

❖ Consultants in Minnesota ❖

January 2000

President's Message

By Gordon Schesel

Happy New Year everyone! Let's start the year with a new list of New Year's resolutions. If you are like me, our list is mostly made up of personal or health related endeavors. Of course, this would also be an ideal time for all of us to look at our professional lives and consider some short and long term goals, some resolutions to make changes for the better...

As with any new year, we need to assess where we have been, and where our professional career goals indicate we should be heading. How long has it been since you last did an inventory of your skill set? Ask yourself, how current or more important, how marketable am I with these skills? Do I need to take a night class to acquire or add to my knowledge of a newer technology?

Our marketability is dependent on our years of experience, how solid our skills are, and good old supply and demand. Our career success is measured by what rate we can bill for our services and our long-term viability in the contracting marketplace.

From the December issue of Contract Professional magazine: Contract Professional and dice.com conducted a contractor rate survey. Would you believe? "ERP implementation, data warehousing/data mining, and project management tend to bring the highest rates to qualified IT contractors. On the other end of the spectrum, quality assurance, hardware development, technical documentation, and network administration are the lowest paying areas. While most IT contractors have at least a bachelor's degree, the lack of one has not deterred many others (including me) from finding work. This supports the notion that a solid skill set that's in demand is the greatest indicator of a contractor's potential success.

"Contractors are a seasoned, mature bunch, with well over half having at least six years of experience in a technology occupation. Only 15% are under 25. Our interpretation: IT professionals in the prime of their careers have the greatest opportunity and incentive to become contractors."

In the Years Worked as a Contractor category: "Few respondents have a long history as IT contractors, which reflects the recent growth in demand for temporary technical services. Also, as the stigma that was once associated with IT contracting evaporates, more people see it as a positive career choice.

"In most cases, IT contractors clearly have more earning power than permanent IT professionals. This is particularly true of people in the primes of their careers, as relatively few permanent IT workers have entered the six-figure range."

We have another big year ahead at ICCA. Larry Bremer is about to put the finishing touches to the year 2000 monthly program schedule. Also, in June we have two additional events: the Strictly Business Computer Expo on the 7th and 8th. Our ICCA booth will be there, our June monthly meeting will be the afternoon of the 7th at the Convention Center where the Expo is being held. This event will be followed immediately by the ICCA National Conference in Boston, on the 9th and 10th.

I have a request. Larry and I could use your help. As before, as the "finishing touches" are made to the schedule, we need sponsors. A sponsor coordinates the appearance of the topic speaker at the ICCA meeting. This coordination consists of letting the speaker know the location and time of the meeting and works with Larry on making sure an overhead projector and/or a screen are available. As in the past, some months prior to the program, you may be contacted to sponsor one of the monthly topics. If it sounds easy, it's because it really is. Thanks for helping out.

The January program is our annual Vendor (Broker) Fair. More on this event elsewhere in this newsletter.

See you at the Lido on the 18th

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INDEPENDENT
COMPUTER
CONSULTANTS
ASSOCIATION

Newsletter
of the



Minnesota Chapter



Sixth annual 'Broker Fair'

By: Ben Moyle

The Minnesota Chapter of the Independent Computer Consultants Association (ICCA) will be holding its sixth annual 'Broker Fair' is a part of its monthly meeting on the evening of Tuesday, January 18, 2000, at the Lido Restaurant in Roseville, 2801 Snelling Avenue, about 1/2 mile North of Highway 36.

Although the primary emphasis is on companies that provide opportunities to computer-related contractors, companies which sell products or services or have certification programs that might be of interest to our members are also welcome.

The format of the evening is simple and relatively low-key. It begins with a social period at 5:30, which is probably the main period for brokers and consultants to 'network', so members are encouraged even more than normally to arrive at 5:30. There is a dinner at 6:30, cost \$20 per person, the Lido's quite popular Italian buffet. Following dinner each vendor will be given a chance to describe their company to the group. This is expected to take 2-5 minutes each. This will be followed by the official chapter annual business meeting, including new officer elections.



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FUTURE MEETING

Wednesday February 16, 2000 –
Wyndham Garden Hotel

[ed. note]

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Attention all ICCA members:
Get involved, write a story for the newsletter. I need stuff to fill these white(blue) pages!!.

Meeting Reservations: Members may phone your reservation to Joan Barnes at 651-257-2570, **by 3:00 PM, Friday, January 14, 2000.** Non-members should mail this form to: ICCA Minnesota, c/o Roger Montague, 2738 Winnetka Ave. N, New Hope, MN 55427.

Name: _____ Company: _____
Address: _____ City: _____
State: _____ Phone: () _____

Menu: Lido's Italian Buffet

Members \$20 Non-members \$20 x _____ = _____

Enclosed is a check for: _____