

OCCN/LACCN Breakfast Meeting

Saturday November 20th

8:00-9:30 AM

at

Hof's Hut Irvine

"Garden Room"

18850 Douglas

Irvine, CA

Everyone interested in Consulting is invited to attend our monthly get together to discuss the consulting opportunities and activities in the LA and OC technical community. OCCN and LACCN or continuing their early breakfast meeting format for their monthly meeting to allow more personal interaction among the members and make more of Saturday available for personal activities. These monthly meetings—3rd Saturday of each month—will be augmented with special activities, such as the WESCON Consultants Workshop, and upcoming SBIR Workshop this Spring.

The Agenda for the meeting —eat while we talk—will include:

Holiday Dinner Plans—Dec 16th: Wes Masenten

Update on National Activities: Bob Gauger

SBIR Workshop Proposal: Ron Oglevie

The meeting will be held at Hof's Hut in the *Garden Room* where you can enjoy a good breakfast while we go over the agenda and also have the opportunity to network with fellow consultants. Hof's Hut is across from the John Wayne Airport: one block east of MacArthur Blvd. and one block North of Campus, i.e. approximately one block NE of the corner of MacArthur Blvd. and Campus. Looking forward to seeing everyone there.

Wes Masenten
OCCN, Chair

OCCN/LACCN Breakfast Meeting

Saturday October 23rd

8:00-9:30 AM

at

Hof's Hut Irvine

"Garden Room"

18850 Douglas

Irvine, CA

Everyone interested in Consulting is invited to attend our monthly get together to discuss the consulting opportunities and activities in the LA and OC technical community. OCCN is embarking with LACCN on an early breakfast meeting format for their monthly meeting to allow more personal interaction among the members and make more of Saturday available for personal activities. These monthly meetings—3rd Saturday of each month—will be augmented with special activities, such as the WESCON Consultants Workshop, and upcoming SBIR Workshop this Spring. Having just finished a very successful Consultants Workshop at WESCON, thanks to Ralph Heleman and Pete Schultz, we are looking forward to an exciting year ahead for the OCCN. A special thanks also goes to Bob Gauger and Ron Taggart and all their volunteers that manned our booth at WESCON

The Agenda for the meeting –eat while we talk—will include:

- Feedback from Consultants Workshop: Ralph Hileman and Pete Schultz
- Update on WESCON: Bob Gauger and Ron Taggart
- SBIR Workshop Proposal: Wes Masenten

The meeting will be held at Hof's Hut in the *Garden Room* where you can enjoy a good breakfast while we go over the agenda and also have the opportunity to network with fellow consultants. Hof's Hut is across from the John Wayne Airport: one block east of MacArthur Blvd. and one block North of Campus, i.e. approximately one block NE of the corner of MacArthur Blvd. and Campus. Looking forward to seeing everyone there.

Wes Masenten
OCCN, Chair

PROGRAM OUTLINE FOR OCCN & LAACN CONSULTANTS' WORKSHOP

AT WESCON ON WEDNESDAY SEPTEMBER 22

Morning Session

9:00am - 9:30am: Bruce Johnson; Introduction to Consulting
9:30am - 10:00am: Bill Mooney; Branding, Marketing and Organizing Your Consulting Business
10:00am - 10:30am: Ralph Hileman; Holographic Living - Integrating Technical Consulting With the Rest of Your Life
10:30am - 11:15am: Bill Drobish; Technical Consulting Opportunities in an Entrepreneurial/Start-Up Venture Environment

Afternoon Session

2:00pm - 2:45pm: Bob Gauger; Consulting Rate/Compensation Survey Data from the Technical Consulting Market Place
2:45pm - 3:15 pm: Phil Wheeler; Opportunities in Legal/Forensic Consulting
3:15pm - 5:15 pm; Panel on Technical Consulting Experiences, Capabilities & "War Stories" Plus Question & Answer Session with Audience.

