35 if pre-registered, and \$40 at the door.

For information and to RSVP, E-mail Nicole Huntington at

nhuntington@larta.org , or call (213) 743-4164. You can also

register online at: http://www.larta.org/technet_ed.html

University of California, Irvine (UCI), the Life Science Industry Council (LINC) & the Orange County Business Council (OCBC) present the First Annual Tech Coast Medical Life Science Innovation Conference

HOW TO WIN NON-EQUITY INVESTMENTS FROM NON-TRADITIONAL SOURCES

28th September (4th Tuesday)

7:00 a.m. Registration

7:30 a.m. to 7:30 p.m. Program

National Academy of Science and Engineering at the Beckman Center,

University of California, Irvine.

A reception and dinner will be held after the conference.

Evening Program

Keynote Speaker: Dr. Matthew Weinberg, CEO,

The Weinberg Group Washington D.C.

The Future of Healthcare.

The First Annual Tech Coast Medical Life Science Innovation Conference will provide the medical community the opportunity to build strategic relationships between medical industry and the technology community and to learn how to successfully access \$300 million in non-equity grants and awards. It will provide the opportunity to create "fast-track" partnerships between corporate, university, and government leaders. Participants can take part in defining the future of healthcare.

(Continued on page 7)

(from Page 6)

This Conference is designed to provide the medical industry--including biomedical, diagnostics and assessments, telemedicine, and other related devices and products--information about a full-cycle, integrated approach for maximizing technical, financial and strategic resources--contacts within the research community for collaborative purposes.

Program

The morning program is devoted to connecting life science companies, biomedical entrepreneurs and other program directors with National Institutes of Health Small Business Innovation Research representatives. The conference is designed to encourage these companies to win NIH (SBIR/STTP) grants from the Agency. Space is limited to the first 200 registrations for the morning session. One-on-one appointments between NIH representatives and attendees can be made in the afternoon.

The afternoon sessions consist of three panel discussions to address specific areas of strategic partnerships and alliances. There is no restriction on the number of attendees during the afternoon. These include:

- Innovative Resources for Success**--Panel consisting of program directors in the Tech Cost: CALTip, CONNECT, UCI's TOP and JPL.
- Successful Partnering with UCI**: -Deans from the Schools of Bioscience, Engineering, Graduate School of Management and the School of Medicine--discussion of utilizing UCI's resources and partnering capabilities.
- Effective Strategic Alliance Tactics**: Moderator Ed Doyle (Great Circle consulting Group) will facilitate discussions of the panel. Speakers include: Joel McComb, Beckman-Coulter; Thomas Ells, Ph.D. Cordis-Webster; David C. Hsia, Watson Pharmaceutical; Richard Meyst, Fallbrook Engineering.

Dinner and Keynote Address are optional. However, Dr. Matthew Weinberg, The Weinberg Group, Inc. Washington D.C. will speak on, "The Future of Healthcare."

Conference registration is \$75. The cost includes a buffet lunch. The reception, dinner and keynote address are \$50. Cost to attend both is \$125. To register, contact LINC at 949-794-7244 or Fax: 949-476-0763;

Register online at <http://www.ocbc.org/biomed>.

IEEE-USA OLDER PROFESSIONAL INITIATIVE

Because it is becoming increasingly difficult for older IEEE members (in the U.S.) to find and retain jobs and to make career transitions as they grow older, IEEE-USA has launched an Older Professional Initiative to investigate the problem. Two goals were identified: (1) Assess the nature, extent and causes of the problem and pursue possible solutions; (2) Develop new products and services to help older professionals with job transitions and career vitality.

More information will be available at a later date. In the meantime, an Age Discrimination Information Clearinghouse is in progress. Check

<<http://www.ieeeusa.org/usab/EMPLOYMENT/age.html>>.

Older professionals are encouraged to use the IEEE Career Asset Manager while services focusing on the problem will be instituted. For further information, contact IEEE-USA, 1828 L Street, N.W., Suite 1202, Washington, D.C. 20036. Phone 202-785-0017

E-mail: ieeeusa@ieee.org.

THE OCCN IEEE INDEPENDENT NEWS

Publication of the Orange County Consultants' Network.

Editor/Desktop Publisher: Noreen Norris

Volunteers of the OCCN publish this newsletter monthly for members and prospective members. We welcome any commendations on improving our communications. Copies of the newsletter can be retrieved by downloading the Adobe Acrobat (.pdf file) from:

<http://www.occn.org/newsletter.html>

DIRECTORY OF CONTACTS

To join the Institute for Electrical and Electronics Engineers (IEEE) or request information on any of the many benefits, call: (800) 678-IEEE (4333), or visit: our website: <http://www.ieee.org>.

To obtain info on an IEEE "alias" e-mail address (for 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

Los Angeles - (213) 243-8583

National: - (202) 785-0017

or, e-mail w.anderson@ieee.org

To contact other IEEE Organizations: **Alliance of IEEE Consultants Networks (AICN)**

<http://www.ieee.org/consultants/>

Bob Gauger OCCN-AICN (949) 559-9148

E-mail: r.gauger@ieee.org

Marnie Clark (Staff) - (202) 785-0017

mclark@ieee.org

IEEE - Orange County Section

Katherine Baum (949) 380-5361

k.baum@ieee.org

Los Angeles Area Consultants' Network

-- <http://www.laacn.org>

San Diego Consultants' Network

John Parry - (619) 941-3738

j.parry@ieee.org

OCCN WorkGroups & SIG:

Business Development

Ron Oglevie - (714) 526-6642

Ronoglevie@aol.com

Consultant Operations Information

Ralph Hileman - (909) 780-3947

r.hileman@ieee.org

OCCN Toastmasters:

Sam Sarem - (714) 692-1198

E-mail: Sam4IPRC@aol.com

Your Unusual Opportunities - SIG:

John McCrickerd - (714) 556-6164

jmccrickerd@mindspring.com

IEEE O.C. Section Liaison -

Ralph Hileman - (909) 780-3947

r.hileman@ieee.org

O.C. Engineering Council Liaison -

vacant

WebMaster: **Kenn Leland** - (714) 871-3386 K.leland@ieee.org

E-mail: occn@ieee.org

Website: <http://www.occn.org>

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DIRECTIONS TO OCCN MEETINGS

Check our Website: <http://www.occn.org/meetings.html> for a downloadable/printable map file with directions to the Engineering Gateway or other UCI locations. For a detailed map of the campus especially around the Engineering Gateway building and the parking lots, refer to: www.ics.uci.edu/~wwwoffic/maps/icszoom.html.

AUGUST OCCN MEETINGS

21st August -- (3rd Saturday)

OCCN Board Meeting
7:30 a.m. Breakfast Meeting
Denny's Restaurant - Irvine Market Place
(across from the UCI campus).

The Board invites all interested members and prospective members to this breakfast meeting. Join us in discussing and planning the future mission and activities of the OCCN and plan on attending the General Meeting afterwards.

Contact **Ralph Hileman** at (909) 780-3947 or, e-mail: r.hileman@ieee.org, or, **Ron Taggart** at (949) 852-9144 or e-mail: a.r.taggart@ieee.org for further information.

◆ GENERAL MEETING ◆

AUGUST 21ST (3RD SATURDAY)

9:30 a.m.

Place: [UCI Engineering Gateway Bldg. \(321\) – Room 3311](#)

Catch up on news from old friends and associates as well as on consulting topics and issues, network, exchange leads & needs, and learn more about business development and selling your services.

[CONSULTANT OPERATIONS INFORMATION WORK GROUP](#)

Topic: **"How Your Thinking May Limit Your Successes & What you can do about it."**

Speaker: **James Muller**, Sales Consultant

Time: 10:30 a.m. to 12 noon.

Note: Develop your ideas & designs for presentation if you want to contribute.

Contact: Contact: **Ron Oglevie**, 714-526-6642, ronoglevie@aol.com
Ralph Hileman, (909) 780-3947, r.hileman@ieee.org

BUSINESS DEVELOPMENT WORK GROUP

Topic: **OCCN WEB SITE UPDATE** -(continued from last month.)"

Moderator: **Ralph Hileman** Chairperson

Time: 1:30 p.m. to 3:00 p.m.

Contact: **Ron Oglevie**, 714-526-6642, ronoglevie@aol.com

YOUR UNUSUAL OPPORTUNITIES
SPECIAL INTEREST GROUP (SIG)
WILL MEET IN SEPTEMBER.

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1999 OCCN OFFICERS

Ralph Hileman, Chair
Hileman & Associates

14176 Grande Vista Avenue
 Perris, CA 92570-8820

Tel: (909) 780-3947 (Voice/Fax)

E-mail: r.hileman@iecc.org

Wes Masenten, Vice Chair
Masenten & Associates

5962 Sierra Seina Rd.
 Irvine, CA 92612

Tel: (949) 854-5361

E-mail: masenten@pacbell.net

Dave Hench, Treasurer

Imaging Systems. Application. Corp.

717 E. Rainer

Orange, CA 92665

Tel: (714) 998-2691

E-mail: d.hench@iecc.org

Ron Taggart, Secretary

A.R.. Taggart, P.E.,

17 Tiara

Irvine, CA 92614-7310

Tel: (949) 852-9144

E-mail: r.taggart@worldnet.att.net

Noreen Norris, Editor

Communication & Related Services

18194 Aztec Court

Fountain Valley, CA 92708-6804

Tel: (714) 968-4433

E-mail: noreen.norris@iecc.org

Ben De, Rep-at-Large:

Kalimata, Inc.

8 Westport,

Irvine, CA 92720

Tel: (949) 551-8251

E-mail: b.de@iecc.org

Randy Norris, Rep-at-Large

NORgate Engineering & Associates

Tel: (714) 968-4433

E-mail: wr.norris@iecc.org

WEB SITE: <http://www.occn.org>

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(continued from page 1)

OTHER OCCN MEETINGS**OCCN TOASTMASTERS**

9th & 23rd August (2nd & 4th Mondays)

When: Dinner: 6:45 p.m. Program: 7:00 p.m.

Where: Hof's Hut, 18850 Douglas Drive, Irvine

Contact: **Sam Sarem** - (714) 692-1198 E-mail: SamIPRC@aol.com or

Bill Marcum (562) 425-4722 E-mail: the_watch_man@msn.com

INSTITUTE FOR MANAGEMENT CONSULTANTS

Orange County Chapter Monthly Breakfast Meeting

Date/Time: 5th August (1st Thursday) at 7:00 a.m.

Would you consider giving a presentation about your business to this growing Orange County group of consultants? If you do, e-mail to Rock Rockwell to let him know of your interest. This is clearly an opportunity to become better known. Most speakers give about a 30-40 minutes presentation with a question and answer period afterwards.

For further information, contact Rock Rockwell, ROCKWELL CONSULTING, 37 North La Senda Drive, Laguna Beach, CA 92651
 Tel. 949.499.4564 E-Mail: Rock-Rockwell@home.com

ASSOCIATION OF PROFESSIONAL CONSULTANTS (APC)

19th August (3rd Thursday)

Location: Airport Hilton, MacArthur @ I-405, Irvine
 (Across from John Wayne Airport)

Professional Development Presentation 4:45 p.m. - 6:00 p.m.

Topic: Member's Exhibit

Evening Program: 6:00 p.m. Evening Program Networking & Dinner
 7:00 p.m. Business Meeting & Program.

Speaker/Topic: Douglas M Gfeller, "How to Sell Consulting Services to CEOs."

PROGRAM RESERVATIONS & FEES

FOR RESERVATIONS, Fax or E-mail the APC Office by Tuesday, August 16, 1999. Reservations Required - 24 hour Cancellation Required.

For membership and program information please contact APC - Tele: 949-675-9222, Fax: 949-589-2867 E-mail: APC@consultapc.org Website:

<http://www.consultapc.org>

Looking for Federal Grants to Start Up Your Business? They're Here!

Believe it or not, the federal government spends millions to help start-up businesses. The Los Angeles Regional Technology Alliance (LARTA) has prepared a Federal funding sources guide: The **1999 Federal Technology Funding Guide** is a comprehensive list of the federal programs that fund research and development. The Guide gives details, qualifications, contact information and application procedures for each of the programs.

The Guide was sponsored by the University Of Southern California Engineering Technology Transfer Center (<http://www.usc.edu/dept/engineering/TTC/>), and can be ordered from LARTA for \$19.95. by e-mailing Nicole Huntington at nhuntington@larta.org, or call (213) 743-4164.

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**BUSINESS DEVELOPMENT & CONSULTANTS'
OPERATIONS INFORMATION WORK GROUPS**

OCCN WEBSITE REVISION

Facilitated by **Ralph Hileman**

Last month we began discussions on updating the OCCN website. This month we will continue this effort.

Last month good progress was made in areas such as:

- Defining and prioritizing member expectations for the website
- Improved formats for displaying newsletters
- Many suggestions for other improvements

Most members feel that the most important function of the website was to promote the member consultants and to facilitate business acquisition.

The promotion of the OCCN directly supports this goal. Other functions of the website were deemed secondary to the consultants' promotional goals.

Accordingly, the emphasis of the next website meeting will be on identifying the nature and content of the individual consultant listings. Particular attention to other sections will be given as time permits.

If you care about your website, develop your ideas and bring examples to the meeting.

Contacts:

Ralph Hileman, 909-780-3947, r.hileman@ieee.org; or,
Ron Oglevie, 714-526-6642, ronoglevie@aol.com.

LOCAL SBIR/STTR CONFERENCES

Two local SBIR/STTR conferences will take place in Orange County. If interested in obtaining Federal and State support for your Small Business, plan on attending.

20th & 21st August 1999 (4th Friday & Saturday)
**NATIONAL ASSOCIATION OF WOMEN
BUSINESS OWNERS (NAWBO) - OC Chapter
SBIR/STTR CONFERENCE**

Speakers: Federal SBIR administrators,
Local resource leaders, and experts.
When: August 20-21 1999 (Friday- Saturday)
Time: 8:30 a.m. -4:30 p.m.
Where: CSUF Garden Grove Center,
12901 Euclid Street, Garden Grove.

Information: NAWBO Office, 714-832-5741,
assocgrp@pacbell.net.

The **Small Business Innovation Research (SBIR)** program is a key capital source for developing firms. NAWBO-OC Chapter will hold its annual SBIR conference for entrepreneurs interested in doing work sponsored by the Federal government. where program managers and other officials from a variety of federal agencies will give potential small business owners the requirements and criteria as well as the networking needed to win that contract.

NAWBO registration fees for this conference are:
Members: \$35 (one day) or \$50 (both days).
Nonmembers: \$45 (one day) or \$60 (both days).

28th September 1999 (4th Tuesday)
**UCI & Orange County Business Council Tech
Coast Life Science Innovation Conference.**

**"How to Win Non-Equity Capital From Non-
Traditional Sources."**

Speakers: NIH Agency Leaders and
Local Biomedical Industry Leaders.
Time: 7:30 a.m. REGISTRATION,
8 a.m. - 5 p.m. General Sessions
OPTIONAL Reception AND Dinner.
Where: UCI Beckman Center, University
of California Irvine.

This one-day conference will provide key information, strategies, and contacts that can enable life science companies and biomedical entrepreneurs towards faster growth, while avoiding the need to sacrifice equity. The conference is designed to position emerging life science companies and biomedical entrepreneurs to win SBIR grants from the various agencies within the National Institute of Health:

- \$300 million of NIH SBIR funding
- Strategic partnering and alliances for high growth

For information or registration call 714-573-4780, or see <http://www.ocbc.org/biomed>.

**ORANGE COUNTY CHAPTER OF THE IEEE COMPUTER SOCIETY
SPECIAL OFF-SEASON MEETING**

at California State University, Fullerton (CSUF)

Topic: **LINUX: The Operating System for the 21st Century.**
 Speaker: **Prof. Nazmul Ula**, Loyola Marymount University
 Date: Monday, 30 August 1999 (Last Monday of the month)
 Time: Social Hour: 5:30 p.m.
 Buffet Dinner: 6:00 p.m.
 Program: 7:00 p.m.

LOCATION: California State University, Fullerton, Engineering Dept.
 For further details, check the OCCS Website: [http:// www.ieee-occs.org](http://www.ieee-occs.org).

INFO: For dinner reservations or information, contact Dave Close,
 E-mail (preferred) d.close@ieee.org, or voice/fax +1 714 434 7359.

Send checks made out to IEEE Computer Society, c/o Dave Close, Compata,
 3302 Florida Circle, Costa Mesa 92626-2014.

Presentation on Linux

What is Linux? **Nazmul Ula** will cover this intriguing topics and related-information as: A Brief History of Linux; The Design Philosophy of Linux.; Why Linux is More Stable, Secure, and So Popular. He will speak on The Advantages of Linux (over Windows?) What are Linux's limitations? What software is available for Linux? **Prof. Ula** will also identify online resources on Linux?

Professor Ula is an Associate Professor of Electrical Engineering and Computer Science at Loyola Marymount University. He has been using the Linux operating system for more than seven years, and has done system administration for a number of UNIX operating systems including AIX, Ultrix, SunOS, Solaris and Linux. He is the system administrator for a number of NT servers. **Professor Ula** has installed Linux on more that 300 computers, has installed Linux-based networks in both SOHO and academic environments. He serves as the Tech. Advisor for AngelNet-a commercial Linux-based network solution provider.

IEEE OCCS Future Meetings: Preliminary dates and topics for future IEEE-OCCS programs include: September 27 - **XML** (Microsoft speaker)
 October 25 - **DSL Technology** (Ken Brinkerhoff, Mariner Networks)
 November 22 - **Internet Law** (Lisa Kaegan, Unisys)

For further information visit our WWW site at <http://www.ieee-occs.org>

By Michal Peri, OCCS Publicity

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 To **obtain info on an IEEE "alias"**
E-mail address (for IEEE members only) send a dummy message to:
 "Alias-processor @ieee.org" or visit
<http://www.ieee.org/eleccomm/>

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or, **John McCrickerd** - (714) 556-6164

Los Angeles - (213) 243-8583

National: - (202) 785-0017

or, E-mail w.anderson@ieee.org

To **contact other IEEE Organizations:**
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Bob Gauger, OCCN-AICN (949) 559-9148

E-mail: r.gauger@ieee.org

Bill Anderson (Staff) - (202) 785-0017

w.anderson@ieee.org

IEEE - Orange County Section

Katherine Baum (949) 380-5361

k.baum@ieee.org

Los Angeles Area Consultants' Network

-- <http://www.laacn.org>

San Diego Consultants' Network

John Parry - (619) 941-3738

j.parry@ieee.org

To contact the OCCN WGs * SIGs:

Business Development

Ron Oglevie - (714) 526-6642

Ronoglevie@aol.com

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Ralph Hileman - (909) 780-3947

r.hileman@ieee.org

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E-mail: SamIPRC@aol.com

Your Unusual Opportunities - SIG:

John McCrickerd - (714) 556-6164

Jmccrickerd@mindspring.com

IEEE O.C. Section Liaison -

Ralph Hileman - (909) 780-3947

r.hileman@ieee.org

O.C. Engineering Council Liaison -

vacant

WebMaster: Kenn Leland - (714) 871-3386 K.Leland@ieee.org

E-mail: occn@ieee.org

Website: <http://www.occn.org>

Hosted by VERIO

VOLUNTEER OPPORTUNITIES

Future Scientists of America (FSEA) is seeking volunteers to give added energy and instruction to science and engineering studies in our K-12 school system. Make a difference in the lives of children. Sign up for our FSEA '99 Summer Workshops and acquire the necessary tools to start an FSEA club at your children's school or a school in your neighborhood. See if your company might sponsor an FSEA club.

For more information, check out the FSEA Website: <http://www.fsea.org> Or, attend one of three workshops scheduled this month in Orange County.

NORTH ORANGE COUNTY

Tuesday, 24 August (10:00 am - 12:00 am)
Community Development Council (CDC), 12635 Hoover Street, Stanton, California (Register by the 18th of August)

CENTRAL ORANGE COUNTY.

Tuesday, 17 August (10:00 am-12:00 am) Country Inn & Suites. 325 Bristol Street. Costa Mesa, California (Register by 10th of August).

SOUTH ORANGE COUNTY

Thursday, 26 August (3:00 pm-5:00 p.m.) Unisys Corporation, 25725 Jeronimo Road, Mission Viejo, California (Register by 20th of August). Space is limited for Register ASAP. Call Maurine Bergeron at (714) 229-2223 or send E-mail to fsea@fsea.org.

SOFTWARE DEVELOPMENT MEETINGS

University of California, Irvine.
Software Process Improvement (SPIN)
27th August 1999 (Friday)

Topic: Public Release of SW-CMM v2.0

Speakers: Rick Hefner, TRW, rick.hefner@trw.com
Jack Ferguson, Software Engineering Institute
jrf@sei.cmu.edu

Coordinator: Rick Hefner, TRW,
rick.hefner@trw.com

Call for Participation:

The Workshop on Internet-Scale Software Technologies (TWIST)--1999

INTERNET-SCALE NAMESPACES

August 19-20, 1999

Plan on attending **The Workshop on Internet-Scale Software Technologies (TWIST'99)**. This two-day workshop, focusing on "Internet-Scale Namespaces," is being convened on the University of California, Irvine campus. For the advance program, lodging information and instructions on how to register, please consult the TWIST'99 web page, at: <http://www.ics.uci.edu/twist99>

TWIST'99 is sponsored by the Irvine Research Unit in Software, <http://www.ics.uci.edu/IRUS/>

[From the Los Angeles Regional Technology Alliance](#)

DIGITAL EPICENTER ROCKS AT LARTA WORKSHOP

On Saturday, September 18, 1999, join LARTA in a groundbreaking forum bringing together technology transfer officials from private industry and all of the major institutions, including Caltech, JPL, UCLA and USC. For the first time in California history, experts will gather together to discuss digital technologies in development, how to access technologies developed in research institutions, how deals are done, licensing technologies and success stories. "Digital Epicenter: Mining Knowledge and Making Deals" begins at 8:30 a.m. at the UC Irvine Engineering Lecture Hall, and ends at 12:30 p.m. To register, or for more information, contact Nicole Huntington at nhuntington@larta.org, or call (213) 743-4164.

Connect with the Southern California Technology Community. Subscribe to **TechNetNews** an e-mailed publication from the Los Angeles Regional Technology Alliance (LARTA). The newsletter covers events from Trade Missions to Japan and Latin America to Reports on the technical growth in the Southern California area. LARTA may advertise events which look at the future via "virtual offices and alliances," status of "venture capital availability," as well as the usual conferences happening around Southern California.

Two sites with additional event listings include: (1) <http://www.socaltechcalendar.pl>; (2) Check out: <http://www.socaltech.com/> for information on high technology in Southern California (

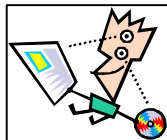
Subscription to **TechNetNews** and information on LARTA can be obtained by calling Julie Kibber, TechNetNews Editor, at (213) 743-4225 or e-mail: jkibbler@larta.org. Checkout their Website at: <http://www.larta.org>



Editor's Corner

No column this month due to space problems and the importance of the news announced below. Have a great month!

Noreen Norris
Noreen.Norris@ieee.org



ANNOUNCEMENT

The Orange County Consultants' Network (OCCN) is now an official Affinity Group with the Orange County IEEE Section. This means we are now equivalent to a Chapter in the IEEE or other technical society: but rather than having a national technical society sponsor us, we have the Alliance of IEEE Consultant Networks (AICN). Our official name is now the CONSULTANTS' NETWORK AFFINITY GROUP OF THE ORANGE COUNTY SECTION (effective April 20, 1999) though we will continue to use OCCN.

DIRECTIONS TO OCCN MEETINGS

Check our Website: <http://www.occn.org/meetings.html> for a downloadable/printable map file with directions to the Engineering Gateway or other UCI locations. For a detailed map of the campus especially around the Engineering Gateway building and the parking lots, refer to: www.ics.uci.edu/~wwwoffic/maps/icszoom.html.

JULY OCCN MEETINGS

17th July -- (3rd Saturday)

OCCN Board Meeting
7:30 a.m. Breakfast Meeting
Denny's Restaurant - Irvine Market Place
(across from the UCI campus).

The Board invites all interested members and prospective members to this breakfast meeting. Join us in discussing and planning the future mission and activities of the OCCN and plan on attending the General Meeting afterwards.

Contact **Ralph Hileman** at (909) 780-3947 or e-mail: r.hileman@ieee.org. or, **Ron Taggart** at (949) 852-9144 or e-mail: a.r.taggart@ieee.org for further information.

◆ GENERAL MEETING ◆

JULY 17TH (3RD SATURDAY)
9:30 a.m.

Place: [UCI Engineering Gateway Bldg. \(321\) – Room 3311](#)

Catch up on news from old friends and associates as well as on consulting topics and issues, network, exchange leads & needs, and learn more about business development and selling your services.

George Westrom, from the Future Scientists of America (FSEA), will present us with volunteer opportunities available to work in schools and community centers, teaching and mentoring students while encouraging them to become future scientists and engineers.

CONSULTANT OPERATIONS MEETING

Topic: **Modernizing the OCCN Website.**
Time: 10:30 a.m. to 12 noon.
Note: Do your homework if you want to contribute.
Contact: **Ralph Hileman** at (909) 780-3947
or e-mail - r.hileman@ieee.org

BUSINESS DEVELOPMENT WORK GROUP

Topic: **Strategic Planning Fundamentals to Facilitate Project Management:** Filling the gap between the vision and creating a successful business.
Time: 1:30 p.m. to 3:00 p.m.
For questions and additional information contact: **Ron Oglevie**, 714-526-6642, ronoglevie@aol.com

YOUR UNUSUAL OPPORTUNITIES SIG
WILL NOT BE MEETING UNTIL THE FALL.

