

❖ Consultants in Minnesota ❖

May 2001

President's Message

By Randy Hayman

Greetings All!

As I sit down to ruminate about this month's newsletter column, a number of items come to mind.

Though, first, I would really like to thank Ray Giske for sponsoring this month's presentation: Software Developers' Rights and Duties, presented by Gregory C. Brown. This was a timely presentation informing us about software developers' rights and duties under the Uniform Computer Information Transaction Act (UCITA), a new law governing software license and development transactions. Lines have been drawn in the sand between numerous public and private institutions regarding UCITA and its potential impact on consumers and merchants. If you missed this month's meeting, you missed another great presentation! Thank you very much Ray and Gregory!

I would like to thank the two guests we had at the April meeting, Leon Williams and Jim Wicker. Thank you for attending, and I sincerely hope you join us again. Your input and insight at the meeting was greatly appreciated.

I would like to take a moment to correct an error I made in last month's column. Jack Rose has transferred his membership from the New York chapter to our Minnesota chapter. He was not a guest, but a member. My apologies

Jack.

Now, back to my ruminations. First, is it just me and my relatively new business that seems like I go through feast or famine times? I'm having a ball currently working full time at a client site; however, my informal network has produced two solid leads that require me to write full proposals for, or let those great opportunities pass by. Why couldn't even one of these leads have occurred when I was between clients for that long stretch? Like I said, feast or famine....

Ah! the freedoms of an independent consultant. I can't say that I'd choose to have it any other way. I like the bits of downtime between clients to refocus and regroup myself. If I didn't get that downtime scheduled for me, I'd schedule it for myself via mini-sabbaticals. Perhaps the use of the term sabbatical which implies every seventh year is misleading, and mini-vacation sounds like an event with no ulterior motives; maybe I should just call them time-outs, just like the periods of reflection that modern-day parents have been using with their children.

Remember to send in your ICCA National Conference paperwork and payment by May 1 to receive maximum discounts for your very own mini-time-out. Previous attendees of the ICCA National Conference have great things to say about attending, things like "I have always returned with more ideas than I can possibly implement in my business."

Since becoming involved with ICCA last year, I make it a point to include "member of ICCA" in most of my communications with clients, and with my personal network. I would guess that over 90% of the folks I mention that to query me on what ICCA is, and they are almost always astonished that not only is

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INDEPENDENT
COMPUTER
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Newsletter
of the



Minnesota Chapter

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ICCA a national organization, but that it's been around for 25 years and they've never heard of it! Almost always, they are interested in learning more about ICCA - what it is and what it's about. What do you do to promote yourself? Could you also promote ICCA along with yourself?

If you know of an avenue for our local chapter of ICCA to gain publicity, please let one of your officers know. They are listed on the cover of every newsletter. I'd be more than willing to do the leg work and write-ups for each lead that you submit. So, here's this month's challenge. Overwhelm me by having me keep my word on this!

Next month, we will NOT be having a monthly dinner meeting; however, try to take some time out of your busy schedule to attend the Strictly eBusiness Expo Wednesday and Thursday May 23rd and 24th at the Minneapolis Convention Center. Our very own David Skarjune will give a presentation from 1:00 to 2:00 on Thursday entitled "Knowledge Management."

Our June Meeting, scheduled for Thursday the 21st will NOT be held at the Wyndham Garden Hotel, but is scheduled to be held at the Microsoft offices at 494 and Normandale Blvd (building 8300). The scheduled speaker is Tom Moen, and the topic has not been definitively set yet. Hope to see you there.

That's the view from here. Let me know your thoughts (and publicity leads) by sending me email at haymanr@pureice.com.

Introduction to Knowledge Management

by David Hedrick Skarjune

Knowledge Management is the driving force behind powerful systems including Knowledge Bases, Business Intelligence, E-Commerce, and Customer Relationship Management. Is Knowledge Management a technology or a methodology? Why is knowledge different from information? How can a company assess its needs and opportunities for using Knowledge Management? What are the benefits of implementing Knowledge Management solutions? Learn how businesses, both large and small, can take advantage of Knowledge Management strategies.