- Kip Haggerty - Control, Radar and Information Systems
- Wes Masenten - Telecommunications
- Mike Morehouse - Quality Assurance
- Bob Gauger - System Reliability

The IEEE Orange County Consultants' Network and Los Angeles Area Consultants Network are presenting a one-day workshop that will be valuable to both practicing technical consultants and those who are interested in potential opportunities in technical consulting. The Workshop is organized to provide both formal presentations on key topics relevant to technical consulting as well as informal interaction between the audience and the speakers in the program. The speakers represent a wide variety of technical fields and backgrounds to expose the audience to the many different aspects of technical consulting. Please join us at this Consultants Workshop to get responses to your questions and to see how a diverse technical community views the world of consulting. Also, please forward this announcement to others who might be interested in this workshop.

PROGRAM

WESCON Conference T7: IEEE Consultants Network Workshop

Date: Wednesday, September 22

Time: 9:00am-5:15pm

Location: Anaheim Convention Center - Hall A - Room 206A, 800 West Katella Ave.,
Anaheim, CA 92802

Fee: \$75 IEEE member/\$100 non-member. Registration available online or at the door.
For online registration go to <http://www.wescon.com/W2004/pages/register2.asp>

Contacts for Further Information: Ralph Hileman, 909-780-3951, r.hileman@ieee.org ;

Wes Masenten, 949-854-5361, masenten@pacbell.net ; Pete Schultz, 310-378-6905, p.r.schultz@ieee.org .

Morning Session: Welcome - Harvey Brodsky

9:00am - 9:30am: Bruce Johnson; Introduction to Consulting

9:30am -10:00am: Bill Mooney; Branding, Marketing and Organizing Your Consulting Business

10:00am - 10:30am: Ralph Hileman; Holographic Living - Integrating Technical Consulting With the Rest of Your Life

10:30am - 11:15am: Bill Drobish; Technical Consulting Opportunities in an Entrepreneurial/Start-Up Venture Environment

Lunch Break

11:30am - 2:00pm: Networking and Visiting WESCON Exhibits

Afternoon Session

2:00pm - 2:45pm: Bob Gauger; Consulting Rate/Compensation Survey Data from the Technical Consulting Market Place

2:45pm - 3:15 pm: Phil Wheeler; Opportunities in Legal/Forensic Consulting

3:15pm - 5:15 pm; Short Presentations from a Panel With A Variety of Different Technical Consulting Experiences, Capabilities, and "War Stories" as well as a Question & Answer Session with Audience: Harvey Brodsky, Kip Haggerty, Michael Morehouse, Phil Wheeler, Wes Masenten, Bob Gauger,

Subject: OCCN Meeting--Saturday August 21st @ 1:30 PM
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OCCN Members:

OCCN will be holding its August meeting on Saturday August 21st 1:30 PM in. Room 321 of Engineering Building (E) at Cal State Fullerton University. A map of the meeting location can be found at www.occn.org.

The agenda for the meeting will include:

Discussion of Upcoming Consultant Workshop workshop at
Wecon--Ralph Hileman

OCCN Publicity/Booth at Wescon

OCCN plans and Meeting Format for the upcoming year

Prior to the formal meeting there will be an informal 12:00 AM lunch get together at the:

Off Campus Pub.
2736 Nutwood Avenue
Fullterion, CA
714-979-8094

We invite everyone to attend both the Lunch and Meeting.

Wes Masenten
OCCN Chair

Subject: Announcement of Joint Meeting of OCCN & LAACN

Cc:

Bcc:

FYI: This is a repeat because it may have not gone through the first time.

**MEETING ANNOUNCEMENT: IMPLEMENTING
FUTURE PROGRAMS FOR THE IEEE ORANGE COUNTY
CONSULTANTS' NETWORK (OCCN) & LOS ANGELES AREA
CONSULTANTS NETWORK (LAACN)**

When: General Morning Meeting; Saturday, May 22, 9:30am - 12:30pm.

Where: General Morning Meeting; Room 321, Engineering Building; California State University, Fullerton (CSFU). Free parking in Lot E West or Lot F on Saturday. Both members and non-members of OCCN and LAACN welcome. Directions given below.

Optional Luncheon for Networking and Further Discussions as well as OCCN Board Meeting Following General Morning Meeting: Off Campus Sports Pub located across from CSFU at 2733 E. Nutwood Ave. Fullerton, CA 92831. (714) 879-8094. All interested parties welcome.