1999 OCCN OFFICERS

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

Wes Masenten, Vice Chair
Masenten & Associates
 5962 Sierra Seina Rd.
 Irvine, CA 92612
 Tel: (949) 854-5361
 Fax: (949) 854-5360
 E-mail: masenten@pacbell.net

Dave Hench, Treasurer
Imaging Systems. Application. Corp.
 717 E. Rainer
 Orange, CA 92665
 Tel: (714) 998-2691
 E-mail: d.hench@ieccc.org

Ron Taggart, Secretary
R. Taggart, P.E.,
 17 Tiara
 Irvine, CA 92614-7310
 Tel: (949) 852-9144 ♦ Fax: 852-1107
 E-mail: r.taggart@worldnet.att.net

Noreen Norris, Editor
NORgate
 18194 Aztec Court
 Fountain Valley, CA 92708-6804
 Tel: (714) 968-4433
 E-mail: noreen.norris@ieccc.org

Ben De, Rep-at-Large:
Kalimata, Inc.
 8 Westport,
 Irvine, CA 92720
 Tel: (949) 551-8251
 E-mail: b.de@ieccc.org

William R Norris, (aka Randy Norris)
 Rep-at-Large
NORgate Engineering. & Associates
 18194 Aztec Court
 Fountain Valley, CA 92708-6804
 Tel: (714) 968-4433
 E-mail: wr.norris@ieccc.org

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OCCN TOASTMASTERS

12nd, 26th JULY (2nd & 4th Mondays)

When: Dinner: 6:45 p.m. Program: 7:00 p.m.
 Where: Hof's Hut, 18850 Douglas Drive, Irvine
 Contact: **Sam Sarem** - (714) 692-1198 E-mail: SamIPRC@aol.com or
Bill Marcum (562) 425-4722 E-mail: the_watch_man@msn.com

IEEE COMPUTER SOCIETY, ORANGE COUNTY CHAPTER

Save August 30th (5th Monday) for a Special Event on the California State University, Fullerton campus)

Presentation will be on **LINUX**, an open source operating system cross multi-platforms, now ready for the mainstream user community. Is it truly FREE?

Speaker: **Nazmul Ula**, Loyola Marymount University

For further information check: <http://www.ieccc-occs.org>

INSTITUTE FOR MANAGEMENT CONSULTANTS

Orange County Chapter Monthly Breakfast Meeting

Date/Time: 5th August (1st Thursday) at 7:30 a.m.

Would you consider giving a presentation about your business to this growing Orange County group of consultants? If you do, e-mail to Rock Rockwell to let him know of your interest. This is clearly an opportunity to become better known. Most speakers give bout a 30-40 minutes presentation with a question and answer period afterwards.

For further information, contact Rock Rockwell, ROCKWELL CONSULTING
 37 North La Senda Drive, Laguna Beach, CA 92651
 Tel. 949.499.4564 E-Mail: Rock-Rockwell@home.com

ASSOCIATION OF PROFESSIONAL CONSULTANTS (APC)

15th July (3rd Thursday)

Loc. Airport Hilton, MacArthur @ I-405, Irvine (Across from John Wayne Airport)

Professional Development Presentation 4:45 p.m. - 6:00 p.m.

Topic: "The Ways of Winners and Whiners" by Ted Cragar (Master Trainer & Senior Consultant). This interactive presentation is designed for consultants. This Reality Based Model is an innovative way to keep positive, productive and profitable.

Evening Program: 6:00 p.m. **Evening Program Networking & Dinner**
 7:00 p.m. **Business Meeting & Program.**

Topic: "Breakthrough Marketing for Consultants" by Gerry Foster. If you're like most consultants, you're best at servicing your clients. But when it comes to marketing - getting more clients to come to you - you could use a little help, motivation and inspiration. Marketing guru, Gerry Foster, will share every angle, marketing technique and shortcut for generating quality leads, stimulating more interest, and closing sales. Foster is regarded as one of the nation's leading authorities on the subject of how to effectively market yourself - your services, your products, your talents and skills. You will not want to miss this opportunity.

PROGRAM RESERVATIONS & FEES

APC Members/Guest-Professional Development Program \$15.00 _____ \$20.00
 _____ Evening Program \$20.00 _____ \$30.00 _____ Both sessions \$30.00
 _____ \$50.00 _____ (\$5.00 additional at the door)

FOR RESERVATIONS, Fax or E-mail the APC Office by Tuesday, July 13, 1999.
 Reservations Required - 24 hour Cancellation Required.

For membership and program information please contact APC - Tele: 949-675-9222,
 Fax: 949-589-2867 E-mail: APC@consultapc.org Visit our Website at:
<http://www.consultapc.org>

**CONSULTANT OPERATIONS
WORK GROUP**

MODERNIZING THE OCCN WEBSITE.

By
Ron Olgevie

The purpose of this month's meeting is to continue the development of the OCCN Website and modernize it into a communication vehicle that we want for the OCCN Network. To accomplish this we have put together a volunteer committee to assist the Webmaster, **Kenn Leland**, by defining and helping to implement these goals.

The ideas and contributions of all the membership are sought. If you would like to contribute, please get in contact with **Ralph Hileman** who will coordinate the initial activities of the committee. We want volunteers who not only have good ideas, but are willing to develop a portion of the website content. These volunteers will present their initial plans for the review of the remaining membership at the next meeting.

Coordinator – **Ralph Hileman**, (909) 780-3947, r.hileman@ieee.org

**BUSINESS DEVELOPMENT
WORK GROUP**

**STRATEGIC PLANNING FUNDAMENTALS TO
FACILITATE PROJECT MANAGEMENT.**

by
Ron Grabyan

Many businesses have great visions but fail to achieve them due to inadequate STRATEGIC PLANNING. Also, good strategic planning makes project planning and management all the easier. New businesses seem to have more problems with this aspect of business planning than any other. For this reason, we have invited **Ron Grabyan**, of Corporate Insight Computing to share his expertise in this field. **Mr. Grabyan** also consults in the fields of computing, networking, software applications, and large integrated projects or focused specific engagements.

Coordinator – **Ron Oglevie**, 714-526-6642, ronoglevie@aol.com

THE OCCN IEEE INDEPENDENT NEWS

Publication of the Orange County Consultants' Network.
Editor/Desktop Publisher: Noreen Norris

Volunteers of the OCCN publish this newsletter monthly for members and prospective members. We welcome any commendations on improving our communications. Copies of the newsletter can be retrieved by downloading the Adobe Acrobat (.pdf file) from:

<http://www.occn.org/newsletter.html>

DIRECTORY OF CONTACTS

To **join** the Institute for Electrical and Electronics Engineers (IEEE) or request information on any of the many benefits, call: (800) 678-IEEE (4333), or visit: our website: <http://www.ieee.org>.

To **obtain info on an IEEE "alias" e-mail address** (for 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
Los Angeles - (213) 243-8583
National: - (202) 785-0017
or, e-mail w.anderson@ieee.org

To **contact other IEEE Organizations:**
Alliance of IEEE Consultants Networks (AICN)
<http://www.ieee.org/consultants/>

Bob Gauger OCCN-AICN (949) 559-9148
E-mail: r.gauger@ieee.org
Bill Anderson (Staff) - (202) 785-0017
w.anderson@ieee.org

IEEE - Orange County Section
Katherine Baum (949) 380-5361
k.baum@ieee.org

Los Angeles Area Consultants' Network -- <http://www.laacn.org>
San Diego Consultants' Network
John Parry - (619) 941-3738
j.parry@ieee.org

To contact the OCCN WGs * SIGs:

Business Development
Ron Oglevie - (714) 526-6642
Ronoglevie@aol.com

Consultant Operations Information
Ralph Hileman - (909) 780-3947
r.hileman@ieee.org

OCCN Toastmasters:
Sam Sarem - (714) 692-1198
E-mail: SamIPRC@aol.com

Your Unusual Opportunities - SIG:
John McCrickerd - (714) 556-6164
Jmccrickerd@mindspring.com

IEEE O.C. Section Liaison -
Ralph Hileman - (909) 780-3947
r.hileman@ieee.org

O.C. Engineering Council Liaison -
vacant

WebMaster: **Kenn Leland** - (714) 871-3386
K.leland@ieee.org

E-mail: occn@ieee.org
Website: <http://www.occn.org>
Hosted by VERIO

To Join the **Orange County IEEE
Consultants Network:**
Attend the General Meeting
(third Saturday of each month)
Ron Taggart at a.r.taggart@ieee.org
Or
Ralph Hileman at r.hileman@ieee.org



Next Meeting:
Saturday, August 21th
9:30 a.m.

*Consultants' Operations Work Group will present Jim Muller
Topic: How Your Thinking May Limit Your Successes and What to Do About It.*

The Orange County IEEE Consultants' Network

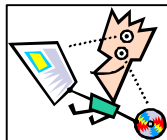
c/o Noreen Norris, Editor
NORgate
18194 Aztec Court
Fountain Valley, CA 92708-6804

**Get more information from the Web:
<http://www.occn.org/>**

HOSTED BY: VERIO



Editor's Corner



Time is flying by; but for a moment it seems we pause thinking while hours go by.

Note the change in scheduling of our meetings. We are attempting to accommodate many of our members whose time commitments are demanding. We hope these changes will make it easier for you to attend. Plan on attending next Saturday--It will be an exceptionally informative program.

Only three surveys were returned. I will send out a 2nd copy of the Survey in the body of the e-mail. Please use <reply>, answer the questions and e-mail back to me. Results will be published in the July newsletter, Those without e-mail--I will bring extra copies to our next General Meeting....

We want to thank those who gave presentations for the OCCN track at the IEEE Councils Conference & Table Top Exposition held on Saturday, June 5, 1999 at the Energy Resource Center of the Southern California Gas Company in Downey.

(continue on page 5)

DIRECTIONS TO OCCN MEETINGS

Check our Website: <http://www.occn.org/meetings.html> for a downloadable/printable map file with directions to the Engineering Gateway or other UCI locations. For a detailed map of the campus especially around the Engineering Gateway building and the parking lots, refer to: www.ics.uci.edu/~wwwoffic/maps/icszoom.html.

JUNE OCCN MEETINGS

19th June -- (3rd Saturday)

OCCN Board Meeting
7:30 a.m. Breakfast Meeting
Denny's Restaurant - Irvine Market Place
(across from the Campus).

The Board invites all interested members and prospective members to this breakfast meeting. Join us in discussing and planning the future mission and activities of the OCCN and plan on attending the General Meeting afterwards.

Contact **Ralph Hileman** at (909) 780-3947 or e-mail: r.hileman@ieee.org.) or, **Ron Taggart** at (949) 852-9144 or e-mail: a.r.taggart@ieee.org for further information.

**NOTE UCI'S GRADUATION PROGRAMS ARE SCHEDULED ON THE 19TH.
COME EARLY FOR PARKING.**

◆ GENERAL MEETING ◆

Catch up on news from old friends and associates as well as on consulting topics and issues, network, exchange leads & needs and learn more about business development and selling your services.

This month we've switched our meetings to accommodate our speakers. The BD-WG Speaker, **Dana Lee** from SCORE will give his presentation in the morning. Then at 1:30 p.m., **David Bell** from the Sandler Sales Institute will discuss how to win clients.

BUSINESS DEVELOPMENT (BD-WG)

"SCORE BUSINESS RESOURCES," and,
"EFFECTIVE MARKETING FOR ENGINEERS."

Speaker: **Dana Lee**, Counselor and Course Lecturer,
Service Corps of Retired Executives (SCORE)

When: 10:30 a.m. to 12:00 noon

Where: UCI Engineering Gateway Bldg. (321) - Room 3311

Contact: **Ron Oglevie** - (714) 526-6642 - ronoglevie@aol.com

CONSULTANT SKILLS PRESENTATION

WHY SHOULD A CLIENT HIRE YOU?

Speaker: **David Bell**, Sandler Sales Institute.

When: 1:30 p.m. to 3:00 p.m.

Where: UCI Engineering Gateway Building, Room 3311.

Contact: **Ralph Hileman** - Tel: (909) 780- 3947 or E-mail: r.hileman@ieee.org

For more information on these programs, turn to page 3 of this newsletter or call the contact person listed as the meeting contact, for other information, please browse the OCCN Website at: <http://www.occn.org>.

(continue on page 2)

1999 OCCN Officers

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

Wes Masenten, Vice Chair
Masenten & Associates
 5962 Sierra Seina Rd.
 Irvine, CA 92612
 Tel: (949) 854-5361
 Fax: (949) 854-5360
 E-mail: masenten@pacbell.net

Dave Hench, Treasurer
Imaging Systems. Application. Corp.
 717 E. Rainer
 Orange, CA 92665
 Tel: (714) 998-2691
 E-mail: d.hench@ieece.org

Ron Taggart, Secretary
R. Taggart, P.E.,
 17 Tiara
 Irvine, CA 92614-7310
 Tel: (949) 852-9144 ♦ Fax: 852-1107
 E-mail: r.taggart@worldnct.att.net

Noreen Norris, Editor
NORgate
 18194 Aztec Court
 Fountain Valley, CA 92708-6804
 Tel: (714) 968-4433
 E-mail: noreen.norris@ieece.org

Ben De, Rep-at-Large:
Kalimata, Inc.
 8 Westport,
 Irvine, CA 92720
 Tel: (949) 551-8251
 E-mail: b.de@ieece.org

William R Norris, (aka Randy Norris)
 Rep-at-Large
NORgate Engineering. & Associates
 18194 Aztec Court
 Fountain Valley, CA 92708-6804
 Tel: (714) 968-4433
 E-mail: wr.norris@ieece.org

WEB SITE: <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 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.

(continued from page 1)

OTHER OCCN MEETINGS

7th, 14th, 21st, 28th JUNE (every other Monday)

OCCN TOASTMASTERS

When: Dinner: 6:45 p.m. Program: 7:00 p.m.
 Where: Hof's Hut, 18850 Douglas Drive, Irvine
 Contact: **Bill Kwok** - (626) 448-1633 kwoklp@aol.com or
Sam Sarem - (714) 692-9918 SamIPRC@aol.com

26TH JUNE (4th Saturday of the Month)-
YOUR UNUSUAL OPPORTUNITIES

Topic: The Innovator's Dilemma. Discussion of business plans per your interest will continue; we will consider how the innovator's dilemma may apply to our plans.

Time: 10:00 a.m. to 12:30 p.m.
 Location: UCI Engineering Gateway Bldg., Room 3311
 Contact: John McCrickerd - Phone: 714-556-6164 or,
 E-mail: j.mccrickerd@ieece.org

Bay Area Roundtable (BART) University of California at Irvine Irvine Research Unit in Software (IRUS) - <http://www.ics.uci.edu/IRUS/>

BART JUNE 1999 MEETING

Topic: **ETHNOGRAPHY TO INFORM TOOL DESIGN**
 Date: Friday, June 11, 1999 Time: 9:00a.m. - 12:00p.m.
NEW LOCATION: Crown Plaza-Cabana Hotel, Palo Alto
 4290 El Camino Real (One block south of Hyatt Riqueys.)
 Tel: (650) 857-0787
 No reservations required. Admission: \$15.00

BART JULY 1999 MEETING

Topic: **An Assessment of UML**
 Date: Friday, July 9, 1999 Time: 9:00a.m.-12:00p.m.
 Coordinator: David S. Rosenblum, UC Irvine, dstr@ics.uci.edu
 Location: Crown Plaza-Cabana Hotel, Palo Alto

For the most current information, see our schedule of events on the web at: <http://www.ics.uci.edu/IRUS/schedule.html>. To receive electronic announcements instead of hard copies, send e-mail to: irus-all-request@ics.uci.edu with <subscribe> as the first word in the Subject line.

DOD SBIR SOLICITATION AVAILABLE

The Department of Defense 99.2 SBIR solicitation is due for release on 3 May '99, and may be obtained on their Wbsite: <http://www.acq.osd.mil/sadbu/sbir>. They will begin accepting proposals on 1 July '99 open customer contact until that date.) The solicitation closes on 11 August '99.

The OCCN Independent

Publication of the Orange County Consultants Network.
 Editor: Noreen Norris

Volunteers of the Orange County Consultant's Network (OCCN) publish the Orange County Independent monthly for members and prospective members. We welcome any comments on improving our communications. The network offers activities for all those interested in consultants or consulting

BUSINESS DEVELOPMENT WORK GROUP

"SCORE BUSINESS RESOURCES" and EFFECTIVE MARKETING FOR ENGINEERING BUSINESSES"

19th June 1999 (3rd Saturday)
10:30a.m. to 12:00p.m.

Speaker: **Dana Lee**, SCORE Consultant
Location: UCI Engineering Gateway Building (321), Rm. 3311.

Highly useful business resources are abundant in Southern California, but it's easy to forget them when you are under pressure to solve a problem quickly. The Service Corps of Retired Executives (SCORE) provides free counseling, short courses for a very nominal fee, and a variety of additional services focused at emerging small businesses. Typical topics include business planning, marketing, and just about everything new businesses need know for successful operation.

Dana Lee, an engineer, who is a counselor and conducts short courses in the SCORE Program, will also present a short summary on marketing fundamentals pertinent to emerging engineering and other businesses. Lee will briefly reflect on the role of Internet marketing and sales.

For those who want to get a head start prior to the presentation, see <http://mymall.com/score> for an introduction.

Coordinator: Ron Oglevie,
E-mail: ronoglevie@aol.com, or, Tel. (714) 526-6642

YOUR UNUSUAL OPPORTUNITIES

Special Interest Group

(YUOSIG) Transitional Meeting
Confidential discussion of your own pet business concept.

26th June 1999 (4th Saturday)
UCI Engineering Gateway Building, Room 3311
10:00a.m.-12:00p.m.

Attendance at the meetings of this SIG has been barely sufficient to justify continuing the SIG in its original form. Therefore, one thing we will try is revising the name to YUOSIG to emphasize that it is intended to be about your pet business concept, whatever that might be. Also, we again emphasize that our discussions in this SIG are always strictly confidential. Yes, **STRICTLY CONFIDENTIAL**.

Why the poor attendance? Perhaps the original format of the SIG is unappealing for some; or, perhaps, people have other commitments on Saturdays; or, perhaps, hardly anyone has need to discuss their out-of-the-ordinary business concepts with (and get feedback from) a group of smart, trustworthy people who can help you make your dream a reality.

However, if you would like to discuss alternative ways to accomplish the basic goal of this SIG, please contact the YUOSIG facilitator, **John McCrickerd**, (714) - 556-6164 or e-mail: j.mccrickerd@ieee.org, and plan to meet with us at the usual time and place on May 22 to discuss alternatives.

By John McCrickerd

LOOKING FOR VOLUNTEERS: JOIN FSEA AND FACILITATE THE LEARNING OF SCIENCE IN THE SCHOOLS.

Future Scientists and Engineers of America (FSEA) is the number one award-winning K-12 after-school, hands-on program in the United States. It can be compared to organizations like Future Farmers of America. Scientists, engineers, and technicians from the community work with teachers at the school to facilitate the FSEA program. After nine years, FSEA can be found in 100+ schools in Orange County, in other districts in California and in sixteen other states.

FSEA has similarities to the Boy and Girl Scouts programs. Someone living in the school district/community has to take ownership of the program in their school. FSEA provides all the materials and training of volunteers. There are over thirty-five available FSEA

projects for the 4th through 12th grades (all needed material and documentation are supplied). Meetings are once a week at the school.

FSEA is fun. It can be your way to contribute to and to invest in the future. Investing in a future technical workforce may be a good way for you to provide some protection for your own retirement. By the way, FSEA has received 35 awards since it was started in 1991.



For information on how you can become involved send me an e-mail <gbw@odetics.com>. There are 700 schools in Orange County and one FSEA program is needed in every one of them. You may also want to check out the FSEA Website at: <<http://www.fsea.org>>

By George Westrom

ASSOCIATION OF PROFESSIONAL CONSULTANTS (APC)
17th June 1999 (3rd Thursday)

PROFESSIONAL DEVELOPMENT 4:45p.m. -- 6:00p.m

"WHAT TO CHARGE--THE CONSULTANTS' DILEMMA!"

Panelist include: **LLOYD ROBINS, BROOK CROSS, & JUDY SHERKOW**. Using different compensation strategies, consultants on the panel will discuss the issue common to all consultants: **What to Charge?**

Advance Reservations Members: \$15.00 Guests: \$20.00
Without Reservations Members: \$20.00 Guests: \$25.00:

EVENING PROGRAM:

NETWORKING & HORS D'OEUVRES 6:00p.m.
BUSINESS MEETING & PROGRAM 7:00p.m.

TOPICS:

GETTING IN FRONT OF THE RIGHT DECISION-MAKER:
"FINDING THE 'YES' LOOP TO SELL YOUR SERVICES."

MILT DRUCKER will present and facilitate a discussion on how to identify people who can help you and how to identify those who can't. Marketing and selling are the keys to a successful consulting career. **DRUCKER** will discuss how to get in front of the person who actually decides to use your consulting services.

Advance Reservations: Members: \$20.00 Guests: \$30.00
Without Reservations: Members: \$25.00 Guests: \$35.00

Both Sessions:

Advance Reservations: Members: \$30.00 Guests: \$50.00
Without Reservations: Members: \$35.00 Guests: \$55.00

RESERVATIONS: Phone, Fax or E-mail the APC office by Monday, June 14, 1999. Reservations Required (24-hour cancellation without charge)

* E-mail: APC@consultapc.org * * Phone: (949)675-9222 *** Fax: (949)589-2867

When making your reservation, please provide your name, phone number & session(s) you will be attending.

Science Magazine Essay Competition
Deadline 1st July 1999.

Care to try your hand at visualizing the future and writing about it? **SCIENCE** is looking for essays visualizing the life of a scientist in the year 2040. Can you write a 2,000 words or less essay entitled "Visions of the Future-A Day in the Life of a Scientist?"

For more information see:

<http://www.sciencemag.org/feature/beyond/visions.html>

Submit your essay along with your contact information to **SCIENCE**, 1200 New York Ave., NW, Washington, DC 20005, USA, or, e-mail your submission to visions@aaas.org.

INSTITUTE FOR MANAGEMENT CONSULTANTS
21th June 1999 (3rd Monday)

Topics to be Announced.

PROGRAM SCHEDULE:

4:00 - 5:00p.m. New and prospective member orientation
5:00p.m. Meeting starts
5:15-5:45p.m. Afternoon session--
5:45-6:15p.m. Social time (no host bar)
6:15-7:15p.m. Dinner
7:15-8:00p.m. Program

EVENING SESSION-- TOPIC TO BE ANNOUNCED

For further information and to RSVP call **BOB MARIMON**:
E-mail: Rmar51@aol.com or IMC Tel (310) 967-7764.

Cost: IMC members who RSVP in advance: \$35; no RSVP: \$40.

Location: the Proud Bird Restaurant, 11022 Aviation Blvd. [405 Freeway, Century Blvd. exit, west on Century (towards airport). Left on Aviation Blvd. Go 5 blocks to 111th street. The Proud bird is on the left. (310) 670-3093]

IMC BREAKFAST MEETINGS - 7:30AM - 9:00AM

Orange County: RSVP **Jim Sirkin** -- E-mail: SIRKINCMC@aol.com Tel (714) 730-6368; or

Richard Rockwell -- E-mail: rock-rockwell@home.com Tel (949) 499-4564 **Place:** Hof's Hut, 18850 Douglas Ave., Irvine (949) 752-7155

South Bay / Long Beach: RSVP Ellen MacGran -- E-mail: emacgran@aol.com or Tel (562) 493-3782

Place: Adrienne Escoe, 4448 Ironwood, Seal Beach.

Cost: \$12 with RSVP; \$16 w/o RSVP

For further information, please checkout the websites: IMC National homepage -- <http://www.imcusa.org/imc.html> So. California Chapter --

<http://www.imcusa.org/chapters/imcSCALChap.html>

CONFERENCE ANNOUNCEMENT

The Microwave Theory and Techniques Society Conference - June 13th -- 19th 1999

Theme: **"Communications Networks for the New Millennium."**

Keynote: **Dr. John Forrest**, Vice President, Royal Academy of Engineering (UK)

Note: Over 475 presenters from all over the world will report on the latest advances in microwave and related technologies and applications. For further details, check:

<http://www.mtt.org/ims1999>

CALTech/MIT Enterprise Forum-

19th June 1999 - E-Commerce-Business to Business

18th September 1999 - 10th Annual Workshop for Entrepreneurs.

Monthly programs provide advice, support, education, and networking opportunities to technology-based entrepreneurial ventures in Southern California. For information, call (626) 395-3916 or e-mail: entfor@eeo.caltech.edu.

Other IEEE Meetings

Check: <http://www.ieeeocsec.org>**28th June (4th Monday)****Joint Meeting of the Orange County Chapters of the IEEE Communications, Computer, and Signal Processing Societies**Topic: **DATA WAREHOUSING: AN INTRODUCTION AND NEW DEVELOPMENTS**Speaker: **Ravi Srivastava**, Sr. Technical Architect, Perot Systems.

Time: Social: 5:30 p.m.
 Dinner: 6:00 p.m.
 Program: 7:00 p.m.

Location: Wyndham Garden Hotel, 3350 Avenue of the Arts, Costa Mesa, (714) 751-5100

Cost: \$20.00 members; \$5.00 students & unemployed
No charge for Technical Presentation.

