CHAIR'S COMMENTS:

LET'S START OFF 2023 BY USING OUR IEEE TOOLS TO NETWORK

BY CHARLES J. LORD, P.E.

I'm honored to serve as the AICNCC Committee Chair, in service to you, the members! I have been active in two local consultants networks. I started a network in the Eastern North Carolina Section more than 20 years ago; and after moving to Asheville, I am now chair of the Western North Carolina Consultants Network. I have also been an active volunteer over the past 30 years at the section, council, region and board committee levels. I've been a formal AICNCC member for four years; and I look forward to leading this committee effort to help create more local consultants networks; provide more resources to consultants and would-be consultants, and increase the usefulness of the IEEE-USA Consultants Finder. I look forward to getting your feedback and opinions about the AICNCC Committee focus. I'm ready to roll.

IEEE Consultants Exchange

The other day, I was reminded about the importance of having a place where we as consultants, contractors, gig workers (or whatever we want to call ourselves) can go and get information, or questions answered, at a moment's notice. A few weeks ago, a fellow member reached out to the IEEE-USA staff, needing some advice on setting up his first contract. The staffer was able to relay his questions to a few consultants; and within a few hours, that member received some advice on how he should proceed.

That reminded me that IEEE already has a mechanism in place where we can go and exchange ideas, or get questions, answered from fellow consultants. Most of you reading this story are subscribers to the IEEE Consultants Network. Being a subscriber to this group makes you eligible to join the private group within IEEE Collabratec, called IEEE Consultants Exchange.

Let's make better use of this great resource. I know members out there have questions, or want to network with other consultants — because every time we have an "Ask the Experts" webinar there are tons of questions that come up about liability insurance, contract language and business set-up. We can also use this platform to promote ourselves to other members. I want to thank Michael Ferrara for taking the initiative to post information in the "Consultants Exchange" about himself and his business. Go read what he posted and do the same!

The IEEE Consultants Exchange is a prefect compliment to those who network within their local consultants networks. This exchange is invaluable to those IEEE consultants who don't have a local consultants network. Again, lets make better use of this resource!

Contracts Webinar

On 7 June, the AICNCC and IEEE Membership Discounts are sponsoring the webinar "Negotiating Your Professional Services Agreement." The speaker Colleen Palmer, Esq., gave a similar presentation a few years ago — and it was excellent! If you want advice about what you need to include in your contracts, attend this webinar.

Let us hear from YOU

As with all parts of the IEEE and IEEE-USA, the member is what drives what we do. Your feedback is always welcome! Please do not hesitate to contact me, or our hardworking staff — if you have questions, needs, or concerns — or if you want to get more involved! You can always reach me at c.j.lord@ieee.org.

2023 IEEE-USA SURVEYS AND REPORTS

As you may know, IEEE-USA is conducting its annual Salary Survey of U.S. IEEE members. All U.S. higher-grade members are eligible to complete the survey. For their time and effort, participants will receive 10 free uses of IEEE-USA's salary calculators later this year, plus a copy of the **full report**.

We know that some of you reading this newsletter still have full-time jobs while starting to dip your toes into the consulting waters. If this describes you, we encourage you to take the IEEE-USA Salary Survey. You can do this by checking your email for a personal invitation from IEEE-USA. You can also access the survey by visiting the IEEE-USA Salary Service at https://salaryservice.ieeeusa.org/, logging in with your IEEE account, and clicking on "Survey."

Having greater participation helps IEEE-USA produce a more accurate salary report and compensation tools. Individuals and employers Use these surveys, reports and tools to benchmark salary and benefits.

>> Take the salary survey now <<

IEEE-USA Consultants Fee Survey

For full-time consultants, IEEE-USA will be conducting its annual IEEE-USA Consultants Fee Survey. It will be released after the conclusion of the IEEE-USA Salary Survey. For those of you who have still not read our 2022 IEEE-USA Consultants Fee Survey Report, you can still purchase it the IEEE-USA Shop.

NCEES SEEKS METALLURGICAL AND MATERIALS ENGINEERS

NCEES is currently seeking metallurgical and materials engineers to participate in a professional activities and knowledge study (PAKS), for the P.E. Metallurgical and Materials exam. The results of this online survey will be used to update the exam's content, a process that occurs every six to eight years. If you are a licensed professional engineer, we would appreciate your input by completing an online survey.