Cost: No cost for attending general meeting or subsequent networking session. Luncheon available at cost. If you are unable to attend the general meeting, please feel welcome to join us at the luncheon at the Off Campus Sports Pub.

General Meeting Program Topics:

Defining future programs for the LAACN and OCCN. One attractive and unique opportunity that merits consideration is a workshop at WESCON in mid-September on consulting in high-tech and entrepreneurial ventures. Since WESCON is also presenting a concurrent workshop in nanotechnology that is expected to broaden the scope of their program, and some of our members are involved in the WESCON planning and management, we have received expressions of interest in a workshop for consultants in an unusually broader venue at WESCON. We will define the structure and composition of this proposed workshop. Suggestions for workshop content and structure invited.

- Identify topics and speakers for future OCCN & LAACN activities. Initiate program development for future meetings.

Nominations and election arrangements for the

OCCN and LAACN.

Consider and formulate plans for booths and other activities for IEEE consultants' networks at WESCON.

Directions: From #57 Freeway in Fullerton, take Nutwood Ave. exit and proceed west. At traffic light at Commonwealth Ave. turn right into CSUF campus and then turn right onto East Campus Drive. Proceed to Lot E West of Lot F. For map of CSUF campus, go to

<http://ewh.ieee.org/r6/ocs/cn/meetings.htm> .

For More Information: Contact either Peter Schultz at 310-378-6905 (phone), 310-378-1543 (fax), 310-251-4992 (mobile) or p.r.schultz@ieee.org or Ralph Hileman at 909-780-3947 (phone), 909-824-8435 or

rhileman2@earthlink.net.

Comments invited. We hope to see you at the meeting. If you can't attend the General Morning Meeting, please join us for lunch.

Best Regards,

Peter R. Schultz, Chair, OCCN

We would like to promote our Luncheon meeting to your membership and business associates. We have a very strong speaker and are always looking to offer value to our members as well as our professional business association friends. We would be willing to promote your organization's important events to our membership at your request. (Please contact me when this opportunity arises)

Luncheon Information: -----

In an effort to reach out to local businesses, the board of directors of the Orange County Chapter of the Project Management Institute (PMI-OC) cordially invites you and your colleagues to attend a special Executive Luncheon on Tuesday, May 11 from 11:00am to 1:30pm. We are pleased to have **Steve Smith** as our guest speaker. Steve, coauthor of the internationally bestselling book **businessThink**, will discuss how executives can develop a culture of entrepreneurship combined with disciplined thought. See attached flyer for details.

May 11 Executives Only Luncheon
How to Create an Entrepreneurial Workforce
Wyndham Hotel, Costa Mesa
11:00am to 1:30pm

Attached is our Event information. Registration and more event information can be accessed on our web site. www.pmi-oc.org/events.asp

We have another similar event focused for managers and other non-executives that same evening as part of our monthly dinner meeting. The evening event, also at the Wyndham Hotel, will be focused on how professionals themselves can be an entrepreneur at work. Hopefully you can encourage your employees to attend the evening event.

As we may have already discussed, any promotional forum your group can give us we would appreciate; from an email blast, to a 3/4 web page on your website, or just a little corner with a blurb and link to our web site event page information or just a pass along to a business associate. (Or all of the above) ñ And of course, the sooner the better.

Thank you for your efforts in advance. Please contact me with any questions you have. Please reply back with your thoughts on our proposal.

Best Regards,

Members and Friends of the Consultants' Networks,

If you are interested in E-Business, or any aspect of Internet usage, then the Annual OC E-Biz 2004 Conference may be just what you need:

OC E-BIZ 2004
Friday, May 7, 2004, 8 am - 3 pm
Cal State Fullerton, Titan Center

The organizers of this conference have always done a great job, and this one looks even better.

The Announcement is given in the attached virus resistant PDF file and more details are available on www.oc-biz.org .

If you no longer wish to receive these announcements please reply to that effect.

Ron Oglevie
Orange County Consultants' Network

Members and Friends of the Consultants' Networks,

If you are interested in entrepreneurial endeavors, or consulting, the topic for the next AIAA Enterprise Network meeting should interest you:

"Being Entrepreneurial Within a Large Corporation"

**by Ian Cannon,
"Engineering at Boeing" Business Area**

6:00 PM, 13 April, '04, at the Microcosm facility.