For further information: e-mail Dave Close at d.close@ieee.org (preferred)
 Or, call 714 434-7359. Send checks made out to the IEEE Computer Society,
 c/o Dave Close, Compata, 3302 Florida Circle, Costa Mesa, CA 92626-2014.

Check the Computer Society WebSite: <http://www.ieee-occs.org>**Save August 30TH - SPECIAL EVENT IN NORTH ORANGE COUNTY**

Plans are now being made for a Special Meeting at California State University,
 Fullerton. Save the date and plan on attending. **Linux**

(continued from page 1)

Editor's Notes

William Mooney, Bob Gauger, H. Clark Bell, and Ralph Hileman all spent their Saturday giving various perspectives on the Consulting arena. Thanks also go to **Larry Dalton** and **Don Laird** for coordinating the conference for local chapters and sections of the IEEE.

The Conference focused on three categories: Power Quality, Software Development, and Workshops on Techniques. OCCN's presentation focused on Consultants' Methodology for Looking at Consulting Services as a PRODUCT to be sold. **Bill Mooney** defined *Consulting* and pulled together two well prepared presentations on "Planning for Consulting: An Introduction," and "Become a Client Magnet." **Bob Gauger** gave a talk on "Fee Setting." Most interesting was his after presentation talk to a few of us on "raising fees," for credibility [hope I stated this correctly, Bob]. **Clark Bell** gave an interesting presentation-on the possible public health problems due to the increase in uses of power--electrical and magnetic. No one, he states, has proven this to be true and no one has successful won a case against any of the power companies (e.g. San Diego Gas and Electric).

Chair Ralph gave a broad overview of the projects (numbering 14) he is currently working on. He ended by asking a question? How can you successfully handle all the jobs you have while marketing (over 50% of your time estimated) your business? We might also add to the list of obligations--service to professional associations, family,....

Vaya con Diòs.

Everyone has choices. The questions would be what to choose? How does one choose? The result is that, good or bad, you take the consequences of that choice.

DIRECTORY OF CONTACTS

To **join** the Institute for Electrical and Electronics Engineers (IEEE) or request information on any of the many benefits, call: (800) 678-IEEE (4333), or visit: our website: <http://www.ieee.org>.

To **obtain info on an IEEE "alias" e-mail address** (for 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
Los Angeles - (213) 243-8583
National: - (202) 785-0017
 or, e-mail w.anderson@ieee.org

To **contact other IEEE Organizations:**
Alliance of IEEE Consultants Networks (AICN)
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Bob Gauger OCCN-AICN (949) 559-9148
E-mail: r.gauger@ieee.org
Bill Anderson (Staff) - (202) 785-0017
w.anderson@ieee.org

IEEE - Orange County Section
Katherine Baum (949) 380-5361
k.baum@ieee.org
Los Angeles Area Consultants' Network -- <http://www.laacn.org>
San Diego Consultants' Network
John Parry - (619) 941-3738
j.parry@ieee.org

To contact the OCCN WGs * SIGs:

Business Development
Ron Oglevie - (714) 526-6642
Ronoglevie@aol.com

Consultant Operations Information
Ralph Hileman - (909) 780-3947
r.hileman@ieee.org

OCCN Toastmasters:
Bill Kwok -- (626) 448-1633
Kwoklp@aol.com

Your Unusual Opportunities - SIG:
John McCrickerd - (714) 556-6164
Jmccrickerd@mindspring.com

IEEE O.C. Section Liaison -
Ralph Hileman - (909) 780-3947
r.hileman@ieee.org

O.C. Engineering Council Liaison -
 vacant

WebMaster: Kenn Leland - (714) 871-3386
K.leland@ieee.org

E-mail: occn@ieee.org
 Website: <http://www.occn.org>
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To Join the **Orange County IEEE**

Consultants Network:

Attend the General Meeting
(third Saturday of each month)

or

Contact Ralph Hileman -
Hileman & Associates
(909) 780-3947 - r.hileman@ieee.org

or

Ron Taggart at a.r.taggart@ieee.org



Next Meeting:
Saturday, July 17th
9:30 am

The Orange County IEEE Consultants' Network

c/o Noreen Norris, Editor

NORgate

18194 Aztec Court

Fountain Valley, CA 92708-6804

Get more information from the Web:

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

HOSTED BY: VERIO



Editor's Comments

*****The world of work is changing and many of us scatter about looking at new opportunities for career and personal growth and success. The OCCN along with other AICN IEEE chapters is transitioning along with these changes.

I attended a Society for Technical Communications (OC Chapter) meeting Tuesday night. The speakers, owner/manager, were from Technical Standards Inc., a documentation solutions company in North San Diego county. Starting out as a home-based business, Technical Standards Inc. has grown into a successful documentation and training service company (check out their website at: <http://www.tecstandards.com>).

The presentation was energetic, refreshing, and exceptionally orchestrated. TecStandards developed their policies, procedures, and practices are around stated "internalized core values. The ideology and perspective is that a company is a vehicle for the products; not, the other way around."

Should core value be looked at by professional associations like OCCN? Shouldn't the OCCN be a vehicle for its members?

(continue on page 2)

DIRECTIONS TO OCCN MEETINGS

See <http://www.occn.org/meetings.html> for a downloadable/printable file containing a map with directions to the Engineering Gateway or other UCI locations. For a detailed map of the campus especially around the Engineering Gateway building and the parking lots, refer to: www.ics.uci.edu/~wwwoffice/maps/icszoom.html.

MAY OCCN MEETINGS

15th, MAY -- (3rd Saturday)

NOTE MEETING SCHEDULE CHANGES

OCCN Board Meeting -

Time: 7:30 a.m. (Breakfast Meeting)

Locations: Denny's Restaurant - Irvine Market Place (across from the Campus)

The Board invites all interested members and prospective members to this breakfast meeting. Please join us in discussing and planning the future mission and activities of the OCCN and plan on attending the General Meeting afterwards.

**

◆ GENERAL MEETING ◆

Purpose: Current Consultant News and Presentation of Consulting Topics and Issues Plus Networking. Exchange Leads & Needs. Announcements, Case Studies.

Presentation: To be announced.

When: 9:30 a.m. to 12:15 p.m.

Where: UCI Engineering Gateway Building (321) - Room 3311.

Comments: Bring business cards, brochures, and promotional materials.

Contact: **Ralph Hileman** - (909) 780-3947 - < r.hileman@ieece.org >

OTHER OCCN MEETINGS

3th, 10th, 17th, 24th MAY (Now meeting every Monday)

OCCN TOASTMASTERS

When: Dinner: 6:45 p.m. Program: 7:00 p.m.

Where: Hof's Hut, 18850 Douglas Drive, Irvine

Contact: Bill Kwok - (626) 448-1633 - kwoklp@aol.com or
Sam Sarem - (714) 692-9918 - SamIPRC@aol.com

22nd MAY -- (4th Saturday of the Month)-

Y2K - There will be no meeting this month.

YOUR UNUSUAL OPPORTUNITIES (SIG)

Topic: Confidential discussion of your own pet business plan.
Obtain confidential feedback about your original business concept.

Time: 12:00 noon - 1:30 p.m.

Location: UCI Engineering Gateway Bldg. (321) - Room 3311

Note: First-time attendees please contact: John McCrickerd--
714-556-6164, j.mccrickerd@ieece.org

BUSINESS DEVELOPMENT (BD-WG)

Topic: "INVENTIONS & ENTREPRENEURSHIP" --Reflections on an ongoing career full of entertaining inventions. Insights into the invention process, patents, and, business lessons learned.

Speaker: Doug Malewicky, President & Chief Scientist, AeroVisions, Inc.

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

1999 OCCN Officers

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

Wes Masenten, Vice Chair
Masenten & Associates
 5962 Sierra Seina Rd.
 Irvine, CA 92612
 Tel: (949) 854-5361
 Fax: (949) 854-5360
 E-mail: masenten@pacbell.net

Dave Hench, Treasurer
Imaging Systems. Application. Corp.
 717 E. Rainer
 Orange, CA 92665
 Tel: (714) 998-2691
 E-mail: d.hench@ieee.org

Ron Taggart, Secretary
R. Taggart, P.E.,
 17 Tiara
 Irvine, CA 92614-7310
 Tel: (949) 852-9144 ♦ Fax: 852-1107
 E-mail: r.taggart@worldnet.att.net

Noreen Norris, Editor
NORgate
 18194 Aztec Court
 Fountain Valley, CA 92708-6804
 Tel: (714) 968-4433
 E-mail: noreen.norris@ieee.org

Ben De, Rep-at-Large:
Kalimata, Inc.
 8 Westport,
 Irvine, CA 92720
 Tel: (949) 551-8251
 E-mail: b.de@ieee.org

William R Norris, (aka Randy Norris)
 Rep-at-Large:
NORgate Engineering. & Associates
 18194 Aztec Court
 Fountain Valley, CA 92708-6804
 Tel: (714) 968-4433
 E-mail: wr.norris@ieee.org

WEB SITE: <http://www.occn.org>
 Hosted by Verio.

DISCLAIMER

The discussion herein of any legal issues is presented as educational material only. Neither the IEEE nor the Orange County 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.

(continued from Page 1)

We discussed whether OCCN was meeting the current needs of our members at our last Board meeting. We found that two full Saturday's of meetings were too much for many people even though they were not obligated to attend all 5-6 meetings.

To this end, we created a survey questionnaire in order to identify what the membership feels about OCCN--Are we meeting members' needs? Have we been able to provide the cutting-edge networking for predominantly in Engineering/Science and related consulting?

Please read the instructions, answer, and send back this questionnaire. It will greatly help us in restructuring our meeting content and schedules. If you have some time, please consider volunteering.

If you have time to take a Saturday morning off, we invite you to join us. The General Meeting will take place at UCI (see announcement in Calendar). We would all like to hear from any of you who have ideas on what you'd like to see as OCCN continues on as a viable consulting network.

Noreen Norris
 1999 OCCN Editor

DOD SBIR SOLICITATION AVAILABLE

The Department of Defense 99.2 SBIR solicitation is due for release on 3 May '99, and may be obtained on their web site www.acq.osd.mil/sadbu/sbir. They will begin accepting proposals on 1 July '99 open customer contact until that date.) The solicitation closes on 11 August '99.

From: Ron Oglevie

Conference Announcement

The Microwave Theory and Techniques Society Conference -

Dates: June 13th -- 19th 1999

Keynote Speaker: Dr. John Forrest, Vice President,
 Royal Academy of Engineering (UK)

Topic-Conference Theme: "**Communications Networks for the New Millennium.**"

Note: To date over 475 presenters from all over the world will report on the latest advances in microwave and related technologies and applications.

For further details, check the Website: <http://www.mtt.org/ims1999>

LAST MONTH'S BD-WG PRESENTATION

Our thanks to **Barry Allen** for his insightful presentation on "PLANNING FOR SUCCESS – Stop Talking and Start Doing". The concepts presented were illustrated by the success of his FIELDWORKS firm.

By **Ron Oglevie**

FYI: The **Orlando Consultants' Network** has posted the results of the Region 3 Consultants' Fee Survey at: [http:// www.parkave.net/business/ieeeeorlando/survey99.htm](http://www.parkave.net/business/ieeeeorlando/survey99.htm)

The OCCN Independent

Publication of the Orange County Consultants Network.

Editor: Noreen Norris

Volunteers of the Orange County Consultant's Network (OCCN) publish the Orange County Independent monthly for members and prospective members. We welcome any comments on improving our communications. The network offers activities for all those interested in consultants or consulting.

Business Development Work Group

Saturday, May 22 1999
1:30 p.m. to 3:30 p.m.

“INVENTIONS & ENTREPRENEURSHIP”

Reflections on an ongoing career full of entertaining inventions. Insights into the invention process, patents, and, business lessons learned.

Speaker: **Doug Malewicki**,

President & Chief Scientist, AeroVisions, Inc.

Location: UCI Engineering Gateway Building (321), Rm. 3311.

Doug Malewicki is the inventor of SkyTran, a lightweight, high speed, low cost, on-demand, personal/mass transportation concept. He is currently President of SkyTran, Inc. and a member of the board of the Advanced Transportation Re-search Association (ATRA). **Malewicki** is also President and Chief Scientist of AeroVisions, Inc. a company founded in 1974 to promote and commercialize his numerous inventions.

Malewicki's patented ROBOSAURUS is a 40 foot tall, 58,000 pound, fire breathing, electrohydraulic car-crunching and car-eating monster entertainment robot that has thrilled audiences all over the world. ROBOSAURUS, controlled by a human pilot within the monster's cranium, hydraulically transforms into a street-legal trailer for highway transport.

Malewicki also developed his CALIFORNIA COMMUTER, a highly efficient, street and freeway legal vehicle. He drove the COMMUTER at freeway speeds between Los Angeles and San Francisco and Los Angeles to Las Vegas, setting world records of over 150 miles per gallon for both gasoline and diesel powered cross country categories. The two achievements are listed in the Guinness Book for World Records.

Prolific inventor. **Malewicki**, specializes in low cost design innovation, aerodynamics, and structural and performance analysis. He holds US patents in the fields of aviation, toys, medicine, mass transportation, and robotics. He earned a BSAE from the University of Illinois and an MS in Aeronautical and Astronautical Engineering from Stanford University. Doug has authored numerous technical papers, several books and magazine articles including a **Scientific American** magazine cover article on "Aerodynamics of Human Powered Vehicles."

As a prelude to this meeting, log onto www.CanoSOARus.com and www.SkyTran.net. Check out the ROBOSAURUS, CALI-FORNIA COMMUTER, RB2000 PERSONAL ROCKET BELT, WHITE LIGHTNING 300 mph electric car, the F-18 styled JET MOTOR-CYCLE, the 152.284 mph pedal bicycle, his old SKYCYCLE X-1 CANYON JUMPING ROCKET for Evel Knievel, and the revolutionary SKYTRAN mass transportation system.

You will also find that **Malewicki's** treatises and remarks on inventing and patents are both informative and entertaining. For a glimpse into the future, try his unexpurgated IEEE paper on a 2052 bedtime story that humorously describes how high speed personalized mass transportation might technically evolve (includes an unretouched picture of 113 year old bionic Doug.)

Come and hear this visionary who thrives on creating "impossible" futuristic machines.

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

Your Unusual Opportunities Special Interest Group

(YUOSIG) Transitional Meeting
Confidential discussion of your own pet business concept.

May 22, 1999 (Saturday)
UCI Engineering Gateway Building, Room 3311
12:00 noon to 1:30 p.m.

Attendance at the meetings of this SIG has been barely sufficient to justify continuing the SIG in its original form. Therefore, one thing we will try is revising the name to YUOSIG to emphasize that it is intended to be about your pet business concept, whatever that might be. Also, we again emphasize that our discussions in this SIG are always strictly confidential. Yes, **STRICTLY CONFIDENTIAL**.

Why the poor attendance? Perhaps the original format of the SIG is unappealing for some; or, perhaps people have other commitments on Saturdays; or, perhaps, hardly anyone has need to discuss their out-of-the-ordinary business concept with (and get feedback from) a group of smart, trustworthy people who can help you make your dream a reality.

However, if you would like to discuss alternative ways to accomplish the basic goal of this SIG, please contact the YUOSIG facilitator, **John McCrickerd** / 714 - 556-6164 / j.mccrickerd@ieee.org, and plan to meet with us at the usual time and place on May 22 to discuss alternatives.

By John McCrickerd.

Space reserved for other Consultant News and Events -

ASSOCIATION OF PROFESSIONAL CONSULTANTS

Thursday, May 20, 1999

Location: OC Airport Hilton Hotel, MacArthur Blvd. & I-405, Irvine (across from John Wayne Airport)

**4:45 PM -- 6:00 PM Professional Development:
"PROFIT FROM INVESTING IN ADMINISTRATIVE HELP"**

Mae Lon Ding, a top compensation consultant, and **Michelle Rochwarger**, discuss the when and why of staffing up your consulting business. They share how to find the "right" kind of assistant. How does a consultant decide when getting administrative help will improve the bottom line? Having made the decision... Learn how to make a profitable investment in your consulting business.

Advance Reservations
Members: \$15.00 Guests: \$20.00
Without Reservations
Members: \$20.00 Guests: \$25.00
~~~~~

**6:00 PM Evening Program**

Networking & Hors d'oeuvres 6:00 PM  
Business Meeting & Program 7:00 PM

**"BUILD YOUR BUSINESS THROUGH  
PERSONAL RELATIONSHIPS."**

Master networker, **Bill Ellermeyer**, shares his philosophy on establishing the kinds of connections that lead to consulting success. Bill has helped hundreds of consultants and other professionals grow their businesses by making dynamic connections. Come hear his techniques for improving your sales and performance.

If networking is part of your personal or business plan, you can't afford to miss this meeting.

Advance Reservations  
Members: \$20.00 Guests: \$30.00  
Without Reservations  
Members: \$25.00 Guests: \$35.00  
~~~~~

Both Sessions:

Advance Reservations
Members: \$30.00 Guests: \$50.00
Without Reservations
Members: \$35.00 Guests: \$55.00
~~~~~

RESERVATIONS: Phone, Fax or E-mail the APC office by Monday, May 17, 1999. Reservations Required (24-hour cancellation without charge)

\* E-mail: [APC@consultapc.org](mailto:APC@consultapc.org) \* Fax: (949)589-2867 \*  
Phone: (949)675-9222

When making your reservation, please provide your name, phone number & session(s) you will be attending.

**INSTITUTE FOR MANAGEMENT CONSULTANTS**

Tuesday, May 18, 1999

4:00 - 5:00 PM New and prospective member orientation  
5:00 PM Meeting starts

5:15 - 5:45 PM Afternoon session-- **Edward Poll J.D.**,

M.B.A., CMC. **"IMPROVING AND DEVELOPING YOUR CONSULTING PRACTICE: PRODUCTIZE YOUR PRACTICE."**

5:45 - 6:15 PM Social time (no host bar)

6:15 - 7:15 PM Dinner

7:15 - 8:00 PM Evening Session--**Laurie Emerson, Esq.** and **Jonathan Karp, Esq.** **"LEGAL ISSUES IN CONSULTING: FORMS OF BUSINESS ORGANIZATIONS, CONTRACTS FOR CLIENTS, AND PROTECTING INTELLECTUAL PROPERTY."**

For further information and to RSVP call **Bob Marimon**:  
E-mail: [Rmar51@aol.com](mailto:Rmar51@aol.com) or IMC Tel (310) 967-7764.

Please leave: 1 - your name  
2 - your IMC member status  
3 - Cost as indicated below  
4 - Choice of "chicken" or "salmon."

Cost: IMC members who RSVP in advance: \$35;  
no RSVP: \$40; IMC member with guest (RSVP only): member \$35, guest \$25 (one time guest only); Guest only \$50.

Location: the Proud Bird Restaurant, 11022 Aviation Blvd. [405 Freeway, Century Blvd. exit, west on Century (towards airport). Left on Aviation Blvd. Go 5 blocks to 111th street. The Proud bird is on the left. Tel: (310) 670-3093]

\*\*\*\*\*

**INSTITUTE FOR MANAGEMENT CONSULTANTS**

**BREAKFAST MEETINGS - 7:30AM - 9:00AM**

Jun 3--**Orange County**: RSVP **Jim Sirkin** -- E-mail: [SIRKINCMC@aol.com](mailto:SIRKINCMC@aol.com) Tel (714) 730-6368; or **Richard Rockwell** -- E-mail: [rock-rockwell@home.com](mailto:rock-rockwell@home.com) Tel (949) 499-4564

Place: Hof's Hut, 18850 Douglas Ave., Irvine (949) 752-7155

Jun 3--**South Bay / Long Beach**: RSVP **Ellen MacGran** -- E-mail: [emacgran@aol.com](mailto:emacgran@aol.com) or Tel (562) 493-3782  
Place: Adrienne Escoe's Home 4448 Ironwood, Seal Beach  
Cost: \$12 with RSVP; \$16 w/o RSVP

For further information, please checkout the websites:  
IMC National homepage --

<http://www.imcusa.org/imc.html>

So. California Chapter --

<http://www.imcusa.org/chapters/imcSCALChap.html>

Do you have an announcement about an activity or event you'd like our readers to know about? Send in your announcements to me before the 1st of the month (preferably) with the final deadline the 5th of the month (to ensure timely publication). Thank you for your cooperation.



## Other IEEE Meetings

**May 24<sup>th</sup> (4<sup>th</sup> Monday)****Check: <http://www.ieeeocsec.org>****IEEE Computer Society: Orange County Chapter**Topic: **Digital Video: Concepts, Standards, and Practice.**

Speaker: David Hench, Imaging Systems Applications Corp.

Time: Social: 5:30 p.m.

Dinner: 6:00 p.m.

Program: 7:00 p.m.

Location: Wyndham Garden Hotel

3350 Avenue of the Arts

Costa Mesa, CA ph. (714) 751-5100

Cost: \$20.00 members

\$5.00 students &amp; unemployed

No charge for Technical Presentation.

For further information: e-mail Dave Close at [d.close@ieee.org](mailto:d.close@ieee.org) (preferred) Or, call him at 714 434-7359. Send checks made out to the IEEE Computer Society, c/o Dave Close, Compata, 3302 Florida Circle, Costa Mesa, CA 92626-2014.

Check the Computer Society WebSite: <http://www.ieee-occs.org>**Save June 28<sup>th</sup> -**

Data Warehousing: an Introduction and New Developments.

Speaker: **Ravi Srivastava**, Sr. Technical Architect, Perot Systems. See the May 1999 edition of the **LYNX Newsletter** (Vol 5, Issue 5), the official newsletter of the IEEE Orange County Section.

\*\*\*\*\*

The University of California, Irvine  
Irvine Research Unit in Software (IRUS) - <http://www.ics.uci.edu/IRUS/>  
is proud to sponsor the Southern California SPIN

**Introduction to UML for Object Oriented Software Development**Ed Colbert, President, Absolute Software Company, Inc., [Colbert@AbsSw.com](mailto:Colbert@AbsSw.com)

Friday, May 28, 1999

9:00 a.m. - 12:00 noon

McDonnell Douglas Auditorium

University of California, Irvine

No reservations required.

There is a \$15.00 charge for non-sponsors, checks made payable to UC Regents. This charge is waived for students and the unemployed.

The Unified Modeling Language (UML) was developed by Rational Software Corporation as an integration of Booch, OMT (Rumbaugh et al.), and OOSE (Jacobson) notations. UML was adopted as the Object Management Group's (OMG) standard notation for representing systems, including software and business systems.

This presentation will describe UML using examples and outline its use in object-oriented software development.

Ed Colbert has taught and consulted on Ada, object-oriented methods, and software engineering since 1982. He created the Colbert Object-Oriented Software Development method (OOSD), which supports languages such as Ada, C++, and SmallTalk. NASA Langley Research Center recently used OOSD for a Software Engineering Process Guide, available on the Web at [sweng.LaRC.NASA.gov/guidebook/](http://sweng.LaRC.NASA.gov/guidebook/). Ed is currently consulting on applying UML to projects with TRW and others. Ed is the chair of the ACM SIGAda Patterns Working Group. He has delivered presentations and tutorials at OOPSLA, Object Expo, LOOK, OOP, SCOOP, Tri-Ada and Ada UK. He is a graduate of the University of Michigan (M.S. Computer and Communications Sciences and BS Honors in Chemistry and Biology).

Coordinator: A. Windsor Brown, University of Southern California, [awbrown@table.jps.net](mailto:awbrown@table.jps.net)

## DIRECTORY OF CONTACTS

To **join** the Institute for Electrical and Electronics Engineers (IEEE) or request information on any of the many benefits, call: (800) 678-IEEE (4333), or visit: our website:

<http://www.ieee.org>.

To **obtain info on an IEEE "alias" e-mail address** (for 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](mailto:occn@ieee.org)

or, **John McCrickerd** - (714) 556-6164**Los Angeles** - (213) 243-8583**National:** - (202) 785-0017or, e-mail [w.anderson@ieee.org](mailto:w.anderson@ieee.org)To **contact other IEEE Organizations:****Alliance of IEEE Consultants Networks (AICN)**<http://www.ieee.org/consultants/>**Bob Gauger** OCCN-AICN (949) 559-9148**E-mail:** [r.gauger@ieee.org](mailto:r.gauger@ieee.org)**Bill Anderson** (Staff) - (202) 785-0017[w.anderson@ieee.org](mailto:w.anderson@ieee.org)**IEEE - Orange County Section****Katherine Baum** (949) 380-5361[k.baum@ieee.org](mailto:k.baum@ieee.org)**Los Angeles Area Consultants'****Network** -- <http://www.laacn.org>**San Diego Consultants' Network****John Parry** - (619) 941-3738[j.parry@ieee.org](mailto:j.parry@ieee.org)**To contact the OCCN WGs \* SIGs:****Business Development****Ron Oglevie** - (714) 526-6642[Ronoglevie@aol.com](mailto:Ronoglevie@aol.com)**Consultant Operations Information****Ralph Hileman** - (909) 780-3947[r.hileman@ieee.org](mailto:r.hileman@ieee.org)**OCCN Toastmasters:****Bill Kwok** -- (626) 448-1633[Kwoklp@aol.com](mailto:Kwoklp@aol.com)**Your Unusual Opportunities - SIG:****John McCrickerd** - (714) 556-6164[Jmccrickerd@mindspring.com](mailto:Jmccrickerd@mindspring.com)**IEEE O.C. Section Liaison -****Ralph Hileman** - (909) 780-3947[r.hileman@ieee.org](mailto:r.hileman@ieee.org)**O.C. Engineering Council Liaison - vacant****WebMaster:** **Kenn Leland** - (714) 871-3386 [K.leland@ieee.org](mailto:K.leland@ieee.org)E-mail: [occn@ieee.org](mailto:occn@ieee.org)Website: <http://www.occn.org>

Hosted by VERIO

**THE ORANGE COUNTY IEEE CONSULTANTS' NETWORK**

C/O Noreen Norris, Editor  
 NORgate (OCCN Independent Newsletter)  
 18194 Aztec Court  
 Fountain Valley, CA 92708

**OCCN - 1999 SURVEY**

**Instructions:** Please read and answer the questions in this survey. You might just want to copy the entire Survey and reply on this copy and e-mail back. Upon completion of this survey, you can send it to me via:

- E-mail <<Copy Survey, then Click on the <REPLY> button, Paste the copy and answer>> or << Save as a Word97 or text and attach to e-mail. Return to: [norrisnora@aol.com](mailto:norrisnora@aol.com) or [noreen.norris@ieee.org](mailto:noreen.norris@ieee.org).>>
- Fax: you will need to call (714) 968-4433 first so we can turn the fax on.
- Mail your response to Noreen Norris, 18194 Aztec Court, Fountain Valley, CA 92708-6804.

Thank you for your assistance.

**General Information:**

1. Name (Optional): \_\_\_\_\_
2. Phone Number or E-mail Address: \_\_\_\_\_
3. Type of consulting (is the information on the OCCN Website up-to-date?)  
 \_\_\_\_\_
4. Are you currently a member of OCCN? Yes \_\_\_\_\_ No \_\_\_\_\_
5. If you are not currently a member would you like to renew or rejoin?  
 Yes \_\_\_\_\_ No \_\_\_\_\_
6. If not, why? \_\_\_\_\_

**Meetings:**

Discussions at Board meetings have led to changes in our meeting format. Please review the schedule and questions below and turn to answer questions on the next page. The proposed format change would be:

**On the 3<sup>rd</sup> Saturday -**

|                           |                                                                |
|---------------------------|----------------------------------------------------------------|
| 7:30 a.m.                 | Board meeting at a nearby restaurant<br>(open to OCCN members) |
| 9:30 a.m. - 10:15 a.m.-   | Networking                                                     |
| 10:15 a.m. - 11:30 a.m. - | Speaker                                                        |
| 11:30 a.m. - 12:00 a.m. - | Networking                                                     |

\*\*\*\*\*

Other SIG, Work Groups will meet as decided upon by the Leader of the Program.

\*\*\*\*\*

Questions:

1. What do you think about our updated 3<sup>rd</sup> Saturday of the month meeting format-? The major change is to have a presentation/speaker on Consulting-related Topics or Issues during the networking period in the morning; Special Interest Group and another Networking time at the end of the day.
2. Do you like this proposed change? Yes \_\_\_\_\_ No \_\_\_\_\_

**Meetings** (continued):

3. If you don't like our format change, can you tell us what you don't like about it?  
\_\_\_\_\_  
\_\_\_\_\_
4. What recommendations would you give us to improve OCCN meetings?  
\_\_\_\_\_
5. Would you be interested in starting your own SIG? (It need not be on Saturday or on the UCI campus). Yes \_\_\_\_\_ No \_\_\_\_\_  
If so, what would you propose? \_\_\_\_\_
6. Other Comments?

**Newsletter:**

The newsletter is the communications link for all OCCN. By answering and returning this Survey, you can contribute towards making it a more functional communications tool.

1. Are there any problems for you if we ask you to download a pdf copy of the newsletter from the Web Site or read online?  
Yes \_\_\_\_\_ No \_\_\_\_\_
2. If yes to question 1, identify your problems and tell us how you would prefer receiving your copy of the newsletter?
3. Is it helpful to have information on other meetings in our newsletter?
4. What do you like about the newsletter?
5. How do you think we might improve on the newsletter's content? On its delivery?
6. Other Comments?

Well, that's all folks. If you would like to add any additional comments, please feel free to do so.

Thank you for helping us help you. We are looking forward to reading your responses.

Thank you for participating in this Survey.



## IEEE Chapter, Sections, and Council Volunteers

Don't forget the Region 6 Southern Area Spring Meeting on Saturday, April 17<sup>th</sup> from 8:30 am to 4:00 pm on the UCLA campus. Register with Kip Haggarty. Directions and a map will be electronically distributed to all who register.

\*\*\*\*\*

### Chairman's Corner:

After the terrific job that **Mike Morehouse** did for us on the ISO 9000 issues at the March CIOGW meeting, we are taking off on another dimension of successful consulting -- the vital skills of negotiating.

**Dr. Burke Leon**, who you may have seen on KTLA, will demonstrate negotiating situations including interviewing, buying products, etc.

This is an opportunity to "Sharpen Your Saw," as Stephen Covey says in his book, **The 7 Habits of Highly Effective People**. We need to keep all our skills sharp. It seems like we are always negotiating with somebody about something (e.g., purchases, contract extensions, office space, and even finding a Win-Win situation with your spouse). So this might be an opportunity to bring along family.

**Burke** was an engineering manager and a director of engineering, so he speaks our language. If not your wife, bring a friend to share sharpening skills together.

Ralph Hileman  
1999 OCCN Chair

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### DIRECTIONS TO OCCN MEETINGS

See <http://www.occn.org/meetings.html> for full page downloadable/printable file containing a map with directions to the Engineering Gateway or other UCI building-rooms. For a more detailed map of the campus especially around the Engineering Gateway building and the parking lot, refer to: <http://www.ics.uci.edu/~wwwoffic/maps/icszoom.html>.

## APRIL OCCN MEETINGS

17<sup>th</sup>, APRIL -- (3<sup>rd</sup> Saturday)

### ◆GENERAL MEETING◆

Purpose: ~~Networking. Exchange Leads & Needs Announcements, Case Studies.~~

**NOTE LOCATION CHANGE**

When: 9:30 a.m. to 12:15 p.m.

Where: UCI Computer/Engineering Building - Signs to be posted

Comments: Bring business cards, brochures, and promotional materials.

Contact: **Ralph Hileman** - (909) 780-3947 - < [r.hileman@ieee.org](mailto:r.hileman@ieee.org) >

We encourage members and prospective members to stay after the General Meeting and attend the afternoon Operations/Information Working Group. Lunch delivery available -- Or, you can go to one of several restaurants around the UCI campus.

### CONSULTANT OPERATIONS INFORMATION WG (COIWG)

Topic: **The Art of Negotiating: "Sharpening Your Saw."**

Speaker: Dr. Burke Leon

When: 1:30 to 3:00 p.m.

**NOTE LOCATION CHANGE**

Where: UCI Computer/Engineering Building - Sign will be posted.

Contact: **Ralph Hileman** - (909) 780-3947 - < [r.hileman@ieee.org](mailto:r.hileman@ieee.org) >

### OTHER OCCN WG AND SIG MEETINGS

5<sup>th</sup>, 12<sup>th</sup>, 19<sup>th</sup>, 26<sup>th</sup> APRIL (Now meeting every Monday)

#### OCCN TOASTMASTERS WORKING GROUP

When: Dinner: 6:45 p.m. Program: 7:00 p.m.

Where: Hof's Hut, 18850 Douglas Drive, Irvine

Contact: Bill Kwok - (626) 448-1633 - [kwoklp@aol.com](mailto:kwoklp@aol.com) or

Sam Sarem - (714) 692-9918 - [SamIPRC@aol.com](mailto:SamIPRC@aol.com)

24<sup>th</sup> APRIL -- (4<sup>th</sup> Saturday of the Month)-

#### Y2K WORKING GROUP

Topic: **Is Y2K Just Another Emergency: Practical Steps for Getting Through It and Related Computer Date/Time Bugs.**

When: 9:30 a.m. to 12:00 noon

Location: UCI Engineering Gateway Bldg. (321) - Room 3311

Contact: **Ralph Hileman** - (909) 780-3947 - < [r.hileman@ieee.org](mailto:r.hileman@ieee.org) >

#### UNUSUAL OPPORTUNITIES SPECIAL INTEREST GROUP

Topic: **Unusual Business Possibilities.**

Time: 12:00 noon - 1:30 p.m.

Location: UCI Engineering Gateway Bldg. (321) - Room 3311

Note: First-time attendees please contact: **John McCrickerd** -

(714) 556-6164 - e-mail: [j.mccrickerd@ieee.org](mailto:j.mccrickerd@ieee.org)

#### BUSINESS DEVELOPMENT WORKING GROUP (BD-WG)

Topic: **"PLANNING FOR SUCCESS - Stop Talking and Start Doing".**

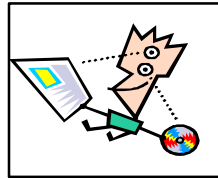
Speaker: Mr. **Barry Allen** of FIELDWORKS.

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](mailto:ronoglevie@aol.com)

**Editor's Column:**



OCCN began in 1991. We have been meeting for over seven years and have seen the job market go from nearly nothing to an over-abundance of opportunities.

Attendance at General Meetings has been smaller and attendance at our Special Interest and Work Groups has also dropped. Engineering and engineering-related consultants are being wooed back to company jobs.

In the mean time, corporations are requiring much more from their career staff. Outsourcing agency contract to staff companies with temporary independent contractors or agency employees. Both large and small independent shops and consultants' are working so hard that they little discretionary time for general professional meetings.

As for the **OCCN Independent**, I am writing this article to all members. In the past four months, we had few submissions on substantive information. Most have been about OCCN WG and SIG and other professional group meeting announcements.

The question is not whether we will continue but should we continue to have the many WG and SIG meetings now available. Many of us just do not have the time to take two whole Saturdays and fill them with OCCN meetings. Perhaps, now is the time to review our programs and streamline them. Times are changing. Shouldn't we change too?

To this end, we would like to invite any interested person to our next Board meeting. It is held on the 3<sup>rd</sup> Saturday after the Consultants' Operations Information meeting at UCI. We'd love to have you come and give us your opinions. If you have any questions, please feel free to call any of the officers listed below.

Noreen Norris, OCCN Editor

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**HOW TO JOIN THE OCCN**

Attend any of the meetings listed and talk to an Officer. Membership (one year) requires you to complete an application and submit it along with a \$95. 00 check. Associate Membership (\$45) is also available. Call **Ralph Hileman** (OCCN Chairman) or any of the Officers listed below for further details.

**OFFICERS & VOLUNTEERS**

**Ralph Hileman**, Chairman  
**Hileman & Associates**  
(909) 780-3947 (Voice/Fax)  
[r.hileman@ieee.org](mailto:r.hileman@ieee.org)

**Ron Taggart**, Secretary  
**A.R. Taggart, P.E.**  
(949) 852-9144 ♦ 852-1107 (fax)  
[a.r.taggart@ieee.org](mailto:a.r.taggart@ieee.org)

**Randy Norris**, Rep-at-Large:  
**NORgate Engineering. & Associates**  
(714) 968-4433 (voice/fax)  
[wr.norris@ieee.org](mailto:wr.norris@ieee.org)

**Wes Masenten**, Vice Chair  
**Masenten & Associates**  
(949) 854-5361 ♦ 854-5360 (fax)  
[masenten@pacbell.net](mailto:masenten@pacbell.net)

**Noreen Norris**, Editor  
**NORgate**  
(714) 968-4433 (voice/fax)  
[noreen.norris@ieee.org](mailto:noreen.norris@ieee.org)

**Dave Hench**, Treasurer  
**Imaging Systems. Application. Corp.**  
(714) 935-9638  
[d.hench@ieee.org](mailto:d.hench@ieee.org)

**Ben De**, Rep-at-Large:  
**Kalimata, Inc.**  
(949) 551-8251  
[b.de@ieee.org](mailto:b.de@ieee.org)

**E-mail: [occn@ieee.org](mailto:occn@ieee.org)**  
**Web Site: <http://www.occn.org>**  
Hosted by: **Verio**

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This place is reserved for future submissions. More information to come in next month's newsletter.



**CONSULTANTS' OPERATION INFORMATION WORK GROUP  
(COIWG)**

**Topic: "THE ART OF NEGOTIATING: SHARPEN YOUR SAW."**

**Speaker: Burke Leon**

When: Saturday, 17 April, '99, 1:30 p.m. – 3:00 p.m.

Where: UCI Computer/Engineering Bldg. - Signs will be posted.

Note: Temporary location change. Open to the public, no charge.

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Some people get everything they want just by asking for it. Have you ever asked why? The answer might be that some people just don't know how to negotiate.

Our speaker, **Burke Leon**, specializes in teaching professionals how to negotiate for themselves and for whom ever they represent. Focusing on practical techniques for WIN-WIN and hardcore negotiating, **Burke** uses audience participation techniques involving real life scenarios.

Do you want to learn how to: (1) Better represent yourself in the job market? (2) Negotiate your salary, duties and responsibilities, benefits and conditions for the job that you want? We invite you to come and listen to **Burke** who, blending humor with his philosophy, demonstrates how negotiating can be learned, mastered, and integrated successfully into your personal and professional lives.

**Dr. Leon** combines his teaching with practical negotiating skills. He is an accomplished public speaker and has won many awards through Toastmasters International. **Dr. Leon** earned his Ph.D in Solid State Chemistry from the University of Pittsburg. He's worked in a variety of engineering, chemical research, teaching, other technical service areas. In business for himself, **Burke** maintains a California Auto Dealers License in order to operate B.L. Auto Enterprises, a retail auto buying dealership. **Dr. Leon** has taught locally at several Community Colleges in Orange County.

Come and join us. You might even want to invite your son or daughter or even you wife as they too might want to learn how to negotiate. We may even learn how to handle the purchase of our next car.

For further information call **Ralph Hileman** at (909) 780-3947 or e-mail: [r.hileman@ieee.org](mailto:r.hileman@ieee.org).

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**MEMS/TOPS Workshop** – 9am-3pm, May 8, '99, \$110 for reg. prior to April 23<sup>rd</sup>, UCI Engineering Auditorium. OCBC and UCI team to illuminate the emergence of the Micro-Electronic Manufacturing Systems (MEMS)

technology and their potential business applications.

**Professor Richard Nelson**, who manages the UCI MicroElectronics Laboratory and Technical Outreach Programs (TOPS), will coordinate this program.

**BUSINESS DEVELOPMENT WORK GROUP  
(BD-WG)**

**"PLANNING FOR SUCCESS – STOP TALKING AND START DOING."**

**Speaker: Barry Allen of FIELDWORKS.**

When: Saturday, 24 April, '99, 1:30 p.m.– 3:00 p.m.

Where: UCI Engineering Gateway Bldg. (321) – Rm 3311.

NOTES: Open to the public, no charge.

For further information, contact **Ron Olgevie**, e-mail

[ronolgevie@aol.com](mailto:ronolgevie@aol.com)

Or call (714) 526-6642

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Some of our regular BD-WG members have said that we spend too much time talking about doing things and fail to get down to the business of doing business. It's a dilemma that has plagued virtually all of us at one time or another.

Taking these remarks seriously, we've asked our speaker, **Barry Allen**, to present give a short treatment on effective business planning and business management that will help us all to minimize this problem. He will cite recent experiences with his company, FIELDWORKS, as examples of how to achieve a growing business.

We've enjoyed **Barry's** previous presentations on subjects such as "How to Evaluate Business Concepts," and, "Selecting the Business Structure That Is Best For You." Come and hear how to jump-start your business, "put the pedal to the metal, rubber to the road," and achieve success with no procrastinating.

**LAST MONTH'S MEETING:**

Our thanks to **Richard Nelson** for his intriguing presentation on "Micro-Electro-Mechanical Systems Technology". The subject appears to be a bright topic for future entrepreneurial endeavors. For people interested in this topic see the OCBC MEMS/TOPS Workshop description that follows.

**ORANGE COUNTY BUSINESS COUNCIL (OCBC)  
OFFERS SMALL BUSINESS PROGRAMS**

As part of it's ongoing and emerging new business development programs the OCBC recently proposed to operate the new Technology Small Business Development Center (TSBDC).

Although the California Office of Trade and Commerce has not officially announced the winner of the TSBDC competition, the OCBC is moving out with a new series of programs to aid emerging small businesses. These programs will be held at the OCBC Boardroom in Irvine unless otherwise noted.

Registration can be accomplished online at [www.ocbc.org](http://www.ocbc.org), or by contacting Ann at 949-794-7242.

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**RESOURCES OF THE TECHCOAST** – 7:30–9:30am, May 4, '99, \$50 including breakfast, Hyatt Regency Irvine. Discussion and handouts for free or low cost business resources, and how to use them to expedite successful business development.

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**IEEE MEETING ANNOUNCEMENT**

IEEE Orange County Chapters of the Computer,  
Communications, and Signal Processing Societies

Topic: **THE CLARION AUTO PC**  
 Speaker: **ALONZO CARDENAS**, VP OF ENGINEERING,  
 CLARION ADVANCED TECHNOLOGY  
 Date: Monday, April 26, 1999  
 Time: Social Hour: 5:30 p.m.  
 Buffet Dinner: 6:00 p.m.  
 Program: 6:45 p.m.  
 Location: Wyndham Gardens Hotel, 3350 Avenue of the  
 Arts, Costa Mesa, CA phone: 714-751-5100  
 Cost: Dinner Cost: \$20, students and unemployed  
 members \$5.  
 No charge for technical meeting only.  
 For dinner reservations or information, contact  
 Dave Close, e-mail (preferred) d.close@ieee.org  
 or voice/fax +1 714 434 7359.  
 Send checks made out to IEEE Computer  
 Society, c/o Dave Close, Compata, 3302 Florida  
 Circle, Costa Mesa 92626-2014.

**Alonzo Cardenas**, VP of Engineering at Clarion Advanced  
 Technology will talk about the first product to integrate car  
 audio, computing functions, navigation and wireless  
 communications through hands-free voice activation within the  
 dash of an automobile.

The Clarion AutoPC is the first product to integrate car audio,  
 computing functions, navigation and wireless communications  
 through hands-free voice activation located within the dash of  
 an automobile. It can recognize simple voice commands,  
 allowing the driver to select music, retrieve contact information  
 and other tasks without taking their eyes off the road. With an  
 additional Global Positioning System (GPS) receiver, the  
 AutoPC provides automatic starting point identification and  
 location updates as well as pinpoints the car's actual locale.

This product is the newest member of the PC Companion  
 family using a Microsoft Windows CE version that is optimized  
 for the automotive environment. The Processor is a Hitachi  
 SH3 with 16 MB DRAM & 8 MB ROM. The unit includes a  
 high-powered AM/FM stereo with integrated Digital Signal  
 Processing (DSP) equalization and a built-in 35 watt x 4  
 channel amplifier. It also boasts the first ever in-dash Clarion  
 quality CD audio and CD ROM drive - supporting an optional  
 six-disc CD changer through Universal Serial Bus (USB). The  
 backlit 8-color LCD screen provides consumers with an easy-  
 to-read, icon-driven user interface. An Infrared Data Port  
 provides easy information exchange to and from other PC  
 Companion devices (e.g. Palm-size PC). In addition, built-in  
 support for Compact Flash (CF) cards enables additional  
 memory and access to hardware accessories.

Hardware accessories available for the Clarion AutoPC  
 include: (1) A cellular phone cradle with modem allowing for  
 voice-controlled operation; (2) A wireless receiver providing  
 access to an array of customized information (e.g. real-time  
 traffic reports, news updates, numeric paging, and E-mail  
 alerts. (3) A vehicle diagnostic module that enables the  
 AutoPC to receive data from the vehicle's on-board computer  
 system.

For updated information, go to our Website: <http://www.ieee-occs.org>

**Association of Professional Consultants  
Monthly Meeting**

**"INCREASE YOUR POTENTIAL BY ASKING THE RIGHT QUESTIONS,"**  
 SPEAKER: **BILL MAYER**

Date & Time: Thursday, April 15, 1999 6:00 p.m.  
 Location: Orange County Airport Hilton, 18800 MacArthur  
 Blvd., Irvine

Cost: \$30 (Additional \$5 without reservation)  
 Reservations: Phone, Fax or E-mail the APC office by  
 Monday, April 12, 1999. Reservations Required (24-hour  
 cancellation without charge)

E-mail: [APC@consultapc.org](mailto:APC@consultapc.org) Fax: (949)589-2867  
 Phone: (949)675-9222

Visit our Website at <http://www.consultapc.org>

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**The University of California, Irvine**  
**Irvine Research Unit in Software (IRUS) -**

<http://www.ics.uci.edu/IRUS/>

is proud to sponsor the Southern California SPIN

**Topic: Getting the Most Out of Your Integrated Product  
 Development Teams: Lessons Learned & A CMM  
 For All Disciplines.**

Speakers: **Kerinia Cusick**, Director & **Ilene Minnich**, Director,  
 SECAT LLC, [secat@secat.com](mailto:secat@secat.com)

Date: Friday, April 30, 1999

Time: 9:00 a.m. - 12:00 noon

Location: McDonnell Douglas Auditorium  
 University of California, Irvine

No reservations required. There is a \$15.00 charge for non-  
 sponsors, checks made payable to UC Regents. This charge is  
 waived for students and the unemployed

**Synopsis:**

Getting the most out of your integrated product development  
 teams is essential to productivity. This presentation reports on  
 two processes used to examine the results of eight companies  
 who successfully implemented their integrated product  
 development teams. During development, interviews were  
 conducted for the Integrated Product Development Capability  
 Maturity Model (IPD-CMM). The investigators gathered  
 information on what they believed to be the important aspects  
 of Integrated Product Development. They also identified a  
 collection of primary characteristics that we believe distinguish  
 good Integrated Product Development.

In the second method, the Capability Maturity Model was used  
 to focus and guide improvement activities. Honeywell Space  
 Systems Operations in cooperation with SECAT LLC  
 developed a "generic Capability Maturity Model" -- called the  
 IPDP CMM--that included only project and organizational  
 management issues. It was designed to be applicable to all  
 disciplines.

A rating profile was developed for each discipline, and both  
 generic and specific strengths and weaknesses were identified.  
 A few lessons learned were identified during the assessment,  
 but generally all of the teams found the results applicable and  
 helpful.

Coordinator: **George O'Mary**, The Boeing Company  
[george.w.o'mary@boeing.com](mailto:george.w.o'mary@boeing.com)

**SBIR/STTR WORKSHOP** – 9a.m.-3p.m., May 15, 1999. \$110 for registration prior to May 8<sup>th</sup>. The purpose of the workshop is to describe the Small Business Innovation Research and the Small Business Technology Transfer Programs and to facilitate participation in them.

The workshop includes:

- \* Make an informed decision about your participation,
- \* Identification of other federal program opportunities,
- \* Key resources and getting started, and
- \* An introduction to winning proposal development strategies.

Contact: **Ron Oglevie**, (714) 526-6642, [ronoglevie@aol.com](mailto:ronoglevie@aol.com)

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**Institute of Management Consultants (IMC) - Save May 18<sup>th</sup> meeting (Southern California)**

**Orange County - Breakfast Meetings** - Time: 7:30 a.m. - 9:00 a.m.

April 27<sup>s</sup> & May 6<sup>th</sup>

RSVP Herb Mitchell via: <mailto:Hemmittchell@earthlink.net>,

or phone (949) 720-9460

Place: Hof's Hut, 18850 Douglas Ave., Irvine (949) 752-7155

For further information on IMC checkout the websites:

<http://www.imcusa.org/imc.html> (national homepage)

<http://www.imcusa.org/chapters/imcSCALChap.html> (SoCal Chapter)

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**IEEE Region 6 Awards Deadline: May 1, 1999**

Individual Achievement Award  
 Small Business of the Year

Community Award  
 Large Business of the Year

Nominations are now being accepted by the IEEE Region 6 Awards Committee. Check the IEEE Region 6 Website for nomination forms.

Nominations for individuals/organizations who you feel should be awarded should be submitted before May 1, 1999. Acknowledgement of your nomination and its eventual disposition will be made to you as soon as possible.

If an individual/organization does not fit into one of the above categories, please let a member of the Awards Committee know. Your nomination must be documented. More information is available at the ASEE website. <http://www.asee.org/awards/html/nomform.htm>.

For further information, contact one of the Award Committee Members for Region 6 in the Southern California area include:

Kip Haggerty  
 (310) 679-2440  
[k.haggerty@ieee.org](mailto:k.haggerty@ieee.org)

Pater Lanner  
 (619) 481-5053  
[plann@ieee.org](mailto:plann@ieee.org)

**The Orange County Independent**

Publication of the Orange County IEEE Consultants Network.

Editor: Noreen Norris

Volunteers of the Orange County Consultant's Network (OCCN) publish the Orange County Independent monthly for members and prospective members. We welcome any comments on improving our communications. The network offers activities for all those interested in consultants or consulting.

**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.

**Directory of Contacts**

**To join the Institute for Electrical and Electronics Engineers (IEEE)** or request information on any of the many benefits, call: (800) 678-IEEE (4333), or visit our website: <http://www.ieee.org>.

**To obtain info on an IEEE "alias" e-mail address** (for IEEE members only), send a dummy message to: "Alias-processor@ieee.org" or visit our website: "http://www.ieee.org/eleccomm/"

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

- OC: [occn@ieee.org](mailto:occn@ieee.org)
- or, John McCrickerd - (714) 556-6164
- Los Angeles - (213) 243-8583
- National: - (202) 785-0017
- or, e-mail [w.anderson@ieee.org](mailto:w.anderson@ieee.org)

**To contact other IEEE Organizations:**

**Alliance of IEEE Consultants Networks (AICN)** <http://www.ieee.org/consultants/>

**Bob Gauger** OCCN-AICN (949) 559-9148

E-mail: [r.gauger@ieee.org](mailto:r.gauger@ieee.org)

**Bill Anderson** (Staff) - (202) 785-0017

[w.anderson@ieee.org](mailto:w.anderson@ieee.org)

**IEEE Network for Entrepreneurs**

Nick Smith (714) 978-3719

**IEEE - Orange County Section**

Katherine Baum (949) 380-5361

[k.baum@ieee.org](mailto:k.baum@ieee.org)

**Los Angeles Area Consultants' Network** --

<http://www.laacn.org>

**San Diego Consultants' Network**

John Parry - (619) 941-3738

[j.parry@ieee.org](mailto:j.parry@ieee.org)

**To contact the OCCN WGs \* SIGs:**

**Business Development Working Group**

Ron Oglevie - (714) 526-6642

[Ronoglevie@aol.com](mailto:Ronoglevie@aol.com)

**Consultant Operations Information Working Group** -

Ralph Hileman - (909) 780-3947

[r.hileman@ieee.org](mailto:r.hileman@ieee.org)

**Toastmasters Working Group:**

Bill Kwok -- (626) 448-1633

[Kwoklp@aol.com](mailto:Kwoklp@aol.com) **Unusual Opportunities** -

**SIG:**

John McCrickerd - (714) 556-6164

[jmccrickerd@mindspring.com](mailto:jmccrickerd@mindspring.com)

**Y2K Working Group:**

Gayn Winters - (714) 532-6776

[gayn.winters@bristolystems.com](mailto:gayn.winters@bristolystems.com)

**IEEE O.C. Section Liaison -**

Ralph Hileman - (909) 780-3947

[r.hileman@ieee.org](mailto:r.hileman@ieee.org)

**O.C. Engineering Council Liaison** - vacant

**WebMaster:** Kenn Leland - (714) 871-3386

[K.leland@ieee.org](mailto:K.leland@ieee.org)

E-mail: [occn@ieee.org](mailto:occn@ieee.org)

Website: <http://www.occn.org>

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# The Orange County



# I N D E P E N D E N T

*The Voice of the Orange County IEEE Consultants' Network (OCCN)*

## Chairman's Corner:

Thanks to all for the positive feedback on the subjects mentioned in last month's Chairman's Corner.

This month, we are fortunate to have one of our own members reveal the mysteries of the ISO 9000 and related standards. **Mike Morehouse** has written quality manuals for very big companies. His expertise will be offered at the March COIWG meeting. Bring any document you may have started in moving toward ISO certification for a free review. Those that think they don't want to get involved with ISO 9000 and can verify that they don't need it, are free to come and tell us why they don't need it. It should make an interesting discussion.

I will assist Mike in his presentation by summarizing any ISO 9000 topics that were presented in workshops given at the High-Tech Small Business Conference held March 2<sup>nd</sup> - 3<sup>rd</sup> by NASA, the Small Business Administration, and JPL at JPL.

Don't forget to register for the National IEEE Consultants Directory (See Page X for more information).

Bring a friend or acquaintance to the next meeting. It's the personal contacts that build the network that we all need.

Ralph Hileman  
OCCN Chairman

### +++++ DIRECTIONS TO OCCN MEETINGS

See <http://www.occn.org/meetings.html> for full page downloadable/printable file containing a map with directions to the Engineering Gateway or other UCI building-rooms. For a more detailed map of the campus especially around the Engineering Gateway building and the parking lot, refer to: <http://www.ics.uci.edu/~wwwoffic/maps/icszoom.html>.

## MARCH OCCN MEETINGS

**20<sup>th</sup>, March --** (3<sup>rd</sup> Saturday)

### ◆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

Comments: Bring business cards, brochures, and promotional materials.

Contact: **Ralph Hileman** - (909) 780-3947 - < [r.hileman@ieee.org](mailto:r.hileman@ieee.org) >

We encourage members and prospective members to stay after the General Meeting and attend the afternoon Operations/Information Working Group. Lunch delivery available -- Or, you can go to one of several restaurants around the UCI campus.

### CONSULTANT OPERATIONS INFORMATION WORKING GROUP (COIWG)

Topic: **ISO 9000 - Everything You'd Want to Know About ISO 9000 (including how to get certified).**

Speaker: **Mike Morehouse,**

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](mailto:r.hileman@ieee.org) >

### OTHER OCCN WORKING GROUP AND SPECIAL INTEREST GROUP MEETINGS

**1<sup>st</sup>, 8<sup>th</sup>, 15<sup>th</sup>, 22<sup>nd</sup>, 29<sup>th</sup> MARCH** (Now meeting every Monday)

#### OCCN TOASTMASTERS WORKING GROUP

When: Dinner: 6:45 p.m. Program: 7:00 p.m.

Where: Hof's Hut, 18850 Douglas Drive, Irvine

Contact: Bill Kwok - (626) 448-1633 - [kwoklp@aol.com](mailto:kwoklp@aol.com) or

Sam Sarem - (714) 692-9918 - [SamIPRC@aol.com](mailto:SamIPRC@aol.com)

**27<sup>rd</sup> MARCH --** (4<sup>th</sup> Saturday of the Month)-

#### Y2K WORKING GROUP

Topic: **Y2K Problems in Embedded Systems.**

When: 9:30 a.m. to 12:00 noon

Where: UCI Engineering Gateway Bldg. (321) - Room 3311

Contact: **Gayn Winters** - (714) 532-6776 or e-mail: [gayn.winters@bristolystems.com](mailto:gayn.winters@bristolystems.com)

#### UNUSUAL OPPORTUNITIES SPECIAL INTEREST GROUP

Topic: **Unusual Business Possibilities.** We have one management-oriented and one entertainment-oriented business being discussed, and you are always welcome to introduce another.

Time: 12:00 noon - 1:30 p.m.

Location: UCI Engineering Gateway Bldg. (321) - Room 3311

Note: First-time attendees please contact: **John McCrickerd** - (714) 556-6164 - e-mail:

[j.mccrickerd@ieee.org](mailto:j.mccrickerd@ieee.org)

#### BUSINESS DEVELOPMENT WORKING GROUP (BD-WG)

Subject: **Entrepreneurial Applications for Technology: Micro-Electro-Mechanical Systems.**

Speaker: **Dr. Richard Nelson,** Director - UCI Technology Outreach Program,

When: 1:30 to 3:00 p.m.

Where: UCI Engineering Gateway Bldg. (321) - Room 3311

Contact: **Ron Oglevic** - (714) 526-6642 - [ronoglevic@aol.com](mailto:ronoglevic@aol.com)



**HOW TO JOIN THE OCCN**

Attend any of the meetings listed and talk to an Officer. Membership (one year) requires you to complete an application and submit it along with a \$95.00 check. Call **Ralph Hileman** (OCCN Chairman) for further details.

**Officers & Volunteers**

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

**Wes Masenten**, Vice Chair  
**Masenten & Associates**  
 5962 Sierra Seina Rd.  
 Irvine, CA 92715  
 (949) 854-5361 ♦ 854-5360 (fax)  
[masenten@pacbell.net](mailto:masenten@pacbell.net)

**Dave Hench**, Treasurer  
**Imaging Systems. Application. Corp.**  
 717 E. Rainer  
 Orange, CA 92665  
 (714) 935-9638  
[d.hench@ieece.org](mailto:d.hench@ieece.org)

**Ron Taggart**, Secretary  
**A.R. Taggart, P.E.**  
 17 Tiara  
 Irvine, CA 92614-7310  
 (949) 852-9144 ♦ 852-1107 (fax)  
[a.r.taggart@ieece.org](mailto:a.r.taggart@ieece.org)

**Noreen Norris**, Editor  
**NORgate**  
 18194 Aztec Court  
 Fountain Valley, CA 92708-6804  
 (714) 968-4433 (voice/fax-call lst)  
[noreen.norris@ieece.org](mailto:noreen.norris@ieece.org)

**Ben De**, Rep-at-Large:  
**Kalimata, Inc.**  
 8 Westport,  
 Irvine, CA 92720  
 (949) 551-8251  
[b.de@ieece.org](mailto:b.de@ieece.org)

**Randy Norris**, Rep-at-Large:  
**NORgate Engineering & Associates**  
 18194 Aztec Court  