David Hedrick Skarjune is a consultant with Word & Image, LLC and teaches Systems Analysis and Design at the NEI College of Technology. His articles have appeared in Access/VB/SQL, Print, and he was a correspondent to Time magazine.

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The ICCA National Conference in Kansas City

Joan Barnes is going to be driving to the Conference in Kansas City – leaving early Thursday, June 7, returning late Monday, June 11, and she is looking for fellow travelers. For a good time call Joan, 651-257-2570.



ICCA at Strictly eBusiness Expo on May 23-24

By David Hedrick Skarjune

Our Minnesota Chapter of ICCA will be an exhibitor at the annual Strictly eBusiness technology expo on May 23 & 24, 2001 at the Minneapolis Convention Center. We'll be at booth 1705 in the "Strictly eBusiness" section located towards the front on the far right as you enter the hall, between the Digital Media and Career Fair sections. Hours are from 10 a.m. to 5 p.m., and there is no admission fee as long as a registration form is completed.

This is a great occasion for ICCA to make its presence known to both consultants and clients, as some 35,000 people will rub elbows to meet with over 1,000 exhibitors. For most of us effective networking is a key to our success, and as one of the largest technology events in Minnesota, Strictly eBusiness offers many opportunities to make new contacts with potential members, prospective clients, and both local and national vendors.

We are also sponsoring a technical seminar at the expo, as part of our non-profit deal with expo sponsor Cygnus Expositions. David Hedrick Skarjune will deliver a presentation on an "Introduction to Knowledge Management" that will include information on ICCA and the value delivered by consultants, on Thursday, May 24 at 1:00 p.m. in Room 203B.

While we receive free exhibition space worth more than \$2000 as a non-profit group, we rely on volunteers to staff our ICCA booth. Many of you have already signed up for a shift, but there is still room on

the volunteer roster for anyone who can help or who just wants an excuse to hang out at the expo! Volunteers will be pre-registered to pick up Exhibitor Badges, you will receive instructions via E-Mail one week prior to the expo, and you will receive a reminder phone call on the week of the expo.

Strictly eBusiness is sending special informational packets on the expo to all ICCA Minnesota Chapter members, and we ask you to attend and to encourage your associates and clients to attend as well.

If you want to volunteer or have any questions regarding Strictly eBusiness, contact David Hedrick Skarjune at (612) 724-9357 or dhs@wordimage.com.

For more information about Strictly eBusiness, visit the web site at: www.strictlyebusiness.net



May 2001 Meeting!

There is no regular meeting planned for May 2001. Instead, you are welcome to attend the ICCA Minnesota sponsored educational seminar at the Strictly eBusiness Expo on Thursday May 24, 2001 with speaker and consultant David Hedrick Skarjune.

"Introduction to Knowledge Management".
Thursday May 24, 2001 at 1:00pm Room # 203B



Next Meeting

Thursday, June 21, 2001

Something about MicroSoft with Tom Moen

MicroSoft

Microsoft offices at 494 and
Normandale Blvd (building 8300)

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

For reservations call
Joan Barnes @ 651-257-2570

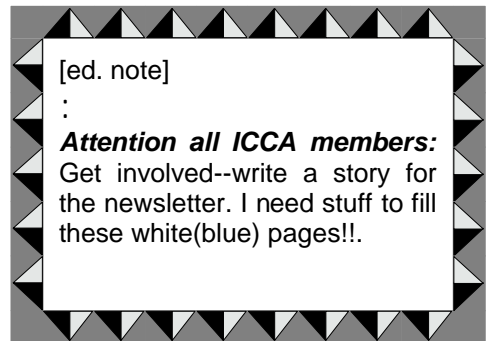
FUTURE MEETINGS

Thurs Jun 21	MicroSoft
Thurs Aug 23	Italian Market Deli by Lido
Tues Sep 18	Wyndham Garden Hotel

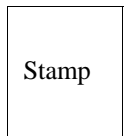
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