For more details please see the attached virus resistant PDF announcement or the announcement at www.aiaaenterprise.org

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If you don't wish to receive these announcements please reply to that effect.

Ron Oglevie
Orange County Consultants' Network

The Southern California chapter of the Institute of Management Consultants will have a seminar in March that may be of interest to IEEE consultants, with a very popular speaker:

Winning the Race to Market
6 Steps

for Successful Sales of Professional Services

Workshop with Alan Weiss
LAX Renaissance Hotel, 9620 Airport Blvd., Los Angeles, CA
(1/4 mile north of Century Blvd.)
Tuesday, March 16, 2004

Some of the subjects to be covered:

- * **Forget about price and focus on value.**
- * **Refuse to be a vendor - create peer relationships.**
- * **Ignore the economy and prepare for likely objections.**
- * **Don't send proposals - create conceptual agreements.**
- * **Never under-promise and over-deliver.**
- * **Abandon pain and fixes - instead raise the bar.**

Alan Weiss, Ph.D., CMC, CSP

This workshop is a can't miss event for consultants. Even if you attended last year's top-rated IMC workshop, come back for the sequel to learn how to take your consulting practice to the next level.

Alan Weiss, who has published over 400 articles and 21 books including his bestseller, *Million Dollar Consulting*, is in great demand, and we are fortunate to get him for this limited-seating engagement! Dubbed "The Rock Star of Consulting," Alan Weiss is an entertaining, high-energy speaker and noted expert on everything related to consulting. On March 16, join us in experiencing this magnetic personality in person!

Time, Place & Cost

- * **Date:** Tuesday, March 16, 2004
- * **Time:** 1:00 - 5:00 p.m., Workshop; 5:00 - 7:00 p.m, Networking.
- * **Place:** LAX Renaissance Hotel, 9620 Airport Blvd., Los Angeles, CA 90045.
(1/4 mile north of Century Blvd.). [Map](#).
- * **Cost:** Early registration with payment by March 1: \$90 IMC members, \$110 non-members. Registration with payment after March 1: \$110 IMC members, \$130 non-members.

Seating is limited, so register by March 1 if you can. [Register online now!](#)

* **Payment by Check:** Mail check payable to "IMC SoCal" to Kim Athmann-King, IMC SoCal Treasurer, The Strategy Group, 6080 Center Drive, Suite 730, Los Angeles, CA 90045.

About IMC SoCal

[IMC SoCal](#) is the Southern California Chapter of the [Institute of Management Consultants](#), the national accrediting organization for management consultants. We hold monthly [Chapter Dinner Meetings](#) near LAX plus special events. These are open to all consultants and their guests, and are a great venue for professional development and networking. We also hold [monthly breakfast meetings](#) in different Southern California cities.

Consultants' Network Members and Friends,

The following program reminder may be of interest to you. The meeting is open to interested parties.

Ron Oglevie

Next Network Meeting: Tuesday, February 10, 2004 at 6:00 PM
Location: AIAA Western Office
2221 Rosecrans Avenue, Suite 227, El Segundo, CA

“Trials & Tribulations of an Entrepreneur’s Path to Success”

Robert M. Bernstein Material Technologies, Inc.

Mr. Bernstein, Chairman and CEO of Material Technologies, Inc. (Matech), a NASDAQ-listed small public company (Symbol: MTNA), tells of his 17 years of trials and tribulations getting Matech to where it is today, on the brink of commercializing two of its proprietary products.

To attend RSVP by February 9

Contact:

Christina Kortkamp

AIAA Western Office

Southern California Section Liaison

(800) 683-AIAA (2422)

christinak@aiaa.org

Attendance fee is \$10 including food

For more details please visit our web site

www.aiaaenterprise.org

Gentlemen,

The announcement below presents joint IEEE COMSIG and Orange County Computer Society Seminar on Delay Tolerant Networking with interplanetary applications for mission control. It should be of interest to some of the members of the LAACN and OCCN. If you would like to attend, please RSVP to John Humphries at the email address given in the announcement below.