 Fountain Valley, CA 92708-6804  
 (714) 968-4433 (voice/fax-call lst)  
[wr.norris@ieece.org](mailto:wr.norris@ieece.org)

E-Mail: [occn@ieece.org](mailto:occn@ieece.org)  
 WEB SITE: <http://www.occn.org>  
 Hosted by Verio.

From the Chair  
 AICN Coordinating Committee

Dear Colleague:

Are you looking for more contracts in 1999 and 2000? This is an invitation to offer your consulting services in a national print directory and on an established searchable database Website. The Alliance of IEEE Consultants' Networks (AICN), will publish its fourth annual Directory of Electrotechnology and Information Technology Consultants in Spring 1999.

Let me explain in more detail. Several years back, Consultants' Networks began forming within the IEEE. They were grass-roots groups made up of IEEE members who had chosen to become consultants. In 1994, the Networks were combined into the AICN. At the same time, the AICN's Coordinating Committee became a chartered committee of IEEE-USA.

In 1998, we distributed almost 4,000 AICN directories and had over 10,000 visitors to the Web database. In 1999, we plan to continue to publicize and advertise extensively the availability of the AICN national directory and the online database and offer them to both industry and the government.

As a subscriber and full member of OCCN, you'll be able to receive copies of the directory without cost. You will also be entitled to updates of your listing on the Web.

Please join us.

Gary Blank  
 Chair, AICN Coordinating Committee  
 E-mail <[g.l.blank@ieece.org](mailto:g.l.blank@ieece.org)>  
 Check out the Website - <http://www.ieece.org/consultants>

DEADLINE: MARCH 15<sup>TH</sup>  
 For futher information:

Contact **William Anderson** at the  
 IEEE AICN headquarters  
 <[w.anderson@ieece.org](mailto:w.anderson@ieece.org)>  
 or  
**Bob Gauger, OCCN-AICN**  
 by e-mail: [r.gauger@ieece.org](mailto:r.gauger@ieece.org)  
 Or call him at (949) 559-9148

Check the Website -  
<http://www.ieeceusa-consultants/submissions/submit.html>

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Advertise your skills and businesses in:

**The Alliance of IEEE Consultants' Networks (AICN)**

**AICN 1999 National Directory and Online Database**

Advertised in IEEE and other publications, the **AICN Directory** will be mailed to companies likely to use your services, distributed at IEEE conferences and mailed FREE to potential clients upon request. The national directory will include: a description of each consultant who chooses to be included cross-reference of consultants by category and state cross-reference of consultants by state.

A submission form to be included in the Directory and Database can be found online at:  
 < <http://www.ieeceusa-consultants.org/submissions/submit.html> >

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## UNUSUAL OPPORTUNITIES SIG

(Regular Meeting)  
Saturday March 27<sup>th</sup>  
Time: 12 noon to 1:30 p.m.

Typically at our SIG meetings, some of the regulars will opt to lead discussions on specific business opportunities and possibilities which most people are unaware of. These opportunities are too unusual or speculative to fit into the regular OCCN meeting formats (or meetings anywhere else). We like hearing about novel team-oriented business concepts with a technology emphasis.

Multiple items are discussed (and welcomed) in each meeting with discussion of each individual business venture/opportunity continuing toward, we hope, a viable venture. We emphasize analytic group discussions and continuing group involvement regarding these potential business possibilities.

Currently we have two specific business concepts in serious discussion: One being the meeting methodology itself as a possible business involving software and related training services; the other, a business involving technology and entertainment.

You are always welcome to introduce a new topic. However, we request that new attendees contact the SIG facilitator, John McCrickerd to receive introductory information about the meeting procedure.

So, come to a meeting in the Engineering Gateway Bldg., rm. 3311at UCL. Bring your lunch if you like. (We can order lunch delivery if you ask.)

Contact: John McCrickerd - (714) 556-6164  
e-mail: [jmccrickerd@ieee.org](mailto:jmccrickerd@ieee.org)

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### California Matching Funds Workshop Scheduled for April

Would you like to get additional funds to compliment your federal government contract? The **California Technology Investment Partnership (CAL TIP) Program** is for you. The CAL TIP Program provides state funding of up to \$250,000 to match federal technology awards.

The new solicitation will open March 15, 1999. This Program is administered by the Los Angeles Regional Technology Alliance (LARTA), is hosting a workshop in Orange County on April 1, 1999. The workshop will be held the California State University, Fullerton, Garden Grove Center, 1201 Euclid St., Garden Grove, California.

If you are about to sign an SBIR or other federal award, make sure to note in the contract or proposal that you will be seeking funds from the State of California -- it's part of the program's eligibility requirements. Check the LARTA website < <http://www.larta.org> > for further information. Or, send an e-mail with your company

name, address, phone, fax, e-mail address and/or website page to < [nhuntington@larta.org](mailto:nhuntington@larta.org) > to be added to the mailing list.

If you have questions, contact Nicole Huntington, Program Consultant, at 213-743-4164 or Cliff Numark, Program Director, at 213-743-4160 or < [cnumark@larta.org](mailto:cnumark@larta.org) >.

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## BUSINESS DEVELOPMENT WORKING GROUP (BD-WG)

(Regular Meeting)  
Saturday March 27<sup>th</sup>  
Time: 1:30 p.m. to 3:00 p.m.

### Topic: Entrepreneurial Application of Technology: MICRO-ELECTRO-MECHANICAL SYSTEMS.

Micro-Electro-Mechanical Systems (MEMS) are a rapidly emerging technology analogous to integrated circuits in the 1960s. Early applications are mass produced and more are emerging. In all likelihood, many MEMS remain to be conceived.

Nelson's presentation will: (1) Review the basics of the technology, (2) Discuss applications that are now in production, and (3) Identify other emerging MEMS. He will also identify the marketing issues related to the success of the technology.

#### Background:

The most well known MEMS are automotive sensors and micromotors. These devices are part of automobile airbag and anti-skid sensors and both are entering high volume production.

UCI has demonstrated automotive engine control sensors found on 1999 automobiles. Electrostatic micromotors though well known from fascinating pictures, have not yet found many applications primarily because of restriction and wear problems.

An important future application is the use of microfluidic devices for biomedical analysis. Very small sample sizes can be facilitated (e.g., nanoliters or picoliters). Other future applications include DNA screening to determine susceptibility to side effects from prescription drug use, on-chip PCR and DNA matching for criminology, and screening pharmaceuticals for effectiveness.

For many applications the MEMS technology offers the combination of "smaller, cheaper, faster." This presentation is intended to serve as an introduction to the technology. Those with an interest in the field should watch for the announcement of an indepth three hour seminar being planned for May.

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### LAST MONTH'S BD-WD PRESENTATION

Our thanks to **Larry Tannas** and **Harry Staubs** for a pair of outstanding presentations on the DOC Advanced Technology Program and the DOD Dual-Use Science and Technology Program. These Programs offer substantial opportunity for technology business growth for companies that can meet their cost matching requirements. For those that missed the meeting, see [www.atp.nist.gov](http://www.atp.nist.gov), and, [www.dtic.mil/dust](http://www.dtic.mil/dust).

By: Ron Oglevie, [ronoglevie@aol.com](mailto:ronoglevie@aol.com), (714)526-6642

**ANNOUNCEMENTS --  
VOLUNTEERS ARE NEEDED**

The **IEEE-USA Student Professional Awareness Committee** is recruiting speakers to join the national Student Professional Awareness Conference (**S-PAC**) Speaker List. S-PACs are student-planned and executed conferences on nontechnical, career-related subjects not usually covered in the standard engineering curriculum. We are specifically looking for speakers who can talk about the pros, cons, and how-to of starting a business or becoming a consultant. The Committee reimburses the travel expenses of S-PAC speakers. If you are interested in sharing your wisdom and experience on either of these topics with engineering students, contact **Ann Hartfield** at the IEEE-USA Office ([a.hartfiel@ieece.org](mailto:a.hartfiel@ieece.org) or 202-785-0017).

By: William R. Anderson  
Manager, Member and Career Services  
Institute of Electrical and Electronics  
Engineers, Inc. -

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**Institute of Management  
Consultants (IMC)  
(Southern California) - Volunteers  
Wanted !**

We need volunteers for an important national project! The publicity committee is helping to put together a "white paper" for national media publication regarding **the Y2K issue**. It will focus from a management perspective (rather than technical) on what contingency plans should be made.

The ultimate objective is to gain exposure for the IMC and specifically the accreditation of the CMC. The paper will gather data from IMC member client companies throughout the U.S.

Please contact **Lynn Hoopingarner** at [IMC@profitablesolutions.com](mailto:IMC@profitablesolutions.com) to contribute your part toward this endeavor. Thank you!

**- IEEE MEETING ANNOUNCEMENT -**

The Orange County Chapters of the Communications, Computer and the Signal Processing Societies.

Topic: **cdma2000: The Next Phase in CDMA Wireless Communications Technology**  
Speaker: **Dwight Borses**, National Semiconductor  
Date: Monday, March 22, 1999  
Time: Social Hour: 5:30 p.m., Buffet Dinner: 6:00 p.m.  
Program: 6:45 p.m.  
Location: Wyndham Gardens Hotel, 0 Avenue of the Arts  
Costa Mesa, CA ph. (714) 751-5100  
Cost: Dinner : \$20, students and unemployed members \$5.  
No charge for technical meeting only INFO: For reservations or information, contact **Dave Close**, e-mail (preferred) [d.close@ieece.org](mailto:d.close@ieece.org) or voice/fax +1 (714) 434 7359. Send checks made out to IEEE Computer Society, c/o Dave Close, Compata, 3302 Florida Circle, Costa Mesa CA 92626-2014.

Please join us on March 22<sup>nd</sup> to learn about the next phase in CDMA wireless communications technology -- cdma2000. As an update to our March, 1998 Program on CDMA (see "A Look Under the Hood at Cellular, PCS, and LEO Mobile Communications"), speaker **Dwight Borses** will present a system overview of the technology that represents the Telecommunications Industry Association's (TIA) submittal to the International Telecommunications Union (ITU-R) in pursuit of the goal of a global third generation (3G) standard based on the Family of Systems concept.

CDMA technology is following an evolution that is moving from cdmaOne (the current 2G system) to a cdma2000 advanced services. Changes will take place in incremental steps over the next few years, and will ultimately result in a full 3G capabilities with the deployment of cdma2000 phased enhancements.

The cdma 2000 Radio Transmission Technology (RTT) is a wide-band, spread spectrum radio interface. It uses Code Division Multiple Access technology will meet the needs for the next-generation wireless communications systems.

The cdma 2000 RTT meets or exceeds the requirements set down by the ITU over a wide range of operating environments (e.g., indoor, low mobility, full mobility, and fixed wireless) -- over a wide range of performance (e.g., voice, low speed data, high speed packet and circuit data) -- over a wide range of advanced services (e.g., voice only, simultaneous voice and data, data only), and over a wide range of RF channel bandwidths (e.g., 1.25MHz (existing services), 3.75MHz, 7.5MHz, 11.25MHz, and 15MHz).

**Dwight Borses** (BS, MS Engineering), is a Senior Member of the IEEE. He is an MTS Field Applications Engineer with National Semiconductor where he focuses on wireless technology. Borses is the current Chair of the OC Communications Society chapter and of the OC Signal Processing chapter. He is a past officer of the OC Computer Society and Los Angeles Council. Borses is a registered professional engineer in control systems. He has presented papers at many IEEE technical meetings and at many Multimedia Technology and Applications Conference (MTAC) in Southern California. He appeared as a guest lecturer at California State University, LA and UC Irvine. For references to articles related to this topic, see below...

**NOTE:**

The IEEE OC Computer Society Program in the next column is part of a continuing series on cdma technology. Information from previous meetings with a cdma focus or which includes cdma technology information in the presentation may be found at:

- <http://www.ieee-occs.org/oct2698.htm>
- <http://www.ieee-occs.org/apr2798.htm>
- <http://www.ieee-occs.org/mar2398.htm>
- <http://www.ieee-occs.org/apr1997.htm>
- <http://www.ieee-occs.org/lowearth.html>

For further information, please  
checkout the OCCS Website:  
<http://www.ieee-occs.org>

**CALL for PAPERS**--George Hayhoe (george@ghayhoe.com)  
 Editor, STC Technical Communication:

The editors of the **IEEE Transactions on Professional Communication** and the **STC Technical Communication** -- a possible special joint issue of the two journals on communication in cross-functional teams to be published in February 2000.

This information is now being announced because of the lead time required to publish this announcement. We have not yet received approval from IEEE for this joint publication project. In the unlikely event that approval is not obtained, the papers accepted for the issue will be guaranteed publication in either **Technical Communication** or the **IEEE Transactions**.

Guest editors for this special joint issue will be **Carol Barnum** of Southern Polytechnic State University and **Karl Smart** of Brigham Young University.

The two journals welcome proposals for articles in the form of reports of original research, the theory of communication and interpersonal dynamics of work teams as they affect communication, case studies, and surveys of prior research on this subject.

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ISSUE DEADLINES -- The schedule for the special issue is as follows:

|                 |                   |
|-----------------|-------------------|
| 4 April 1999    | 500-word proposal |
| 15 June 1999    | Draft paper       |
| 15 August 1999  | Final paper       |
| 22 January 2000 | Publication date  |

**CONTACT INFORMATION**

To discuss a proposal, please contact guest editors Carol Barnum at cbarnum@spsu.edu or +1 (770) 528-7201, or Karl Smart at karl\_smart@byu.edu or +1 (801) 378-2296.

For further information, please contact **George Hayhoe**  
 Editor, STC Technical Communication, via e-mail  
 (george@ghayhoe.com)

**Two One-day UCI Extension Courses.**  
**BUILDING-INTEGRATED PHOTOVOLTAIC POWER SYSTEMS FOR INDUSTRIAL, COMMERCIAL, AND RESIDENTIAL POWER.**

Instructor: Eileen Smith, M.A. Architecture, Founder and CEO,  
 Solar Development Cooperative, Corona Del Mar.  
 When: Saturday, April 17<sup>th</sup> & 24<sup>th</sup>  
 Time: 9:00 a.m. to 5:00 p.m.  
 Location: UCI, Social Science Plaza A.  
 Information: [www.geocities.com/Eureka/1905](http://www.geocities.com/Eureka/1905) ,  
 Cost: \$135.00  
 Contact: (949) 862-5826

**INTERESTED IN CLEAN SOLAR POWER?** - These UCI Extension short courses contain what you need to know about the Photovoltaic technology state-of-the-art in terrestrial applications. Classes include tours of the UCI National Fuel Cell Center and the UCI Photovoltaic Facility.

Region 6 Southern Area  
 Chapter, Section, and Council Volunteers

Watch for further details on the LA Council Website at  
 <[www.ewh.ieee.org/r6/lac](http://www.ewh.ieee.org/r6/lac).

**IEEE Region 6 Southern Area  
 Spring Meeting and Student Competitions  
 Saturday April 17, 1999**

**Schedule:**

- 8:30 a.m. Continental Breakfast
- 9:00 a.m. Area Business
- 10:30 a.m. Student Paper Contest
- 12:00 noon Lunch
- 1:00 p.m. Micromouse Competition
- 3:00 p.m. Forum on Chapter, Section, and Council Issues
- 4:00 p.m. LA Council Committee Meeting

**Location:** UCLA (A map and directions will be distributed electronically to all who register.)

**Reservations:** RSVP by Saturday April 10, 1999 to Kip Haggerty at e-mail: <[k.haggerty@ieee.org](mailto:k.haggerty@ieee.org)>, Phone: (310) 679-2440, Fax: (310) 679-9667, or Mail to P.O. Box 637, Lawndale, CA 90260.

The Region 6 Southern Area encompasses the Counties of San Luis Obispo, Kern, Inyo, Mono, Santa Barbara, Ventura, Los Angeles, San Bernardino, Riverside and Orange. It includes eight IEEE Sections, about 30 technical society Chapters, and about 20 Student Branches and Chapters ranging from Cal Poly San Luis Obispo in the north to UC, Irvine in the south. Twice per year, IEEE Section, Chapter, and Council Officers in the Southern Area meet to exchange ideas and to promote interaction between each other. Local officers also have the opportunity to meet with Region 6 officers to discuss any particular needs or concerns they may have. Each Chapter and Section is encouraged to send at least one of their officers to the meeting. IEEE Members interested in volunteering for Chapter, Section, or Council office are encouraged to attend.

Students are urged to enter the paper contest. The winner will be sent to San Francisco to attend Wescon 99 next October to compete against the other four Area winners. Enter the competition at Wescon, be published in the **Wescon Conference Proceedings**, and vie for first, second and third winner prizes. This opportunity for students to work on their presentation and writing skills critical to professional success is unsurpassed. Best of all, this opportunity does not have any impact on their grade point average or annual salary review.

| Kip Haggerty, Ph.D., P.E. |  
 | Southern Area Chair, IEEE Region 6 |  
 For latest information check: <<http://www.lacn.org/>

**Institute of Management Consultants (IMC)  
(Southern California)**

**Breakfast Meetings** - Time: 7:30 a.m.- 9:00 a.m.

**Orange County** -- April 1<sup>st</sup> - Hof's Hut, 18850 Douglas Ave., Irvine. RSVP Rock Rockwell (949) 499-4564 - e-mail [Rock-Rockwell@home.com](mailto:Rock-Rockwell@home.com) or Jim Sirkin (714) 730-6468 - e-mail [Sirkincmc@aol.com](mailto:Sirkincmc@aol.com)

**Long Beach/South Bay** -- April 1<sup>st</sup>, May 6<sup>th</sup> 1999. For further information contact: Ellen MacGran at (562) 493-3782 or e-mail -- [emacgran@aol.com](mailto:emacgran@aol.com).

**Chapter Meeting - The Power of Stories: What's a Story?**  
Time 5:30 p.m. - 8:00 p.m.

**"Stories stick in a person's mind."**

"People are addicted to stories. No matter our mood, in reverie or expectation, panic or peace, we can be found stringing together incidents and unfolding episodes. We turn our pain into narratives so we can bear it: we turn our ecstasy into narratives so we can prolong it...we tell our stories to live."

John Shea

How do stories relate to the role of the consultant? Are stories part of your repertoire? Should they be?

...more at the March IMC meeting and...bring a story.

**Consultant Referral Panel Discussion:** It's precisely when we are at our busiest, in the middle of a major assignment, that we need to be marketing for the next one. Referral services have the potential to address this critical need, but questions remain:

- Do they really work?
- Are they appropriate for everyone
- Do they cost too much?
- How do you find the service that is best suited for your particular needs?

To address these and other important issues surrounding the use of consultant referral services, we've put together a panel of three referral services that represent a wide range of approaches.

Our panelists include:

- Ms Elisabeth Charney, Vice President Client Services, M Squared, Inc.
- Mr. David Gold, CEO & Chairman, Expert Marketplace
- Mr. Carl Kline, CEO, National Consultant Referrals, Inc.

Don't miss this special opportunity to decide if referral services are for you and your company.

Submitted by: Ted Whetstone, IMC Editor:  
[tedwhet@ibm.net](mailto:tedwhet@ibm.net)

**More MARCH Meetings...**

**16<sup>th</sup> March** (third Tuesday)

**Society for Technical Communicators, OC Chapter**

Topic: Usability Testing  
Speaker: Andrea Ames, Region 8 Director/Sponsor  
Time: 6:30 p.m. - 9:00 p.m.  
Location: Wyndham Garden Hotel, 3550 Avenue of the Arts, Costa Mesa, CA Phone: (714) 751-5100  
Cost: With Reservations: Members: \$20; Non-Members: \$22; Students: \$15.00  
Reservations by March 12<sup>th</sup> (Friday) at 5:00 p.m.  
Make them early. All walk-ins: \$25.

**18<sup>th</sup> March** (Thursday)

**Association of Professional Consultants Meeting**

Topic: **How to Get and Give Referrals Within APC**  
Panel discussion including APC veterans, Brad Leggett and Rich Adams  
Time: 6:00 p.m.  
Location: Orange County Airport Hilton, 18800 MacArthur Blvd., Irvine  
Cost: \$30.00 (Additional \$5 without reservation)  
Reservations: (949) 675-9222

**19<sup>th</sup> March** (Tuesday)

**The Institute for Management Consultants, Southern California Chapter**

Scheduled Functions:

Afternoon Session  
4:00-5:00pm New and prospective member orientation  
4:00-5:00pm Chapter Board Meeting  
(Board members, CMC's, IMC's)  
5:00pm Meeting starts  
5:15-5:45pm Presentation

Topic: **"Improving & Developing Your Consulting Practice: The Power of Stories"** -

Speaker: **John Moran** CMC, J.J. Moran & Associates  
Evening Function:

5:45-6:15pm Social time (no host bar)  
6:15-7:15pm Dinner  
7:15-8:00pm Panel Discussion -- **"Consultant Referral Services - An Indispensable Resource?"**

Location: Proud Bird Restaurant, 11022 Aviation Blvd.

Los Angeles Phone: (310) 670-3093 for directions.  
Cost: Members (48 hrs reservation) - \$35.00  
Without Reservation - \$45.00  
Guest - \$50.00 -- Parking - free  
Reservations: Call (310) 967-7764 or  
E-mail: [IMC@ProfitableSolutions.com](mailto:IMC@ProfitableSolutions.com)

**Coming in April -**

**"CALIFORNIA MATCHING FUNDS WORKSHOP"**

Sponsor: Los Angeles Regional Technology Alliance.  
When: April 1, 1999  
Where: California State University, Fullerton, Garden Grove Center, 1201 Euclid St. Garden Grove, California.

Note: Check out the LARTA Website at [http:// www.larta.org](http://www.larta.org) for program news.

Contact: Reservations, Nicole Huntington, at 213-743-4164, or e-mail: [<nhuntington@larta.org>](mailto:nhuntington@larta.org)  
Program information, Cliff Numark, Director, 213-743-4160. or e-mail: [numark@larta.org](mailto:numark@larta.org)



**More April Meetings**

**April 1<sup>st</sup>** (Thursday) - **IMC OC Regional Breakfast Meetings** (7:30 -9:00) at Hof's Hut, 18850 Douglas Ave., Irvine. RSVP Rock Rockwell (949) 499-4564 - e-mail [Rock-Rockwell@home.com](mailto:Rock-Rockwell@home.com) or Jim Sirkin (714) 730-6468 - e-mail [Sirkinmcc@aol.com](mailto:Sirkinmcc@aol.com)

**26<sup>th</sup> April** (Last Monday/Month)

**IEEE Orange County Chapter, Computer, Communications, and Signal Processing Societies**

Topic: **The Clarion Auto PC**

Speaker: Alonzo Cardenas, V.P. of Engineering  
Clarion Advanced Technology

Date: Monday, April 26, 1999

Time: Social Hour: 5:30 p.m. - Buffet Dinner: 6:00 p.m.

Program: 6:45 p.m.

Location: Wyndham Gardens Hotel 3350 Avenue of the Arts,  
Costa Mesa, CA

**CALL FOR NOMINATIONS****IEEE Region 6 Awards**

Deadline: May 1, 1999

Individual Achievement Award  
Small Business of the Year

Community Award  
Large Business of the Year

Nominations are now being accepted by the IEEE Region 6 Awards Committee. Check the IEEE Region 6 Website for nomination forms.

Nominations for individuals/organizations who you feel should be awarded should be submitted before May 1, 1999. Acknowledgement of your nomination and its eventual disposition will be made to you as soon as possible.

Should you feel that an individual/organization should be recognized by Region 6 for an effort or contribution to the goals of the IEEE that does not fit into one of the above categories, please let a member of the Awards Committee know. Provide sufficient documentation to support your nomination. Other Awards include: ASME - The Hoover Medal: information on the IEEE website; ASEE - Frederick Emmons Terman Award: information available at: <http://www.asee.org/awards/html/nomform.htm>.

For further information, contact one of the Award Committee Members for Region 6 in the Southern California area include:

Kip Haggerty  
(310) 679-2440  
[k.haggerty@ieee.org](mailto:k.haggerty@ieee.org)

Pater Lanner  
(619) 481-5053  
[plann@ieee.org](mailto:plann@ieee.org)

**The Orange County Independent**

Publication of the Orange County IEEE Consultants Network.

Editor: Noreen Norris

Volunteers of the Orange County Consultant's Network (OCCN) publish the Orange County Independent monthly for members and prospective members. We welcome any comments on improving our communications. The network offers activities for all those interested in consultants or consulting.

**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.

**Directory of Contacts**

**To join the Institute for Electrical and Electronics Engineers (IEEE)** or request information on any of the many benefits, call: (800) 678-IEEE (4333), or visit: our website: <http://www.ieee.org>.

**To obtain info on an IEEE "alias" e-mail address** (for IEEE members only), send a dummy message to: "Alias-processor@ieee.org" or visit our website: "http://www.ieee.org/eleccomm/"

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

**OC:** [occn@ieee.org](mailto:occn@ieee.org)  
or, **John McCrickerd** - (714) 556-6164  
**Los Angeles** - (213) 243-8583  
**National:** - (202) 785-0017  
or, e-mail [w.anderson@ieee.org](mailto:w.anderson@ieee.org)

**To contact other IEEE Organizations:**

**Alliance of IEEE Consultants Networks (AICN)** <http://www.ieee.org/consultants/>

**Bob Gauger** OCCN-AICN (949) 559-9148

**E-mail:** [r.gauger@ieee.org](mailto:r.gauger@ieee.org)

**Bill Anderson** (Staff) - (202) 785-0017  
[w.anderson@ieee.org](mailto:w.anderson@ieee.org)

**IEEE Network for Entrepreneurs**

Nick Smith (714) 978-3719

**IEEE - Orange County Section**

Katherine Baum (949) 380-5361  
[k.baum@ieee.org](mailto:k.baum@ieee.org)

**Los Angeles Area Consultants' Network** --

<http://www.laacn.org>

**San Diego Consultants' Network**

John Parry - (619) 941-3738  
[j.parry@ieee.org](mailto:j.parry@ieee.org)

**To contact the OCCN WGs \* SIGs:**

**Business Development Working Group**

Ron Oglevie - (714) 526-6642  
[Ronoglevie@aol.com](mailto:Ronoglevie@aol.com)

**Consultant Operations Information Working Group** -

Ralph Hileman - (909) 780-3947  
[r.hileman@ieee.org](mailto:r.hileman@ieee.org)

**Toastmasters Working Group:**

Bill Kwok -- (626) 448-1633

[Kwoklp@aol.com](mailto:Kwoklp@aol.com) **Unusual Opportunities - SIG:**

John McCrickerd - (714) 556-6164  
[jmccrickerd@mindspring.com](mailto:jmccrickerd@mindspring.com)

**Y2K Working Group:**

Gayn Winters - (714) 532-6776  
[gayn.winters@bristolystems.com](mailto:gayn.winters@bristolystems.com)

**IEEE O.C. Section Liaison -**

Ralph Hileman - (909) 780-3947  
[r.hileman@ieee.org](mailto:r.hileman@ieee.org)

**O.C. Engineering Council Liaison** - vacant

**WebMaster:** Kenn Leland - (714) 871-3386  
[K.leland@ieee.org](mailto:K.leland@ieee.org)

E-mail: [occn@ieee.org](mailto:occn@ieee.org)  
Website: <http://www.occn.org>  
Hosted by VERIO

Visit the IEEE Website: <http://www.ieee.org>



To Join the **Orange County IEEE**

**Consultants Network:**

Attend the General Meeting  
(third Saturday of each month)

or

Contact Ralph Hileman -  
Hileman & Associates  
(909) 780-3947 - r.hileman@ieee.org



*Next Meeting:*

Saturday, April 17<sup>th</sup>

9:30 am

---

**The Orange County IEEE Consultants' Network**

c/o Noreen Norris, Editor

NORgate

18194 Aztec Court

Fountain Valley, CA 92708-6804

*Get more information from the Web:*

*<http://www.occn.org/>*

Hosted by: Verio

The Orange County



I N D E P E N D E N T

The Voice of the Orange County IEEE Consultants' Network

**Chairman's Corner:**

Networking and other consultant-related-opportunity announcements with presentations or current events on consulting are the primary activities scheduled for the General Meeting. You are invited to attend and introduce yourself to our Group. See what you want to get involved in and perhaps even join. For returnees, it is a chance to see what others have been doing. We will also be updating the WebPage discussion. Stay for lunch and join us if you can.

**COI-WG** - We are pleased to have a speaker, **Chris Jennings**, who is known for his expertise in sales - generating referrals - and other business development ideas.

Plans are being formulated for our Spring meetings with topics to include:

- Handling our Information Overload.
- Why Teams Fail and How to Tell if They Will Succeed.
- Helping Clients Find Us on the Internet.
- How to Negotiate.
- What do You Want to do About ISO 9000?

Don't forget to drop in on the Toastmasters Monday evening sessions (See the Calendar to the left).

Ralph Hileman  
Hileman & Associates

**DIRECTIONS TO OCCN MEETINGS**

See <http://www.occn.org/meetings.html> for full page downloadable/printable file containing a map with directions to the Engineering Gateway or other UCI building-rooms. For a more detailed map of the campus especially around the Engineering Gateway building and the parking lot, refer to: <http://www.ics.uci.edu/~wwwoffic/maps/icszoom.html>

E-Mail: [occn@ieec.org](mailto:occn@ieec.org)  
WEB SITE: <http://www.occn.org>  
Hosted by VERIO

**FEBRUARY OCCN MEETINGS**

**20th, February --** (3rd Saturday)

◆ **GENERAL MEETING** ◆

**Purpose:** Networking, Exchange Leads & Needs, Announcements, Case Studies, and Special Presentations on Consultant-Related Skills.

**When:** 9:30 a.m. to 12:15 p.m.

**Where:** UCI Engineering Gateway Bldg. (321) - Room 3311

Bring business cards, brochures, and promotional materials. We encourage members and prospective members to stay after the General Meeting and attend the afternoon Operations/Information Working Group. **Lunch delivery available** -- Or, you can go to one of several restaurants around the UCI campus.

**Contact:** **Ralph Hileman** - (909) 780-3947 - [r.hileman@ieec.org](mailto:r.hileman@ieec.org)

**CONSULTANT OPERATIONS INFORMATION WORK GROUP (COI-WG)**

**Topic:** Business Development Ideas, Breaking the Rules and Making More Sales, and Generating Referrals for your Business.

**Speaker:** **Chris Jennings.**

**When:** 1:30 to 3:00 p.m.

**Where:** UCI Engineering Gateway Bldg. (321) - Room 3311

**Contact:** **Ralph Hileman** - (909) 780-3947 - [r.hileman@ieec.org](mailto:r.hileman@ieec.org)

**OTHER OCCN WORK GROUP AND SPECIAL INTEREST GROUP MEETINGS --**

**1st, 8th, 15th, 22nd February** (Now meeting every Monday)

**OCCN TOASTMASTERS WORK GROUP**

**When:** Dinner: 6:45 p.m. Program: 7:00 p.m.

**Where:** Hof's Hut, 18850 Douglas Drive, Irvine

**Contact:** Sam Sarem (VP Membership) (714) 692-1198 - [Sam4IPRC@aol.com](mailto:Sam4IPRC@aol.com)

**27th February --** (4th Saturday of the Month)-

**Y2K WORK GROUP**

**Topic:** Y2K Problems in Embedded Systems.

**When:** 9:30 a.m. to 12:00 noon

**Where:** UCI Engineering Gateway Bldg. (321) - Room 3311

**Contact:** Gayn Winters - (714) 532-6776 or

E-mail: [gayn.winters@bristolystems.com](mailto:gayn.winters@bristolystems.com)

**UNUSUAL OPPORTUNITIES SPECIAL INTEREST GROUP**

**- Welcome New Attendees - Unusual Business Possibilities for Risk-Takers and Others.**

**Time:** 12:00 noon - 1:30 p.m.

**Location:** UCI Engineering Gateway Bldg. (321) - Room 3311

**Contact:** For further information, call John McCrickerd at 714-556-6164

E-mail: [j.mccrickerd@ieec.org](mailto:j.mccrickerd@ieec.org)

**BUSINESS DEVELOPMENT WORK GROUP (BD-WG)**

**Highlights and Recent Changes in the NIST Advanced Technology Program (ATP) and the Dual Use Science and Technology Program (DU S&T).**

**Speakers:** Larry Tannas and Harry Staubs

**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](mailto:ronoglevie@aol.com)

**Officers & Volunteers**

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

**Wes Masenten, Vice Chair**  
**Masenten & Associates**  
 5962 Sierra Seina Rd.  
 Irvine, CA 92715  
 (949) 854-5361 ♦ 854-5360 (fax)  
[masenten@pacbell.net](mailto:masenten@pacbell.net)

**Dave Hench, Treasurer**  
**Imaging Systems. Application. Corp.**  
 717 E. Rainer  
 Orange, CA 92665  
 (714) 998-2691  
[d.hench@ieee.org](mailto:d.hench@ieee.org)

**Ron Taggart, Secretary**  
**A.R. Taggart, P.E.**  
 17 Tiara  
 Irvine, CA 92614-7310  
 (949) 852-9144 ♦ 852-1107 (fax)  
[a.r.taggart@ieee.org](mailto:a.r.taggart@ieee.org)

**Noreen Norris, Editor**  
**NORgate**  
 18194 Aztec Court  
 Fountain Valley, CA 92708-6804  
 (714) 968-4433 (voice/fax-call lst)  
[noreen.norris@ieee.org](mailto:noreen.norris@ieee.org)

**Ben De, Rep-at-Large:**  
**Kalimata, Inc.**  
 8 Westport,  
 Irvine, CA 92720  
 (949) 551-8251  
[b.de@ieee.org](mailto:b.de@ieee.org)

**Randy Norris, Rep-at-Large:**  
**NORgate Engineering. & Associates**  
 18194 Aztec Court  
 Fountain Valley, CA 92708-6804  
 (714) 968-4433 (voice/fax-call lst)  
[wr.norris@ieee.org](mailto:wr.norris@ieee.org)

All members are invited to attend the Executive Board meetings. Contact Ralph Hileman for more information. (909) 780-3947, or e-mail: [r.hileman@ieee.org](mailto:r.hileman@ieee.org)

**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) takes 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.

**- MORE IEEE MEETINGS -**

Tell them you heard about their meeting in *The OCCN Independent*, "The Voice of OCCN."

**22<sup>nd</sup> February-** (Monday)

**IEEE Computer Society, Orange County Chapter** (Joint meeting with the IEEE Communications and the Signal Processing Societies.).

Topic: **Implementing a Storage Area Network (SAN)**  
 Speaker: **Ken Hallam**, Unisys Corporation  
 Time: Social Hour: 5:30 p.m.  
 Dinner: 6:00 p.m.  
 Program: 6:45 p.m.  
 Location: Wyndham Gardens Hotel,  
 3350 Avenue of the Arts  
 Costa Mesa, CA  
 Phone: 1-714-751-5100

**Presentation:**

Unisys is a diverse computer manufacturer with four different hardware platforms and six separate operating system environments to support. Developing a common server I/O architecture to provide enterprise-wide network storage was a challenge. This talk will cover the development of that architecture and the deployment plan including migration, protection of existing customer investments, and future performance enhancements. The architecture includes parallel SCSI, Fibre Channel, NAS and SAN implementations.

**Ken Hallam** joined the Storage Solutions Engineering team of Unisys Corporation in September of 1995, after seven years in the engineering consulting business. Hallam has almost thirty years experience in the storage industry. He has held management positions in Design Engineering, Test Engineering, Field Service, Marketing and Planning. Prior to joining Unisys, he founded ENDL Associates, (an engineering consulting firm) in 1989 after four years at Western Digital as Director of Strategic Planning. He has been active on various computer standards committees, including X3T10, X3T11, X3B11 and several ISO and ECMA committees.

Dinner Cost: Members: \$20, (students and unemployed members \$5.)  
 No charge for technical meeting only  
 Information  
 & Reservations: Contact Dave Close via e-mail (preferred) [d.close@ieee.org](mailto:d.close@ieee.org)  
 or, call/fax:: 1-714-434-7359.

Send checks made out to: IEEE Computer Society and mail to Dave Close, Compata, Inc., 3302 Florida Circle, Costa Mesa 92626-2014

For updated information, go to: <http://www.ieee-occs.org>

**Reserve Monday, March 22, 1999  
 March OCCS Meeting.**

TOPIC: cdma2000: The Next Phase in CDMA Wireless Communications Technology  
 SPEAKER: Dwight Borses, National Semiconductor

(continuing OCSC series on CDMA wireless communication technology).

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# 1999 ENGINEERS' WEEK

## “Engineers: Turning Ideas Into Reality!”

The theme for the 1999 National Engineers' Week is, as in past years, “Engineers: Turning Ideas Into Reality!”

This year National Engineers' Week is being celebrated from February 21 to February 27. It is always celebrated during the week of President George Washington's (our Nation's first engineer/surveyor) birthday! Events to recognize and honor engineers, engineering educators, engineering projects and other engineering-related accomplishments are scheduled across the country.

We encourage all engineers to visit local schools as part of the "Discover 'E' Program." Discover "E" is an outreach program. Engineers are encouraged to go into the elementary and secondary school communities (e.g., the K -12 grades). To visit and interact with the students. to encourage interests in math and science education and to highlight and 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 events are listed below. Try to get in-volved somewhere!

The kick-off event for Engineers' Week 1999 will be held on Saturday evening, February 20, 1999. The **Institute for the Advancement of Engineering (IAE)** will hold their "Honors and Awards Banquet." This is combined with the IAE Fellows Installation Ceremony. In addition to the IAE Fellows Installations, other IAE Awards presented that evening will be “Leadership in Engineering,” “Outstanding Student Leadership,” “Media Award,” and “Outstanding New Engineer.”

Also, the Los Angeles Council of Engineers and Scientists (LACES) will present their George Washington - Engineer of the Year Award and their Project of the Year Award.

This year the IAE banquet will be held at the Los Angeles Natural History Museum, 900 Exposition Park, downtown Los Angeles (near USC). The event starts at 5:30 p.m. with check-in & a no host bar. There will be a self-guided tour of the Natural History Museum. **Pete Schultz**, past OCCN Secretary and **Randy Norris**, past OCCN Treasurer and a new OCCN Member-at-Large will be made new IAE Fellows during this evening.

Why don't you plan to attend and help welcome these OCCN consultants as new IAE Fellows and network with the other award winners of this year's Engineers' Week. Tickets at \$48.00 per person are available through the IAE Executive Director, **Gary Sumner** (See Announcement on this page).

On the following Saturday, February 27<sup>th</sup>, the Orange County Engineering Council (OCEC) will hold its Engineers' Week Honors and Awards Banquet at the Hyatt Regency Alicante in Anaheim. A Reception starts at 6:00 p.m.

This is an excellent affair to attend. OCCN will have a display table there to publicize our group. **Ron Stein**, one of our members and CEO of Principal Technical Services (PTS), is the OCEC Vice President and he will be the Master of Ceremonies.

Tickets are \$50.00 per person and are available from the OCEC Executive Director, **Jim Ballinger**. Make your reservations now by calling or e-mailing (See announcement this page.)

Many other activities, organized by professional societies, organizations and companies across the nation, will take place during Engineers' Week. Plan to attend at least one of these events and celebrate your engineering achievements along with those of your peers.

By Harry Staubs

\* \* \*

# FEBRUARY 21 - 27, 1999

## Special Events

### February 20, 1999 (Saturday) **Institute for the Advancement of Engineering (IAE)**

#### **"Honors and Awards Banquet."**

The IAE Fellows Installation Ceremony and “Leadership in Engineering,” “Outstanding Student Leadership,” “Media Award,” and “Outstanding New Engineer” awards. The Los Angeles Council of Engineers and Scientists (LACES) will present their George Washington - Engineer of the Year Award and their Project of the Year Award.

Location: Los Angeles Natural History Museum, 900 Exposition Park, downtown LA (near USC).

Time: Check in -- 5:30 p.m.  
A self-guided tour of the Natural History Museum. No-Host Bar.

Cost: \$48.00 per person  
Information/Reservations/RSVP:  
IAE Exec. Director, Gary Sumner  
Phone: (562) 491-5749, or  
Fax (562) 491-5749.

