

# ❖ Consultants in Minnesota ❖

September 2000

## President's Message

By Larry Bremer

### Greetings

I can hardly believe that summer is essentially over, kids go back to school, and birds'll soon go south. This summer has flown by too quickly. With the National conference and Strictly eBusiness in June and no meetings in July and August, its time to get back into the work place.

Two issues I'll focus my attention on this month are the National Conference and WEB site development.

The national Conference was in Massachusetts this past June, with a theme of "Independents Freedom Trail". There were lots of very good sessions, in technical and general tracks. There are a lot of professional speakers in the East

from which to select. Next year is planned for Kansas City – much closer for us – will help to reduce travel costs – make plans to go next summer.

The National office has done much to enhance their web site. Visit as soon as you can to update your personal profile on their site. They have a good search engine that lets prospective clients search for a specific skill (keywords on your profile) and also by location (state). Other highlights include the ability to order handbooks, client brochures, establish an email alias such as [ljbremmer@icca.org](mailto:ljbremmer@icca.org),

maintain your own web page on their server, examine the many benefits and review ICCA's bylaws.

There is still opportunity for you to participate as a program chair. Being a program chair is a great way to become involved in the chapter, meet some knowledgeable people in your field of interest (networking) and to learn more about your topic of interest. Trust me when I say it is a rewarding and (mostly) enjoyable experience. Please discuss potential topics with Gordy Schesel.

Looking forward to seeing you at the Wyndham, September 21<sup>st</sup>, to learn more about business to business.

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INDEPENDENT  
COMPUTER  
CONSULTANTS  
ASSOCIATION

Newsletter  
of the



Minnesota Chapter

# Sept



**The Strictly e-Business Computer Expo®**

By Gordon Schesel

It seem ages ago already, but it was only last June. So many events have come and gone since then but let me tell you about the Expo and our chapter's involvement in the show again this year. We do this annually because: the show provides great networking opportunities, for example, meeting influential people such as contract labor buyers and other independent contractors. It also helps us locate future speakers and build on a list of future monthly program topics. And finally, it helps us all by getting the ICCA name out there...providing additional name recognition for our association.

The Expo was on Wednesday and Thursday, June 7<sup>th</sup> and 8<sup>th</sup>. As always, we acquired one of the two ICCA display booths from the National Office. Larry Bremer and I set it up in record time on the Tuesday evening during our allotted time slot. Do you recall the wave of heat and humidity that week? Yowser!!

Anyway, the booth always works very well for us. We had an enthusiastic group of our members staffing the booth in 2 hour time blocks. My thanks again to all who volunteered.

The show is produced by a group named Cygnus Expositions, formerly Champion Productions. Our contract/agreement with them to be able to obtain booth space and a meeting room (this year it was large enough for 200 people), at no cost is to hold our monthly meeting at the show and invite the public. Having our usual monthly meeting in the middle of the day is not feasible, our members are out billing then. We tried something a little different. An interested speaker contacted us and was willing to put on two 1 hour presentations on the 1<sup>st</sup> day of the show. His name was Bill Peter. He is a speaker, author and consultant. He has written several books including – **Unleashing Business Creativity**. He is from around here and specializes in corporate training;

sparkling creativity in our many business environments. And he would do it at a very reasonable cost to the chapter; just enough to cover his time and expenses. The cost was reasonable and included up to 48 copies of his book, those that were unsold after the two one-hour presentations.

The Expo was very well attended, very successful judging from the feedback received, and it produced many contacts for us. In some respects, it was unfortunate that it conflicted with the National ICCA Conference in Boston which was in the same week. Nevertheless, we succeeded at what we set out to do.

**Business to Business**

Don Tredinnick – Senior Solutions Consultant – TIBCO Software Inc. Don has been involved with the development of large distributed enterprise systems for the past 18 years. He has held numerous lead and management positions including Test and QA Manager, S/W development Manager, and Software Architect. Don has been employed by the US Navy as a Computer Scientist, Lockheed Martin, DataCard, and Inprise Corporation. From 1994 through 1999, in addition to regular job duties, Don also gave lectures on CORBA for the IEEE Computer Society, Twin Cities Object Technology User's Group, and to Twin Cities Corporations. Recently, Don has been helping prospects and customers develop strategies for integrating existing systems into a B2B solution.

**Successfully Deploying a B2B Partnership**

Business to business partnerships are the new hot topic for organizations trying to get a step ahead of their competition. This talk will address the following topics:

- Communicating with partners
- Selecting a B2B server
- Processing Partner Requests
- Generating Requests to Partners


**Write a story for Consultants in Minnesota**

By Gordon Schesel

We are looking for the following items from the general membership:

- § **Members exposed** – this is a news item about you. A new business venture, a speaking engagement, an award presented.
- § **Member to Member** – Two for more members from different firms in a joint venture. This includes working jointly on a project, one member working for another member, or one member placing another member at a firm.
- § **Announcements** – Any announcement of general interest to the membership is welcome. An example is a meeting of another group.
- § **Advertisements** - Members and non-members...this has not been done yet, but if anyone is interested, the board can vote on getting this approved.
- § **Articles** – We are always looking for articles. If you would like to write an article, please contact Magne.

	Program topic	Presenter	Sponsor	Location	Date	Firm commitment from presenter	Alternate topics
Jan '00	Broker Fair		Ben Moyle	Lido	Tues Jan 18		
Feb	DSL		Joe & Jackie Hart	Wyndham	Wed Feb 16		
Mar				Lido	Thurs Mar 16		
Apr				Wyndham	Tues Apr 18		
May	Data Warehousing Tool		Joe & Jackie Hart	Lido	Wed May 17		
Jun	Meeting will be at Strictly Business Computer Show at Mpls Convention Center on the 7th, topic is open, however, a brainstorming session to increase chapter interest could be done; National in Boston on 8th - 10th	No Local Meeting		No Local Meeting	No Local Meeting		
Jul	no meeting			summer hiatus	Tues Jul 18		
Aug	cio-access.com/ <b>CANCELED</b>	Don Brazelton 1.888.265.5400 x 237	Larry Bremer 763.557.5753	Lido	Wed Aug 16		no
Sep	Business to Business	Don Tredinrick	Amy McKernon 651.702.5039	Wyndham	Thurs Sep 21	yes	
Oct	Entrepreneurship	Paul Miller w/AdvantageGrp.com	Magne Hatlevik	Lido	Tues Oct 17	yes	
Nov	High Tech Legislation		Ray Giske 952.861.6054	Wyndham	Wed Nov 15		
Dec	Holiday Party			TBA	Thurs Dec 21		
Jan '01	Broker Fair		Ben Moyle	Lido	Tues Jan 16		



Meeting Reservations: Members may phone your reservation to Joan Barnes at 651-257-2570, **by 3:00 PM, Monday, September 18, 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 Selections: Baked Cod or Pork Chop \_\_\_\_\_

Members \$25 Non-members \$28 x \_\_\_\_\_ = \_\_\_\_\_  
 Late Charge \$2 x \_\_\_\_\_ = \_\_\_\_\_



# Next Meeting

Thursday, September 21, 2000

## Business to Business

### Wyndham Garden Hotel

4460 W 78th St. Circle  
Bloomington  
(612)831-3131

Social Hour at 5:30PM  
Dinner at 6:30PM

For reservations call  
Joan Barnes @ 651-257-2570

## FUTURE MEETINGS

- Oct 17 Entrepreneurship @ Lido
- Nov 15 High Tech Legislation @ Wyndham
- Dec 21 Holiday Party

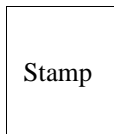
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