Regards,

Peter Schultz

DISTINGUISHED LECTURER SERIES

Joint Seminar

IEEE Orange County Joint Chapter of Communications

& Signal Processing Societies

and

IEEE Orange County Computer Society

*Talking to the Stars - Part II:
Building an Interplanetary Internet based on Delay-Tolerant Network (DTN) Protocols*

As you may have already learnt from the media coverage, the first rover "Spirit" has successfully landed on Mars. What's more, it even landed in an almost textbook perfect upright position thereby allowing communications to proceed promptly with mission control at JPL, Pasadena, via the Goldstone antenna in the Mojave desert.

In line with that event, we are very pleased to hold another JPL event as part of our DISTINGUISHED LECTURER SERIES. The previous JPL event was a big success and by far the most attended (we had to turn down many reservations when the max allowed was reached). We anticipate this talk to be well attended too. Please be sure to RSVP before Jan 16th. The 'at-the-door' price policy will be strictly adhered due to the hotel policies. Please make your reservations early since space at the hotel meeting room is limited.

Even though this talk coincides with the Mars landing, it is not intended to cover that topic in particular and not intended as a Mars mission briefing. However, some aspects of the talk may be quite relevant to the Mars landing event.

For more details on the Mars landing:

<http://www.jpl.nasa.gov/index.html>

<http://www.space.com/marsrover/>

http://www.latimes.com/news/science/la-sci-mars5jan05_1_7665462_story?coll=la-home-headlines

<http://www.washingtonpost.com/wp-dyn/articles/A54681-2004Jan4.html>

<http://www.nytimes.com/aponline/national/AP-Mars-Rover.html>

The meeting will take place at the Costa Mesa Wyndham Hotel on the 19th of January, 2004. Please see below or

<http://www.comsoc.org/comsig> for the talk outline, speaker's bio and reservation details.

Title: Talking to the Stars - Part II:

Building an Interplanetary Internet based on Delay-Tolerant Network (DTN) Protocols

Speaker: Scott Burleigh, NASA Jet Propulsion Laboratory

Date: Monday Jan 19, 2004

Time: Social hour: 6:00 PM, Dinner 6:30 PM, Speaker 7:00 PM

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

Costs:

Reservations needed for dinner

Deadline for reservations by Jan 16th.

Dinner - IEEE members \$20.00 with advance reservations, \$25.00 at the door

Non-IEEE members: \$25.00 (advance) & \$30.00 at the door

Students with IDs \$5.00

Note: No charge for technical portion of the meeting only. Reservations are required for dinner.

RSVP:

RSVP by e-mail John Humphreys at JGH10@aol.com

Abstract

Delay-tolerant networking (DTN) can be thought of as a system for constructing automated data networks in which end-to-end communication is reliable despite low data rates, possible sustained interruptions in connectivity, and potentially high signal propagation latency. As such it promises to provide an inexpensive and robust medium for data exchange with research vehicles in environments that provide meager support for communications – in particular, deep space environments such as the surface of Mars.

This talk will present an overview of DTN concepts, including bundles and the Bundling overlay protocol; DTN nodes, regions, and gateways; tiered forwarding; tiered naming and addressing; tiered routing; tiered ARQ; tiered security; tiered congestion control; tiered flow control; resilient delivery; and postal service levels. We'll then consider applying this architecture to the operation of an Interplanetary Internet that could enable Internet-like interaction between deep space exploration craft and researchers at their desks on Earth.

Speaker's Bio:

Scott Burleigh has thirty years of experience in software development, of which the past seventeen have been spent at NASA's Jet Propulsion Laboratory. In 1988-89 he developed one of the Laboratory's earliest systems based on Internet technology, a data distribution server that supported near-real-time analysis of science instrument data returned from the Voyager 2 encounter with the planet Neptune. He has subsequently worked on high-speed telemetry data acquisition and management systems, optimization of machine learning algorithms, distributed real-time spacecraft simulation, an embeddable object persistence system, software fault tolerance, and sensor webs. He developed the first implementation of the CCSDS File Delivery Protocol, which is now being adapted for operation on the Deep Impact comet exploration mission.

Mr. Burleigh is past Chair of the Interplanetary Internet Special Interest Group (IPNSIG) of the Internet Society and is a member of the Delay-Tolerant Networking Research Group of the Internet Research Task Force. He holds a B.A. in English Literature from the State University of New York at Albany.