~~~~~  
February 27, 1999 (Saturday)

Orange County Engineering Council

Annual

"Honors and Awards Banquet."

Location: Hyatt Regency Alicante (Anaheim) @ Harbor & Chapman.
(714) 750-1230

Time: Reception -- 6:00 p.m.
Dinner - 7:00 p.m.
Speaker - 7:30

Cost: \$50. per person (Students: \$15.)

Reservations/RSVP:
OCEC Exec. Director, **Jim Ballinger**.
Phone/FAX is 714-546-6276.

E-mail: jballinger@ocecc.org
Send your check made out to:
"Orange County Engineers Council" to
OCEC, P.O. Box 1156, Costa Mesa, CA
92628.

For further information, call **Ron Stein**,
(949) 457-9035.

OTHER ENGINEERING & PROFESSIONAL MEETINGS

February 18, 1999 (Thursday)
ASSOCIATION OF PROFESSIONAL CONSULTANTS

Location: Orange County Airport Hilton Hotel MacArthur Blvd. & I-405, Irvine (across from John Wayne Airport)

PROFESSIONAL DEVELOPMENT PROGRAM

TIME: 4:45 p.m. -- 6:00 p.m.

"Control Your Habits - Don't Be Controlled by Them"

Speaker: **Lindon Crow**

All of us make many unconscious choices every day. To make good choices, we have to realize what we're doing. Do you have bad habits that hold you back in your life and career? Learn to recognize your habits for what they are and learn control them.

Advance Reservations: Members: \$15. Guests: \$20.
Without Reservations: Members: \$20. Guests: \$25.

EVENING PROGRAM

Networking & Hors d'oeuvres: 6:00 p.m.
Business Meeting & Program: 7:00 p.m.

"A Consultants' Cracker Barrel"

Speakers: Bob Ayrer, Glen Bills, David Rohlander and Joan Lars.

Two half-hour sessions on topics of interest to consultants: creative ways to get new clients; whether we need professional liability insurance; balancing consulting, marketing and administration; what to do when you and your client disagree.

Advance Reservations Members: \$20. Guests: \$30.
Without Reservations Members: \$25. Guests: \$35.

BOTH SESSIONS:

Advance Reservations Members: \$30. Guests: \$50.
Without Reservations Members: \$35. Guests: \$55.

RESERVATIONS:

Phone, Fax or E-mail by Monday, February 15th
Reservations Required (24-hour cancellation without charge)

*E-MAIL: APC@consultapc.org

* FAX: (949)589-2867

* PHONE: (949)675-9222

When making your reservation, please provide your name, phone number & session(s) you will be attending.

Visit our Website:

<http://www.consultapc.org>

"Engineers: Turning Ideas Into Reality!"