The survey can be completed in 20–40 minutes. Participation in the survey is voluntary. Your answers are anonymous, and responses will be reported only in the aggregate. You will be asked to rate the importance of the knowledge areas required by a newly licensed professional metallurgical and materials engineer, as well as the tasks performed to practice in a manner that safeguards public health, safety

and welfare. The survey will also include demographic and professional questions that will be used to assess sample representativeness.

>> Click here for access to the online survey <<

The survey will be open until **May 8, 2023**. Help us spread the word about this important study, by sharing this email with any colleagues who are licensed metallurgical and materials engineers. NCEES sincerely thanks you for your contribution to ensure the P.E. Metallurgical and Materials exam is reflective of current P.E. practices.

For more information, contact NCEES Exam Development Engineer, Andy Bindewald, P.E., at abindewald@ncees.org.

HOW TO MARKET YOUR IDEAS TO THE CEO

It's vital as consultants to be able to communicate effectively. Especially with would-be clients and senior management. This story from the "The Biz Coach" website, "How to Market Your Ideas to the CEO," discusses four best practices on how to market your ideas. Check it out.

HIRING FREELANCERS CAN IMPROVE A COMPANY'S SKILLS PROFILE

Data from Gig Worker hub *Upwork* provides a list of the most in-demand tech skills for gig workers in 2023. *Upwork*'s Report is focused on how freelancers and their skills affect the enterprises they work for. Read the review, provided by *Silicon Republic*.

TOP 10
CONTRACT PROVISIONS

BY COLLEEN M. PALMER, ESQ, BEAZLEY GROUP

Whether you are a new consultant, or an experienced, self-employed engineer, you may not be paying enough mind to your consulting agreement. Consultants may earn their clients' business when their technical expertise and proposals are the best fit for the project, but satisfying business relationships also hinge on good contracts. Preparing a contract requires a lot of thought. The contract has to work for the consultant, even when it seems expedient to accept the client's standard agreement. According to Colleen M. Palmer, attorney at Beazley, several "deal breakers" may be present when negotiating such agreements. In her article, "Top Ten Contract Provisions," Palmer recommends ten provisions to look for in the negotiating process. Her article is chock full of best practices she has gleaned from her experience with technologists' contracts and claims. Some of her key insights include:

- ✓ Standards of Care
- ✓ Legal Compliance
- ✓ Scope of Services
- ✓ Limitation of Liability
- ✓ Disciplinary Action
- ✓ ...and more...

IEEE consulting members, and those considering the opportunity to become self-employed — or even those who may consider undertaking a single consulting project — can learn more about exposure to risks, and ways to mitigate exposures with contracts and insurance, in addition to prudent business practices. These resources can be found in the IEEE Risk Management Hub. Information about professional liability insurance and related policies, as well as the online application for coverage, are at IEEEinsurance.com.

If you would like to hear more from Colleen M. Palmer, Esq., join her on 7 June 2023, from 2:00 p.m. to 3:00 p.m., ET, for the IEEE-USA sponsored webinar, "Negotiating Your Professional Services Agreement: The Good, the Bad, and the Ugly."

NEWSBYTES from *IEEE-USA Smartbrief*

SPACENEWS

Space Force Sees Commercial Sector as Key Asset

The U.S. Space Force is reviewing options to establish a commercial space reserve. "We are talking about how we're going to expand our commercial partnerships during peacetime, to ensure we have access to commercial capabilities during times of crisis or conflict," said Col. Rich Kniseley of Space Systems Command.

Full Story: *SpaceNews* (2/20)

National DEFENSE

Pentagon Supports Tech Startups in Contracting Process

The Pentagon is prioritizing identifying and transitioning emerging technology to the battlefield, and helping small technology companies overcome what is known as the "Valley of Death" in federal contracting. "Small companies can't twiddle their thumbs for two to three years waiting for a contract," said Heidi Shyu, undersecretary of defense for research and engineering.

Full Story: *National Defense* (2/14)

SEMICONDUCTOR ENGINEERING
DEEP INSIGHTS FOR THE TECH INDUSTRY

Analysis: Gamification Is Good for SIP Reuse

Turning to gamification and crowdsourcing can benefit reuse of semiconductor intellectual property, ClioSoft CEO Srinath Anantharaman writes: "For the ecosystem to be sustainable it needs to be seeded and tended to. With a healthy interest from management, crowdsourcing and gamification, can make it a reality that can turbocharge productivity."

Full Story: *Semiconductor Engineering* (2/20)