



Local Network Volunteer Receives IEEE-USA Regional Professional Leadership Award

The [Alliance of IEEE Consultants' Networks Coordinating Committee \(AICNCC\)](#) congratulates IEEE Consultants Network of Silicon Valley (CNSV) volunteer, Brian Berg. Berg is the recipient of the 2017 IEEE-USA Regional Professional Leadership Award. These awards recognize members in U.S. IEEE Regions for outstanding leadership efforts in advancing the professional aims of the IEEE in the United States.

The IEEE-USA Board of Directors citation thanked Berg for “outstanding services to the Consulting and Electrical Engineering profession.” He received his award at the Joint Region 4/6 Meeting, in Burlingame, Calif., 3 February 2018. This award is the third IEEE service award Brian has received. The two others are the:

- 2012 Outstanding Leadership and Service Award for Santa Clara Valley Section, Central Area and Region 6

- 2017 Outstanding Leadership and Service to the IEEE for Santa Clara Valley Section and Region 6

Berg is an independent consultant, with a technical specialty in data storage, particularly flash memory. He also serves on the CNSV Board as Membership Chair, and as Program Chair. Berg is also responsible for helping to find the great speakers the CNSV features at its monthly events. He has served on the CNSV Board since 2004, serving as an At-Large Director for two years, a Director for nine years, and Chair for two years. Berg was also the IEEE Santa Clara Valley (SCV) Section Secretary, Vice Chair and Chair, for one year each.

Berg is an IEEE Senior Member, has participated in the Asilomar Microcomputer Workshop (including as conference chair) since 1987, and is the Technical Chair of the Flash Memory Summit. ■

Freelanced: The Rise of the Contract Workforce

According to a new NPR/Marist poll, one in five workers is a contract worker. Within a decade, contractors and freelancers could make up half of the U.S. workforce--a shift with far-reaching implications. Click the [link](#) to read the rest of this article.

Contracts Matter

BY LYNN KOBLIN, CAE

Whether you are a new consultant—or an experienced, self-employed engineer—you may not be paying enough mind to your consulting agreement. According to Colleen M. Palmer, attorney at Beazley, an [engineer's contract](#) with its client is perhaps the most critical document in a project, because it defines the parties' responsibilities and rights in connection with that project. The contract should guide the parties as the project proceeds through completion. In the event of a dispute, it may be the first line of defense for an engineer depending on the negotiated terms and conditions.

There is a lot to think about when preparing a contract. But the good news is that IEEE's Member Group Insurance Program, [in partnership with Beazley](#), now offers risk management tools that every consulting practice can use. Start with

the [Contract Checklist](#), and see how your own agreement addresses the key areas to consider: agreed remedies to limit engineers' liability, record drawings, indemnity obligation to client, and many other terms.

Not sure if your contract needs an upgrade? Check out this [contract template](#)—it covers all the important terms in the Contract Checklist. Should you decide to purchase professional liability insurance for your practice through the IEEE Member Group Insurance Program, a contract review is one of the services that Beazley can perform. It will help assure that your coverage and contractual commitments

are appropriate, from an insurance standpoint. When you need to draft a new contract or want to polish up your old one, definitely seek the advice of your own attorney.



LinkedIn Groups Can Expand Your Network

Don't discount LinkedIn Groups as a way to network with like-minded people in specific industries, writes Nancy Collamer. With new features, the tool can help you seek out new job opportunities and learn about other fields, she writes. [Next Avenue](#) (3/5)



Have You Attended an IEEE-USA Webinar This Year?

In 2018, IEEE-USA has created a number of webinars just for you, consultants! In the first quarter of 2018, IEEE-USA has held three webinars directed solely at independent consultants. In January, we presented “[11 Ways Consultants “Overpay” on their Taxes, and How to Stop It Now.](#)” This webinar focused on helping independent consultants not to overlook certain deductions; and what requirements they need to follow when filing their 2018 tax returns.

In February, our featured webinar was “[So You Want to be a Consultant?](#)” This webinar was for both beginners and experienced consultants about what it takes to start and maintain an independent consultant’s practice.

And in an upcoming April consultant webinar, “[Building the Consultants Practice of Tomorrow Using Today’s Online Tools](#)”

which the focus of the discussion will show how small consulting companies can utilize these three tools to increase their marketing reach, decrease their cost of doing business, and increase profitability.

Go to the [IEEE-USA Webinar page](#) to see all upcoming and archived consultants’ webinars. ■



Another Consultant’s Blog

In organizing and gathering information for this newsletter, IEEE-USA staff browses the Internet looking for interesting story to publish. Often, staff come across many interesting blogs and blog posts that we might share with you. Recently, we came across a three-part blog post titled, “[Three Unexpected Traits that Help me Thrive as a Freelancer.](#)” It’s worth a peek—we think IEEE consultants will find this blogger’s musings most interesting.

From The Institute

How Blockchain Technology Can Improve the Way Companies Do Business

With the rise in cryptocurrencies, many IEEE members want to have a better understanding of the Blockchain. IEEE’s [The Institute](#) has tackled this question in a very clear and concise way. Click [here](#) for the link to the story.