CONSULTING PRACTICE SEMINAR

HOW TO BUILD & MAINTAIN A PROFITABLE CONSULTING PRACTICE

(One-day seminar presented by Bill Mooney)

Date and Location:

Saturday, February 27th, and April 24th

The Courtyard by Marriott (Irvine)

Time: 8:30 a.m. to 5:00 p.m.

Pre-registration is \$99, registration at the seminar is \$129. Visa, Mastercard, checks, money orders, and cash accepted.

For more information and a registration form: Call (310).324.2386;
E-mail: wmooneya@ix.netcom.com
Fax (310).324-0635, or
Mail: P.O. Box 6159,
Torrance, CA 90504.

The seminars are a consulting product of the Center for Consulting & Professional Practices, a division of William Mooney Associates.

William T. (Bill) Mooney, Jr., is a consultant's consultant. He has directed these seminars in Southern California for over ten years.

Mr. Mooney also holds seminars every other month in Woodland Hills, San Fernando Valley. For further information, call him at
Call (310).324.2386;
E-mail -- wmooneya@ix.netcom.com

Attention small, minority & women-owned businesses --

JPL 11th Anniversary High-Tech Small Business Conference
March 2-3, 1999 (Tues/Wed.)

For further information:
Call/E-mail Martin Ramirez, Conf, Coord.
(818) 354-4894, or 354-7531.

Martin.m.ramirez@jpl.nasa.gov
Check WEBSITE:
<http://acquisition.jpl.nasa.gov/boo>

Need the Right Consultant?

Call the OCCN Helpline
(714) 556-6164.
Ask for John.

An Independent Consultant is:

- An Advisor
- An Expert in Their Field
- An Independent Business Person
- A Problem Solver
- A Subcontractor/Vendor
- A Resource

Call a Consultant, When you:

- Do not have the staff to do it yourself
- Don't have the resources
- Have a nagging problem
- Want to prevent future problems
- Make a better product
- Want a more profitable business
- Need something NOW!
- Just want to know for sure...

Visit the OCCN Web Site or call us for a members' directory.

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

Check Out the

OCCN BUSINESS DEVELOPMENT

WORK GROUP information for federal government contracting programs and State matching program.

Check Out the following websites for further information:

<http://www.top.uci.edu>

<http://www.occn.org>

Looking for information on State Contracting Programs?

Contact the California Department of General Services, Office of Small Business Certification and Resources.

<http://www.osmb.dgs.ca.gov>

or
call, (916) 322-5060 for a 24 hour recording.

Of Special Interest: **"New Legislation Benefitting Small Business** (effective January 1, 1999)"

OCCN -

Engineering Problem Solvers
In ALL engineering fields.

Engineers' Week
(continued from page 3)

“Engineers: Turning Ideas Into Reality!”

Monday, February 22nd is the birthday of George Washington's birthday will be honored on Monday, February 22. It is also the start of Engineers' Week.

Why would we celebrate a week dedicated to Engineers? Simply because every product used every day was shaped in some way by at least one engineer. If the product was manufactured, processed, refined, packaged, shipped, maintained, or repaired, it was engineered.

It peeves me when the press writes that “scientists have accomplished another great success in ...(e.g., the Mars Rover)”. Scientists did not create the Mars Rover. They wanted a tool to explore Mars. A team of Engineers working with the Scientists created the Mars Rover.

Scientists asked the questions, Engineers devise tools to help answer those questions. Scientists conceptualize models of the environment. Engineers develop tools to study the model in those environments. Scientists proposed theories of information transfer. Engineers validate the theories and create technology to made it happen over millions of miles!

To define engineering, I would prefer to start with a rather simple definition of science: “The discovery and classification of knowledge.” Engineering, then, is “the application of this knowledge and professional experience, to develop useful and reliable structures, processes, machines, devices and systems (i.e., products).”

For example, the Space Shuttle was not designed by scientists, but by engineers creatively solving design problems from an in-depth knowledge of the physical sciences provided by the scientists. The task could not be accomplished without the involvement of both parties, but their roles should be understood.

Some engineers may define or plan what or how development is to be done; others may test or evaluate the results. But they are all skilled in science and experienced in solving technical problems. An oversimplification could be that “scientists do research” with the ultimate goal of “discovering new theories and principles,” while “engineers do design” with the ultimate goal of “inventing new unique products that can be patented.” More importantly, engineers design products that can be sold and used! Virtually every product you buy has been engineered, including the means of making it, packaging it, delivering it, and maintaining it. Thus, businesses typically do not hire scientists, they hire engineers.

Thus, in the spirit of Engineer's Week, we are reminded of quotation attributed to Theodor Von Karman (himself a scientist, engineer, and entrepreneur):

**“Scientists study what is --
Engineers create what is not.”**

Ron Taggart. (With adaptation of materials originally published in the Independent by the late **Ed Carl**, one of the OCCN founders.)

Call for Papers

1999 PACIFIC CONFERENCE ON CHEMISTRY & SPECTROSCOPY OCTOBER 6-8, 1999 ONTARIO, CALIFORNIA

Authors must first submit an abstract on an Official ACS Abstract form.(150-200 words) to Peter Zarras, or Eric D. Erickson. Form is available at the ACS Website:

<http://www.acs.org/meetings/abstract/abrqst.html>.

For further information contact:: Peter Zarras, NAWCWD at (760) 939-1396 Or, e-mail:

peter_zarras@imdgw.chinalake.navy.mil

or call Eric Erickson at (760) 929-1638. --

e-mail: eric_erickson@imdgw.chinalake.navy.mil.

Call for Papers

ACM SIGDOC 1999 Conference Tradition and Change in Documentation September 12-14, 1999 New Orleans, Louisiana

Invitation to submit a paper, panel, poster, software demonstration, or tutorial appropriate to this year's theme.

For further information, check WEBSITE:

<http://addison.english.purdue.edu/sigdoc1999/>

E-mail questions to Conference and Program Co-Chairs:

Stuart A. Selbar
Penn State University
Selbar@psu.edu

Johndan Johnson-Eilola
Department of English
Purdue University
Johndan@purdue.edu

Second Call for Papers

The 42nd Midwest Symposium on Circuits & Systems

Las Cruces, New Mexico (USA)
August 8-11, 1999

Sponsored by the IEEE Circuits and Systems Society
And the Klipsch School of Electrical and Computer Engineering

Abstracts & Summary Due -- **March 1, 1999**
Notification of Acceptance -- May 29, 1999

The symposium will include all aspects of theory, design, implementation, testing, and application of analog, digital and microwave circuits and systems.

Go to WEBSITE: <http://www.mwscas99.nmsu.edu/> (for complete and up-to-date information on electronic submission of papers.

Download a formatted PDF version of the Call for Papers at:
<http://www.mwscas99.nmsu.edu/conference/submissions/mwcall99.pdf>.

Student Professional Awareness Conference (S-PAC)

March 12, 1999
4:00 p.m. - 9:00 p.m.
The Point in CSULB's Pyramid

California State University, Long Beach Student branches of Biomedical Engineering Society (BMES) and Institute of Electrical and Electronic Engineers (IEEE) have joined forces to coordinate a joint Student Professional Awareness Conference (S-PAC) at The Point in California State University, Long Beach's Pyramid.

All engineering students from Southern California are invited to attend, regardless of discipline. An S-PAC is a chance for students to learn a little more about what is expected in the industry from the technical necessities, to meetings, documentation, presentation and many other things students do not realize are truly necessary in industry.

For more information please contact: **Amy Thompson**, P.O. Box 15336, Long Beach CA, 90815.
E-mail: asthomp@gte.net,
bmes@enr.csulb.edu,ieeee@enr.csulb.edu
BME office: (562) 985-5873

~~~~~  
**Southern California Society for Risk Analysis**

**Cal ARP/RMP Specialty Workshop**

Wednesday, February 24, 1999

University of California, Los Angeles  
UCLA Sunset Village Commons  
330 DeNeve Drive  
Los Angeles, CA 90095-1492

The Southern California Society for Risk Analysis is sponsoring a California Accidental Release Prevention (CalARP)/[Federal EPA] Risk Management (RMP) Workshop entitled:

**"Practical Approach to CalARP/RMP Implementation in Southern California."**

The objective of this workshop is to address some of the more challenging CalARP/RMP technical and implementation issues.

Fee:Members - \$55. Non-Members \$65. \$10 discount if registered by Feb. 15<sup>th</sup>. Fee includes lunch, Courtyard reception, and copy of presentation materials.

For further information/reservations contact::

**Steven T. Maher**, President SCSRA  
Phone (949) 859-7475, Fax 598-0590  
E-mail: [Steve.Maher@RMPCorp.com](mailto:Steve.Maher@RMPCorp.com)  
or

**James M. Hudson**, Secretary, SCSRA  
Phone: (310) 530-1008, Fax 375-0663  
E-mail: [Hudson@actainc.com](mailto:Hudson@actainc.com)

Polish your presentation skills -

**OCCN Work Group  
ToastMasters Meeting in February**

This is the beginning of a new year and I wish everyone a prosperous year to come. The IEEE OCCN ToastMasters Work Group (TMWG) has met its goal of conducting its meetings on time, mainly under the leadership of **Bill Marcum**. Everyone seems more prepared and as a result we are enjoying the meetings more.

Other ToastMaster activities also include Officers' training. There have been several very effective training sessions provided by Toastmasters International for our officers to refresh and improve their skills.

The main goal of the training was and is "to bring our officers up-to-date on new skills as well as for each officer's self-improvement". The sessions also provide opportunities for us to meet new people and share experience with members of other ToastMasters clubs. I feel that this training is particular helpful for me because it allows me to learn from other people and improve my communications and leadership skills; and this is what ToastMasters is all about.

The TMWG now meets every Monday at 6:30 PM at Hof's Hut near by John Wayne Airport. The Program which includes manual speeches, table topics and more, usually starts at 6:45 PM and ends before 8:00 PM. 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](mailto:kwoklp@aol.com), or call Sam Sarem (VP Membership) at (714) 692-1198 or e-mail [Sam4IPR@aol.com](mailto:Sam4IPR@aol.com).

-- by Bill Kwok  
~~~~~

BUSINESS DEVELOPMENT WORK GROUP

February's Program -

We want to thank, **Martin Martinez** of **Elucidated Systems**, for his presentation on "**Automatic Speech Recognition Systems - Can They Improve Your Productivity?**"

Martin demonstrated that a well-trained ASR System can effectively convert dictation to text and voice commands to your computer can effectively replace manual keystroke and mouse click commands. One attendee reported that he could dictate flight test reports into his laptop computer while driving home from the test site, yielding a rough draft ready for editing.

It was reported that a few hours of training on the ASR software would be needed to effectively utilize one of these systems. Several attendees reflected that the results they observed were sufficiently positive to warrant trying one of the contemporary ASR packages.

Coordinator: **Ron Oglevie**, (714)526-6642
E-mail: ronoglevie@aol.com

BUSINESS DEVELOPMENT WORK GROUP (BD-WG)

Highlights and Recent Changes in the NIST Advanced Technology Program (ATP) and the Dual Use Science and Technology Program (DU S&T).

Several of our business owner and consultant members have reflected a desire to stay abreast of government contract and grant opportunities. Small business organizations want to recognize potential business opportunities, while consultants may wish to apprise their clients of these opportunities. Accordingly, this month's program will review the two federal government programs that are potentially attractive to small technology oriented businesses.

ADVANCED TECHNOLOGY PROGRAM (ATP) - The mission of this program is to stimulate U.S. economic growth by developing high risk and enabling technologies through industry-driven cost-shared partnerships. A key feature of the program is that they are soliciting your suggestions, rather than you having to respond to a solicitation or RFP. Public meetings late last year resulted in significant changes in this Department Of Commerce program. For example, we have heard the ATP "Focused Competitions" have been dropped. Our speaker, **Larry Tannas** of **Tannas Electronics**, recently attended an ATP workshop in San Jose and anticipates submitting a proposal for the next open competition. ATP information is available at:

<http://www.atp.nist.gov>.

DUAL USE SCIENCE & TECHNOLOGY PROGRAM (DU S&T) - This newly emerging Department of Defense program is an outgrowth of the legislation that created the former Technology Reinvestment Project, and has relevance to small technology based businesses. Mr. Harry Staubs of Staubs Business Services will describe the highlights of this program. More detailed DU S&T information is available at:

<http://www.dtic.mil/dust>.

CALIFORNIA MATCHING FUNDS WORKSHOP SCHEDULED FOR MARCH - Would you like to get additional money to complement your federal government contract? The **California Technology Investment Partnership (CALTIP)** program was conceived for that purpose. The **CALTIP** program provides state funding of up to \$250,000 to match federal technology awards, such as SBIR or ATP. The new solicitation will open about March 15, 1999 and close about May 15, 1999. The Los Angeles Regional Technology Alliance (LARTA), which administers this program on behalf of the State of California, will host a workshop in Orange County in late March telling applicants how to apply. If you are about to sign an SBIR or other federal award, make sure to note in the contract or proposal that you will be seeking funds from the state of California -- it's part of the program's eligibility requirements. Stay tuned to LARTA's website, <http://www.larta.org> for information on the workshop. Or send an email with your company

(BD-WG continued)

name, address, phone, fax, e-mail & web page to nhuntington@larta.org to be added to the mailing list. If you have questions, contact **Nicole Huntington, Program Consultant**, at 213-743-4164 or **Cliff Numark, Program Director**, at (213) 743-4160 or E-mail: cnumark@larta.org

Coordinator: Ron Oglevie, (714)526-6642
E-mail: ronoglevie@aol.com,

UNUSUAL OPPORTUNITIES

Special Interest Group (SIG)

Introductory Meeting

February 27, 1999, (Saturday)

UCI Engineering Gateway Building, Room 3311,
12:00 p.m. to 1:30 p.m.

IDEAL TIME TO TRY OUT THIS SIG

Once begun, no new members will be accepted until a new project is started.

The **Unusual Opportunities** SIG is different from the other OCCN Work Groups. It is structured as a work-in-progress opportunity for regular attendees, deciding to work on a specific business venture in an area most people are unaware of, or too unusual or speculative to fit any of the other OCCN WGs.

We will focus on novel team-oriented business concepts with a technology emphasis. Though most of the businesses ventures discuss aren't explicitly about consulting, we believe that such businesses would have need for consultants.

Multiple ventures are discussed, and typically, the individual ventures will continue to grow in greater depth at successive meetings. We emphasize analytic group discussions and continuing group involvement in these business possibilities. Our meetings will be similar to an ongoing trip. We hope to include participant incentives and (soon) computerized assistance.

To clarify the term, "unusual." Let's say it's 1990 and I want to talk about starting a company called Yahoo. In 1990, Yahoo would definitely qualify as unusual. Unusual in 1990, that is, but not in 1999. So the central emphasis of this SIG is about unusual, unheard-of business possibilities and learning what it would take to make them happen.

The February meeting is your chance to try out our SIG and consider becoming one of our regular attendees. We invite you to come and participate now as membership will be closed once we embark on our venture(s). Our first meeting is squeezed in time between the other two OCCN meetings in room 3311 of UCI's Gateway Building (i.e. from 12 noon to 1:30). Bring your lunch if you like. Next time we'll find a better time.

For further information:

Contact John McCrickerd - (714) 556-6164
E-mail - j.mccrickerd@ieee.org

Meetings - Conferences - Forums - Seminars

February 3rd (Wednesday)
1999 Tech Coast Corporate Investment & Strategic Alliance Conference --

Presented by the OC Business Council

Topic: Where Companies Meet Partners.

Time: 7:30 a.m. to 7:00 p.m.
Where: Doubletree Hotel, Costa Mesa
Cost: \$245.00 if rec'd before Friday, January 22nd;
\$295 if after Saturday, January 23rd

Sponsored by the Los Angeles Times with Orange County Company Co-Sponsors including Price-Waterhouse-Coopers, Stradling Yocca Carlson & Rauth, Ernst & Young LLP, Sheppard, Mullin, Richter & Hampton LLP and others.

For more information: Contact Alice or x221, e-mail: sdavis@ocbc.org or check the 1999 Tech Coast Corporate Investment and

Strategic Alliance website:
<http://www.tccic.org>.

Sandy at the Orange Council Business Council (949) 794-7221, (800) 628-8033,

February 11th (Thursday)
Software Council of Southern California, OC Chapter

Topic: **What Every Executive Must Know About E-Commerce.**

Time: 6:00 p.m. - 9:00 p.m.
Location: Sheraton Newport Beach, 4545 MacArthur Blvd. Newport Beach, California
Cost: Members: \$35; Non-Members: \$75
RSVP & for more information, call (310) 328-0043 or, register online at: www.scsc.org

February 16th (Tuesday)

Society for Technical Communicators, OC Chapter

Topic: **Zen and the Art of Online Help Development.**

Speaker: **Mark Bloom**, America Online

Date: February 16, 1999
Time: 6:30 p.m. - 9:00 p.m.
Location: Wyndham Garden Hotel, 3550 Avenue of the Arts, Costa Mesa
Phone: (714) 751-5100
Cost: With Reservations: Members: \$20; Non-Members: \$22; Students: \$15.
Reservations by February 12th (Friday) at 5:00 p.m. Make them early.
Call (949) 863-7666 and follow instructions on the Recording.

February 19th (3rd Friday)

The Irvine Research Unit in Software (IRUS) is proud to sponsor

Southern California SPIN
presents:
Practical Software Measurement: A Guide to Objective Program Insight.

9:00 a.m. - 12:00 noon
McDonnell Douglas Auditorium
University of California, Irvine
No reservations required.

Leia White, Senior Process Improvement Engineer, Software Productivity Consortium

This presentation describes the Practical Software Measurement (PSM) approach. PSM is sponsored by the Office of Undersecretary of Defense for Acquisition & Technology (OUSD A&T). The goal of the project is to provide program managers with the objective information needed to successfully meet cost, schedule, and technical objectives.

The PSM process:

- is based on actual software measurement experience on DoD, other government agencies, and industry programs;
- treats measurement as a flexible process not a pre-defined list of graphs or reports;
- integrates the measurement requirements into the developers process;
- defines an issue-driven analysis approach which helps the program manager make informed decisions;
- supports the current software acquisition and measurement policy and provides a basis for enterprise level software measurement.

The PSM team produced and deployed a guidebook, training, tools, workshops, and a cooperative transition approach. It is currently being used by DoD, other government agencies and industry.

(SPIN - continued)

Biography: **Leia White** joined the Software Productivity Consortium (SPC) in November 1998. Previously, she has worked for Logicon Advanced Technology, Aerojet ElectroSystems and was a co-founder and a principal of the Computing Experience Corporation (CEC). She currently specializes in assessments, process definition and improvement, technology transition and organization management. Her career covers more than twenty years as a software project team leader, software engineer, lecturer, consultant, and system developer. She is a voting member of the Software Engineering Standards Committee of the IEEE Computer Society.

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**Next Meeting**  
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Date: Friday, March 26, 1999
Topic: **Successes in Achieving High SEI Maturity Levels.**

Speakers: **Pete Puchalski** and **Linda A. Abelson**, The Boeing Company, **Leitha Purcell**, Northrop Grumman Corporation

For further information on IRUS, contact **Debra Brodbeck** at (949) 824-2260; brodbeck@ics.uci.edu
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**TRAVELING with a Laptop?**

Laptop computers are essential on business trips, but they are tempting for thieves. To lower the probability of having your laptop stolen, you might:

- Put your laptop in a case that doesn't look like a laptop case.
- When going through airport security, ask the guard to hand-check your PC (Note--they may also ask you to turn it on to prove that it is a real computer.
- Do not put your laptop in the overhead compartment. Keep it within your sight (if possible right in front of you on the plane).



**EDITORIAL --** Letters and other communications will be published in the OCCN Independent Editorial Section. Submissions should be no more than 200 -300 words and subject should be related to consultants and deal with technology and work.

Dear Friends at the OCCN:

It's been two years since I moved my family back to Colorado. My wife and I wanted our children to live their lives knowing their grandparents.

I am still consulting. The high-tech market here is significantly smaller than Southern California. While I have focused my consulting primarily towards medical device firms, I am now branching out to commercial companies.

This last year was quite a challenge for my health. Last winter, I started to experience symptoms like chronic fatigue. By summer, I could only work about two to four hours a day. After extensive testing, I was diagnosed with a sleep disorder. I was experiencing episodes during the night called hypopnias. These episodes lasted about a minute apiece, stimulated by body out of restful sleep (though they didn't wake me), and occurred an average of 25 times an hour. This fall, I had nasal reconstruction surgery, and it fixed the source of the problem, a severely deviated septum. Though I have recovered from the surgery, I am still recovering from months and months of sleep deprivation. I hope to be fully recovered by summer.

I miss you guys and would love to hear from you. You can e-mail me at [b.phillips@ieece.org](mailto:b.phillips@ieece.org), or call me at (303) 734-1386.

May God bless each of you

Bill Phillips.

In remembrance -- Ed Carl

On January 20<sup>th</sup>, memorial services were held for Ed and his ashes scattered on the Pacific Ocean. Later friends and relatives joined together at Ed's home for an afternoon of reception.

Ed will be missed. His exuberance and dedication to the Orange County Consultants' Network will never be duplicated -- He was one of a kind. Kind-hearted and generous to a fault, yet he spoke directly to you as a real person and even though he'd try and take control of everything, you couldn't stay mad at him for too long.

Vaya con Dios, Ed.

Noreen Norris  
OCCN Editor

## Directory of Contacts

**To join the Institute for Electrical and Electronics Engineers (IEEE)** or request information on any of the many benefits, call: (800) 678-IEEE (4333), or visit: our website: <http://www.ieee.org>.

**To obtain info on an IEEE "alias" e-mail address** (for IEEE members only), send a dummy message to: "Alias-processor@ieece.org" or visit our website: "http://www.ieee.org/eleccomm/"

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

- OC: [occn@ieece.org](mailto:occn@ieece.org)
- or, **John McCrickerd** - (714) 556-6164
- Los Angeles** - (213) 243-8583
- National** - (202) 785-0017
- or, e-mail [w.anderson@ieece.org](mailto:w.anderson@ieece.org)

### **To contact other IEEE Organizations:**

**Alliance of IEEE Consultants Networks (AICN)** <http://www.ieee.org/consultants/>  
**Bob Gauger** E-mail: [r.gauger@ieece.org](mailto:r.gauger@ieece.org)  
**Bill Anderson** (Staff) - (202) 785-0017  
[w.anderson@ieece.org](mailto:w.anderson@ieece.org)

**IEEE Network for Entrepreneurs**  
Nick Smith (714) 978-3719

**IEEE - Orange County Section**  
Katherine Baum (949) 380-5361  
[k.baum@ieece.org](mailto:k.baum@ieece.org)

**Los Angeles Area Consultants' Network --**  
<http://www.laacn.org>

**San Diego Consultants' Network**  
John Parry - (619) 941-3738  
[j.parry@ieece.org](mailto:j.parry@ieece.org)

### **To contact the OCCN WGs \* SIGs:**

**Business Development Working Group**  
Ron Oglevie - (714) 526-6642  
[Ronoglevie@aol.com](mailto:Ronoglevie@aol.com)

**Consultant Operations Information Working Group -**  
Ralph Hileman - (909) 780-3947  
[r.hileman@ieece.org](mailto:r.hileman@ieece.org)

**Toastmasters Working Group:**  
**Bill Kwok** -- (626) 448-1633 [Kwoklp@aol.com](mailto:Kwoklp@aol.com)

**Unusual Opportunities - SIG:**  
John McCrickerd - (714) 556-6164 [jmccrickerd@mindspring.com](mailto:jmccrickerd@mindspring.com)

**Y2K Working Group:**  
Gayn Winters - (714) 532-6776  
[gayn.winters@bristolsystems.com](mailto:gayn.winters@bristolsystems.com)

**IEEE O.C. Section Liaison -**  
Ralph Hileman - (909) 780-3947  
[r.hileman@ieece.org](mailto:r.hileman@ieece.org)

**O.C. Engineering Council Liaison - vacant**

**WebMaster:**  
Kenn Leland - (714) 871-3386 [K.Leland@ieece.org](mailto:K.Leland@ieece.org)

## The Orange County Independent

Publication of the Orange County IEEE Consultants Network.  
Editor: Noreen Norris

Volunteers of the Orange County Consultant's Network (OCCN) publish the Orange County Independent monthly for members and prospective members. We welcome any comments on improving our communications. The network offers activities for all engineering and related-to-engineering consultants in the Orange County area. IEEE membership is not required. The meetings are free.

We welcome articles of interest to our members. Submissions are due by the first of the month. Please submit them in software compatible with Word97 and not to exceed 500 words.



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To Join the **Orange County IEEE**

**Consultants Network:**

Attend the General Meeting  
(third Saturday of each month)

or

Contact Ralph Hileman -  
Hileman & Associates  
(909) 780-3947 - r.hileman@ieee.org



*Next Meeting:*  
Saturday, March 20<sup>th</sup>  
9:30 am

**The Orange County IEEE Consultants' Network**

c/o Noreen Norris, Editor  
NORgate (OCCN Independent Newsletter)  
18194 Aztec Court  
Fountain Valley, CA 92708-6804

*Get more information from the Web:*

*<http://www.occn.org/>*

Hosted by: Verio

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## The Orange County



## I N D E P E N D E N T

The Voice of the Orange County IEEE Consultants' Network (OCCN)

### From the Chairman -

#### COI WG - 1999 Project Startup

In line with our initial efforts to get everyone a web page that wants one, we are taking over the regular third Saturday session to look at sample web pages, and develop for each of the attendees the data that would be appropriate for each OCCN member's web page. We have talked about doing this for some time, so lets get it done!

You are requested to bring any brochures, resumes (probably not the right format, but useful to be sure you have highlighted the subjects you want), and any other publicity you have worked up in the past.

When done, we will have a balance between individuality and expressive-ness and professional-looking, clean-cut, hard-hitting web pages. I would recommend you try hard to attend this meeting, it should prove to be very useful to all.

I hope your holiday was restful and you've celebrated and worked catching up with all the activities saved for this time. I had a chance to do some reading, spent some time with the grandkids, worked up a proposal, and generally am ready to charge ahead into 1999.

See you Saturday, January 16<sup>th</sup>.

**Ralph**  
Ralph Hileman  
Hileman & Associates

#### HOW TO JOIN THE ORANGE COUNTY CONSULTANTS NETWORK.-

Attend any of the meetings listed above and talk to one an Officer. Membership (one year) requires you to complete an application and submit it along with a \$95.00 check.. Call Ralph Hileman (OCCN Chairman) listed for further details.

## JANUARY MEETINGS

**16<sup>th</sup>, JANUARY --** (3<sup>rd</sup> Saturday)

### ◆ 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  
Comments: Bring business cards, brochures, and promotional materials.  
Contact: Ralph Hileman - (909) 780-3947 - r.hileman@ieece.org

We encourage members and prospective members to stay after the General Meeting and attend the afternoon Operations/Information Working Group. Lunch delivery available -- Or, you can go to one of several restaurants around the UCI campus. For OCCN meeting topic summaries (see page 3).

#### CONSULTANT OPERATIONS INFORMATION WORKING GROUP (COIWG)

Topic: **Web Page Design and Creation** (Advertising Your Services Online)  
When: 1:30 to 3:00 p.m.  
Where: UCI Engineering Gateway Bldg. (321) - Room 3311  
Contact: Ralph Hileman - (909) 780-3947 - r.hileman@ieece.org

#### OTHER OCCN WORKING GROUP AND SPECIAL INTEREST GROUP MEETINGS --

**11<sup>th</sup>, 18<sup>th</sup>, 25<sup>th</sup>, JANUARY** (Now meeting every Monday)

#### OCCN TOASTMASTERS WORKING GROUP

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

**23<sup>rd</sup> JANUARY --** (4<sup>th</sup> Saturday of the Month)-

#### Y2K WORKING GROUP

Topic: **Y2K Problems in Embedded Systems.**  
When: 9:30 a.m. to 12:00 noon  
Where: UCI Engineering Gateway Bldg. (321) - Room 3311  
Contact: Gayn Winters - (714) 532-6776 or  
E-mail: [gayn.winters@bristolystems.com](mailto:gayn.winters@bristolystems.com)

#### UNUSUAL OPPORTUNITIES SPECIAL INTEREST GROUP (1st Meeting)

Topic: **Group Sharing of Unusual Consulting Opportunities.**  
Time: 12:00 noon - 1:30 p.m.  
Location: UCI Engineering Gateway Bldg. (321) - Room 3311  
Contact: For further information, call John McCrickerd at 714-556-6164  
E-mail: [j.mccrickerd@ieece.org](mailto:j.mccrickerd@ieece.org)

#### BUSINESS DEVELOPMENT WORKING GROUP (BD-WG)

Subject: **Auto Speech Recognition Technology - M. Martinez, Presenter**  
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](mailto:ronoglevie@aol.com)

### DIRECTIONS TO OCCN MEETINGS

See <http://www.occn.org/meetings.html> for full page downloadable/printable file containing a map with directions to the Engineering Gateway or other UCI building-rooms. For a more detailed map of the campus especially around the Engineering Gateway building and the parking lot, refer to: <http://www.ics.uci.edu/~wwwoffic/maps/icszoom.html>.

**Officers & Volunteers**

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

**Wes Masenten**, Vice Chair  
**Masenten & Associates**  
 5962 Sierra Seina Rd.  
 Irvine, CA 92715  
 (949) 854-5361 ♦ 854-5360 (fax)  
[masenten@pacbell.net](mailto:masenten@pacbell.net)

**Dave Hench**, Treasurer  
**Imaging Systems. Application. Corp.**  
 717 E. Rainer  
 Orange, CA 92665  
 (714) 935-9638  
[d.hench@ieece.org](mailto:d.hench@ieece.org)

**Ron Taggart**, Secretary  
**A.R. Taggart, P.E.**  
 17 Tiara  
 Irvine, CA 92614-7310  
 (949) 852-9144 ♦ 852-1107 (fax)  
[a.r.taggart@ieece.org](mailto:a.r.taggart@ieece.org)

**Noreen Norris**, Editor  
**NORgate**  
 18194 Aztec Court  
 Fountain Valley, CA 92708-6804  
 (714) 968-4433 (voice/fax-call lst)  
[noreen.norris@ieece.org](mailto:noreen.norris@ieece.org)

**Ben De**, Rep-at-Large:  
**Kalimata, Inc.**  
 8 Westport,  
 Irvine, CA 92720  
 (949) 551-8251  
[b.de@ieece.org](mailto:b.de@ieece.org)

**Randy Norris**, Rep-at-Large:  
**NORgate Engineering. & Associates**  
 18194 Aztec Court  
 Fountain Valley, CA 92708-6804  
 (714) 968-4433 (voice/fax-call lst)  
[wr.norris@ieece.org](mailto:wr.norris@ieece.org)

E-Mail: [occn@ieece.org](mailto:occn@ieece.org)  
 WEB SITE: <http://www.occn.org>  
 Hosted by Verio.

All members are invited to attend the Executive Board meetings. It will be necessary to contact one of the officers to learn of the time and date.

**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.

**- MORE IEEE MEETINGS -**

Tell them you heard about their meeting in *The OCCN Independent*, "The Voice of OCCN."

**21st January**, (Thursday)

**IEEE Power Society**

Topic: **Transient Voltage Surge Suppression**  
 Speaker: Mike Boyd, Power Tech sales  
 Date: Thursday, January 21, 1999  
 Time: Social Hour 6:00 p.m.  
 Dinner Meal: 6:30 p.m.  
 Program: 7:00 pm  
 Location: Wyndham Garden Hotel (Near the OC Performing Arts Center)  
 3350 Avenue of the Arts, Costa Mesa, CA  
 Cost: \$18.00 if paid reservation received by January 19, 1999 \$23.00 at the door.  
 Student members: FREE!  
 Reservation: Scott Miller, (626) 962-1775 Fax: (626) 962-5346  
 15232 East Arrow Highway, Baldwin Park, CA 91706  
 E Mail: S.E. Miller @ ieece.org

**25th January** - (Monday)

**IEEE Computer Society, Orange County Chapter**

Joint meeting with the IEEE Communications Society, Orange County Chapter and the IEEE Signal Processing Society, Orange County Chapter. See page 5 for further information.

Topic: **The Clarion AutoPC**  
 Speaker: **Alonso Cardenas**, V.P. of Engineering, Clarion Advanced Technology  
 Time: Social Hour: 5:30PM  
 Buffet Dinner: 6:00PM  
 Program: 6:45PM  
 Location: Wyndham Gardens Hotel, 3350 Avenue of the Arts Costa Mesa, CA  
 Phone: 714-751-5100  
 Cost: Dinner Cost: \$20, students and unemployed members \$5.  
 No charge for technical meeting only  
 Information & Reservations: Call Al Gess at (714) 261-8433 or FAX (714) 261-9072 or e-mail to [a.gess@ieece.org](mailto:a.gess@ieece.org).  
 Send checks made out to: IEEE-Computer Society, c/o/ Al Gess, Price, Gess, & Ubell, 2100 S.E.Main Street, Suite 250, Irvine, CA, 92714.

For updated information, please visit our Website: <http://www.ieece-occs.org>

**Reserve February 22nd for an Upcoming OCCS Meeting:**

Topic: **Implementing a Storage Area Network(SAN)**  
 Speaker: Ken Hallam, Unisys

**Other Engineering, Professional and Network Meetings**

**12th January** (Tuesday)

**Orange County Engineers Council -- Dinner Meeting**

Topic: **Planning for Success: Disney's Animal Kingdom Project.**  
 Speaker: Frank Addeman  
 Location: Holiday Inn (formerly Ramada Hotel) 2726 Grand Ave., Santa Ana (Directions: 55 fwy at Dyer Road exit (north of 405))  
 Time: 5:30 p.m. Networking  
 6:30 p.m. Dinner  
 7:30 p.m. Panel Discussion -- Managing Software Projects  
 9:00 p.m. Adjourn  
 Cost: :In Advance -- \$25.00 Members -- \$27.50 Non-Members -- \$20.00 Student Members. At the Door - \$30.00 Members/Non-Members

For further information check the OCEC Website: <http://www.pmi-oc.org>

(continue on Page 4)

## ARTICLES

### **NEW - Special Interest Group (SIG) - NEW** **Unusual Opportunities.**

By **John McCrickerd**

The first meeting of this new SIG will be on Saturday January 23 (noon till 1:30 in Gateway Bldg/ room 3311). This SIG will focus on unusual opportunities for consultant and those especially in marketing or want to market. You are very welcome to attend to hear about these opportunities and perhaps share one of your own.

Some further aspects of this SIG:

1. To ensure that time is spent productively; special incentives will be arranged.
2. Presentation of one unusual opportunity will be done as a group project (voluntary participation will be requested).
3. Nurturing of small team efforts will be one aspect of this SIG.
4. We are looking for several marketing people to become regular attendees.

For further information, call **John McCrickerd** at 714-556-6164.

### **Business Development Working Group**

#### **Automatic Speech Recognition (ASR) Systems - Will They Work for You?**

**Speaker: Martin Martinez**, Elucidated Solutions

Interested in a computer tool that can help you speed up document preparation or let you give voice commands to your computer, or to control various elements in your laboratory or home?

ASR has been around over 15 years, but have technology advances have made it more practical for the ordinary desktop computer user? Martin Martinez will give his answers to this question as he covers the history, theoretical basis and applications of automated speech recognition and how it can make life easier.

Martinez will cover:

- Automatic Speech Recognition (ASR) - What is it? Is the type really true?
- The theoretical basis and the "art" of ASR.
- Competing ASR products and their relative advantages.
- An ASR Demonstration (hopefully)
- Summary of Conclusions - Will it really improve productivity?

Coordinator: **Ron Oglivie** - [ronoglivie@aol.com](mailto:ronoglivie@aol.com)

### **OCCN Toastmasters Start the New Year.**

By **Bill Kwok**

**Bill Marcum** has been elected President to succeed **Ed Carl** who passed away last November. Marcum, a very active and enthusiastic person at every meeting, has been involved in the Toastmasters Work Group (TMWG) since its inception. Within six months, Bill achieved CTM (Competent Toastmaster) status. We believe that with Bill's leadership and experience, TMWG will continue to grow and flourish.

Because of the Christmas and New Year's Holidays, there were no meetings on the 21<sup>st</sup> and 28<sup>th</sup> of December. So December 14<sup>th</sup> was the last TMWG meeting of the year.

During the meeting everyone shared his or her resolution for the next year. Then we discussed and set our goals to improve and expand the TMWG. At the end of the meeting, the group had a Yankee gift swap generating a lot of fun and memorable moments. TMWG ended 1998 on a high note and is looking forward to a successful 1999.

We expect to see more on-time programs in the coming year and encourage all participants to get the maximum benefit out of TMWG and we invite anyone who would like to improve their communication and presentation skills.

The TMWG will reconvene on Monday, January 11<sup>th</sup>, 1999 with its regular meeting schedule (every Monday, at 6:30 p.m.)/ Meetings will continue to be at HoF's Hut near the John Wayne Airport. The program (which includes manual speeches, table topics and more) will start no later than 6:45 p.m. and last no more than one hour and fifteen minutes.

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](mailto:kwoklp@aol.com). "I (Bill Kwok) wish everyone a Happy New Year.

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### **VOLUNTEERS**

**Can you devote about five hours a month?  
 Representing OCCN at professional meetings?  
 Lead a SIG?  
 See Ralph Hileman .**

**Perhaps you want to  
 Write an article for the OCCN Independent?  
 See Noreen Norris**

**"We are an impossibility in an impossible universe."  
 - Ray Bradbury -**

(Calendar continued from page 2)

**January 14<sup>th</sup>** (Thursday)

**Society for Automotive Engineers (SAE)**

Topic: **EMC Concerns in Automotive Radar.**  
 Speaker: J.C. Mc Dade  
 Time: Soft Drinks: 6:00 p.m.  
 Dinner: 6:30 p.m.  
 Presentation: 7:00 p.m.  
 Location: Emulex Corporation  
 3535 Harbor Blvd, Costa Mesa, CA  
 Cost: Dinner Cost: \$10 IEEE members and students,  
 \$15 non members  
 Reservation: **Required.** For more information or to RSVP,  
 please contact Randy Flinders at (714) 513-8012 or  
 by e-mail: [r.flinders@icee.org](mailto:r.flinders@icee.org)  
 No shows are billed: \$10.

**19<sup>th</sup> January** (Tuesday)

**The Institute for Management Consultants,  
 Southern California Chapter**

Afternoon Topic: **Management Tools and  
 Management Fads**  
 Speaker: Sumner Alpert, CMC  
 Time: 5:00 - 5:45 p.m.  
 Evening Topic: **Breakthrough Thinking**  
 Speaker: E.Michael Shays, FIMC, CMC,  
 EMS Network International  
 Time: Cocktails 5:45-6:15 p.m.  
 Dinner 6:15 - 7:15 p.m.  
 Speaker: 7:15 - 8:00 p.m.  
 Location: Proud Bird Restaurant, 11022 Aviation Blvd.  
 Los Angeles Phone: (310) 670-3093 for directions.  
 Cost: Members (48 hrs reservation) - \$35.00 w/o Reservation - \$45.00  
 Guest - \$50.00 -- Parking - free  
**SPECIAL: Bring a prospective member and cost for 2 is \$60.00**  
 Reservations: Call (310) 967-7764 (No later than Sunday, January 17<sup>th</sup>) or  
 e-mail: [IMC@ProfitableSolutions.com](mailto:IMC@ProfitableSolutions.com)

**Society for Technical Communicators,  
 Orange County Chapter**

Topic: **On Windows 95 HELP Files.**  
 Speaker: Jay Reilly, Blue Sky Software  
 Time: 6:30 p.m. - 9:00 p.m.  
 Location: Wyndham Garden Hotel, 3550 Avenue of the Arts,  
 Costa Mesa, CA Phone: (714) 751-5100  
 Cost: With Reservations: Members: \$20; Non-Members: \$22;  
 Students: \$15  
 Reservations by Jan. 15<sup>th</sup> (Friday) at 5:00 p.m.  
 Make them early. All walk-ins: \$25.

**January 26<sup>th</sup> - 28<sup>th</sup>** (Tuesday thru Thursday)

**PACIFIC DESIGN ENGINEERING EXPOSITION  
 Pacific Design Engineering Exposition**

Time: All day  
 Where: Anaheim Convention Center, Anaheim  
 Co-located with **Medical Design & Mfg., West Exposition.**  
 Cost: \$45.00 after December 11<sup>th</sup>  
 Seminars cost extra.  
 Contact: Info. -- <http://www.devicelink.com/cgi/promote?code=pac99>  
 - Registration form: -  
<http://www.devicelink.com/cgi/promote?code=pac99reg>

**January 29<sup>th</sup>** (Friday)

**So. Cal. Software Process Improvement Network (SPIN)**

Topic: **Software Development Capability Evaluation (SDCE)**  
 When: 9:00 a.m. to 12:00 noon  
 Where: University of California, Irvine.  
 Cost: \$15.00 plus \$4.00 (parking) for non-IRUS attendees  
 Contact: Debra Brodbeck -- [brodbeck@ics.uci.edu](mailto:brodbeck@ics.uci.edu) -- (949) 824-2260  
<http://www.ics.uci.edu/IRUS/spin/flyers/99/jan99.html>

**- Coming in February -**

**Meetings - Conferences - Forums - Seminars**

**February 3<sup>rd</sup>** (Wednesday)

**1999 Tech Coast Corporate Investment & Strategic  
 Alliance Conference --** Presented by the OC Business Council

Topic: **Where Companies Meet Partners.**  
 Time: 7:30 a.m. to 7:00 p.m.  
 Where: Doubletree Hotel, Costa Mesa  
 Cost: \$245.00 if rec'd before Friday, Jan 22<sup>nd</sup>;  
 \$295 if after Saturday, Jan 23<sup>rd</sup>  
**Sponsored by the Los Angeles Times with Orange County Company  
 Co-Sponsors including Price-Waterhouse-Coopers, Stradling Yocca  
 Carlson & Rauth, Ernst & Young LLP, Sheppard, Mullin, Richter &  
 Hampton LLP and others.**  
**For more information:** Contact Alice or Sandy at the Orange Council  
 Business Council (949) 794-7221, (800) 628-8033, x221, e-mail:  
[sdavis@ocbc.org](mailto:sdavis@ocbc.org) or check the 1999 Tech Coast Corporate Investment  
 and Strategic Alliance website: <http://www.tccic.org>.

**February 11<sup>th</sup>** (Thursday)

**Software Council of Southern California, OC Chapter**

Topic: **What Every Executive Must Know About E-Commerce.**  
 Time: 6:00 p.m. - 9:00 p.m.  
 Location: Sheraton Newport Beach, 4545 MacArthur Blvd.  
 Newport Beach, California  
 Cost: Members: \$35; Non-Members: \$75  
 RSVP For more information, call (310) 328-0043 or  
 register online at: [www.sccc.org](http://www.sccc.org)

**February 19<sup>th</sup>** (Friday)

**UC Irvine Research Unit in Software (IRUS)**

Topic: **SPIN: Practical Software Measurement - A guide  
 to Objective Program Insight.**  
 Speaker: Leia White, Sr. Process Improvement Engineer, Software  
 Productivity Consortium (SPC)  
 Time: 9:00 a.m. - 12:00 noon  
 Location: McDonnell Douglas Auditorium  
 University of California, Irvine  
 Cost: \$15 for non-sponsors (check payable to UC Regents)  
 For further information: Call Debra Brodbeck (949) 824-2260 or e-mail her at:  
[brodbeck@ics.uci.edu](mailto:brodbeck@ics.uci.edu)

**Reserve February 22<sup>nd</sup> for an upcoming  
 IEEE OCCS Meeting:**

Topic: **Implementing a Storage Area Network(SAN)**  
 Speaker: Ken Hallam, Unisys Corporation.

**ABSTRACT:**

Unisys is a diverse computer manufacturer with 4 different hardware  
 platforms and 6 separate operating system environments to support.  
 Developing a common server I/O architecture to provide enterprise-wide  
 network storage was a challenge. This talk will cover the development of  
 that architecture and the deployment plan including migration, protection  
 of existing customer investments and future performance enhancements.  
 The architecture includes parallel SCSI, Fiber Channel, NAS and SAN  
 implementations.

**Opportunities abound. You need to have the energy and the skills,  
 knowledge and abilities to go for them.**

**Are there any networking links missing? Let me know by e-mail and  
 giving me the name of the group, contact and website address.**



**IEEE - Orange County Computer Society**  
*(Joint Meeting with*  
**IEEE OC Communications and Signal Processing Societies)**

January 25 1999  
 6:30 - 9:00 p.m.

**Topic:** Internat Appliances  
**Speaker:** Dwight Borses,

Buffet Dinner: 6:00PM  
 Program: 6:45PM

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

**Cost:** Dinner Cost: \$20, students and unemployed members \$5.

No charge for technical meeting only

**Information & Reservations:** Call Al Gess at (714) 261-8433 or FAX (714) 261-9072 or e-mail to [a.gess@ieee.org](mailto:a.gess@ieee.org).

Send checks made out to: IEEE-Computer Society, c/o/ Al Gess, Price, Gess, & Ubell, 2100 S.E. Main Street, Suite 250, Irvine, CA, 92714.

For updated information, please visit our  
 Website: <http://www.ieee-occs.org>

**CANCELLATION Presentation CANCELLATION**

The Clarion AutoPC is the first product to integrate car audio, computing functions, navigation and wireless communications through hands-free voice activation located within the dash of an automobile. It can recognize simple voice commands, allowing the driver to select music, retrieve contact information and other tasks without taking their eyes off the road.

The AutoPC can also: (1) "Speak" displayed text (information) using advanced "speech synthesis" Technology. (2) Utilize an address book and voice memo features. (3) Map data from Navigation Technologies - provide route calculations from specified starting location and destination including "turn-by-turn" directions. With an additional Global Positioning System (GPS) receiver, the AutoPC provides automatic starting point identification and location updates as well as pinpoints the car's actual locale.

This product is the newest member of the PC Companion family using a Microsoft Windows CE version that is optimized for the automotive environment. The Processor is a Hitachi SH3 with 16 MB DRAM & 8 MB ROM. The unit includes a high-powered AM/FM stereo with integrated Digital Signal Processing (DSP) equalization and a built-in 35 watt x 4 channel amplifier. It also boasts the first ever in-dash Clarion quality CD audio and CD ROM drive - supporting an optional six-disc CD changer through Universal Serial Bus (USB). The backlit 8-color LCD screen provides consumers with an easy-to-read, icon-driven user interface. An Infrared Data Port provides easy information exchange to and from other PC Companion devices (e.g. Palm-size PC). In addition, built-in support for CompactFlash (CF) cards enables additional memory and access to hardware accessories.

Hardware accessories available for the Clarion AutoPC in January 1999 will include: (1) A cellular phone cradle with modem allowing for voice-controlled operation; (2) A wireless receiver providing access to an array of customized information (e.g. real-time traffic reports, news updates, numeric paging, and E-mail alerts). (3) A vehicle diagnostic module that enables the AutoPC to receive data from the vehicle's on-board computer system.

**The Orange County Independent**

Publication of the Orange County IEEE Consultants Network.  
 Editor: Noreen Norris

The Orange County Independent is published monthly by volunteers of the Orange County Consultant's Network (OCCN) for members and prospective members. We welcome any comments on improving our communications. The network offers activities for all engineering and related-to-engineering consultants in the Orange County area. IEEE membership is not required. The meetings are free.

We welcome articles of interest to our members. Submissions are due by the first of the month. Please contact me at (714) 968-4433 or e-mail: [norrisnora@aol.com](mailto:norrisnora@aol.com).

**Directory of Contacts**

**To join** the Institute for Electrical and Electronics Engineers (IEEE) or request information on any of the many benefits, call: (800) 678-IEEE (4333), or visit our website: <http://www.ieee.org>.

**To obtain info on an IEEE "alias" e-mail address** (for IEEE members only), send a dummy message to: "Alias-processor@ieee.org" or visit our website: "http://www.ieee.org/elecomm/"

**To refer a consulting opportunity**, call one or more of the following Hotlines:  
**OC:** [occn@ieee.org](mailto:occn@ieee.org)  
 or, John McCrickerd - (714) 556-6164  
**Los Angeles** - (213) 243-8583  
**National:** - (202) 785-0017  
 or, e-mail [w.anderson@ieee.org](mailto:w.anderson@ieee.org)

**To contact other IEEE Organizations:**

**Alliance of IEEE Consultants Networks (AICN)** <http://www.ieee.org/consultants/>  
 Bob Gauger E-mail: [r.gauger@ieee.org](mailto:r.gauger@ieee.org)  
 Bill Anderson (Staff) - (202) 785-0017  
[w.anderson@ieee.org](mailto:w.anderson@ieee.org)

**IEEE Network for Entrepreneurs**

Nick Smith (714) 978-3719

**IEEE - Orange County Section**

[p.perra@ieee.org](mailto:p.perra@ieee.org)

**Los Angeles Area Consultants' Network --**

<http://www.laacn.org>

Kip Haggerty - (310) 679-2440

[k.haggerty@ieee.org](mailto:k.haggerty@ieee.org)

**San Diego Consultants' Network**

John Parry - (619) 941-3738

[j.parry@ieee.org](mailto:j.parry@ieee.org)

**To contact the OCCN WGs \* SIGs:**

**Business Development Working Group**

Ron Oglevie - (714) 526-6642

[Ronoglevie@aol.com](mailto:Ronoglevie@aol.com)

**Consultant Operations Information Working Group -**

Ralph Hileman - (909) 780-3947

[r.hileman@ieee.org](mailto:r.hileman@ieee.org)

**Toastmasters Working Group:**

**Bill Kwok -- (626) 448-1633** [Kwoklp@aol.com](mailto:Kwoklp@aol.com)

**Unusual Opportunities - SIG:**

John McCrickerd - (714) 556-6164

[jmccrickerd@mindspring.com](mailto:jmccrickerd@mindspring.com)

**Y2K Working Group:**

Gayn Winters - (714) 532-6776

[gayn.winters@bristolssystems.com](mailto:gayn.winters@bristolssystems.com)

**IEEE O.C. Section Liaison** - vacant

**O.C. Engineering Council Liaison** - vacant

**WebMaster:**

Kenn Leland - (714) 871-3386

[K.leland@ieee.org](mailto:K.leland@ieee.org)

To Join the **Orange County IEEE**

**Consultants Network:**

Attend the General Meeting  
(third Saturday of each month)

or

Contact Ralph Hileman -  
Hileman & Associates  
(909) 780-3947 - r.hileman@ieee.org



*Next Meeting:*

Saturday, February 20<sup>th</sup>

9:30 am

**The Orange County IEEE Consultants' Network**

c/o Noreen Norris, Editor

NORgate

18194 Aztec Court

Fountain Valley, CA 92708-6804

*Get more information from the Web:*

*<http://www.occn.org/>*

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