

# ◆ Consultants in Minnesota ◆

February 2003

## President's Message

By Randy Hayman

Greetings!

I'd like to have you help me welcome Bob Newman as our new Newsletter Editor. Bob

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recently decided to get more involved in our organization. Why? Why don't you ask him. I have a good idea, but certainly would not want to put words into his mouth. Here is your first opportunity to help me welcome Bob - send him an email thanking him for volunteering, and you may even suggest that you have an idea for a future newsletter column that you may want to write. Don't even think you have nothing to submit. I'll pass along a little secret - none of us ever thought that we had something worth publishing until we did it and we got feedback that it was valuable to somebody else.

Along those same lines, we will sadly miss Magne and his efforts over the past SIX, yes six (6) years as newsletter editor. Please look at last months newsletter to find Magne's email address and send him a note of thans for the job well done during his tenure.

This organization of ours could not be as dynamic and vibrant as it is without its volunteers. Consider a volunteer position for yourself, there are many to choose from, and absolutely none of them require more than a couple of hours a MONTH to fulfill.

Now on to business. Like ICCA, you and your business grow by the effort put into

them.

I'm finishing up a project for a small professional corporation in the local area, and let me tell you, I am feeling re-invigorated. This small office is getting extremely enthusiastic about the possibilities within IT that can help them do their medical work even better. I am implementing a PalmOS-based PDA solution for them that allows their staff to schedule appointments and meetings online for the entire crew of physicians and the physicians can then carry their current schedule around on their PalmOS PDAs by a daily Hot-Sync. This is not state-of-the-art technology, but it is leaps and bounds ahead of the paper-based scheduling system they had been using until I started working with them.

Then they started getting more enthusiastic....

Once they saw the possibilities of an integrated IT solution to their business problems, they came up with three other ideas - one, a VPN for their CPA to access their secure accounting system remotely, and to do it securely - !check!; two, an online presence such that they could host their own website and cut the cost of their business by the amount of their online hosting service amount monthly. This isn't a huge amount, but it will add up over time - !check!. And, three, they heard about Linux and wanted to know if they could set up a secure file sharing system for their staff to access both remotely and from within their LAN, so I set up a Linux file server behind a firewall with only port 22 open, and I also set them up with SSH client software so that they could transfer files to and from the office LAN while remaining more secure than most of the their Internet 'neighbors' - !check!.

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INDEPENDENT  
COMPUTER  
CONSULTANTS  
ASSOCIATION

Newsletter  
of the



Minnesota Chapter

(Continued from page 1)

Just today, one of the physicians took me aside and started grilling me about the possibilities of Linux, not only for his home LAN, but for its affect on the current IT market. This was not the time for me to get up on a high horse, but to answer his questions in an unbiased manner, regardless of my personal opinions. In doing so, I was able to provide my expertise in matters with which I have greater knowledge and experience than him to solve even more problems which he was facing - ! check!.

With these Creative Solutions for creative solutions, I have added a far greater number contacts to my network than just the staff at this professional corporation. I believe the work-of-mouth netowrking I get from their enthusiasm and happiness will result in even more business for my firm, but it will take some time. I am willing to give my business that time, but I am also continuing to pursue other networking avenues.

Networking is a never-ending pursuit, but it is also a pursuit that need not be painful.

That's the view from here.

## Links worth Investigating

**Ask questions in ads for greatest effectiveness :** Posing questions in advertisements often leads to more effective campaigns, marketing experts say. Consumers have learned to "tune out" aggressive commanding ads and are instead more drawn to ads that directly address the individual and give them something to

act on. The full story: "The Art of Asking the Right Questions"  
[www.clickz.com](http://www.clickz.com)

**IT Certifications and What They're Really Worth:** Nearly every high-tech corporation or professional society seems to offer a certification program these days ...it can be difficult to sort through the available options and determine how much concrete gain might result from obtaining a new credential. The full story:  
[www.newsfactor.com](http://www.newsfactor.com)

**Are ASP Users Marooned on an Island?** Keep it Simple, Stupid. That was the premise that guided CRM application service providers when they first entered the market three or four years ago. They offered an easy-to-use Web-based system with user-friendly interfaces that provided 80 percent of the functionality of the more complex licensed-software vendors...  
See the Full Story:  
<http://www.ecommercetimes.com/perl/story/20604.html>

**Identity Theft: What's in Your Wallet?**  
A Social Security Number is often the key to stealing someone's identity. You wisely don't carry your card in your wallet, but does the number appear on insurance cards or other documents? Protect yourself by having the number changed or blanked out on documents you carry...  
See the Full Story:[www.fool.com](http://www.fool.com)

**2003'S TOP TEN SURPRISES:** Morgan Stanley's senior strategist Byron Wien comes out with bold predictions every year. On this year's list: A 25% stock market surge, more high tech dividends, and Hillary for president. Read the rest ...  
<http://www.kiplinger.com/columns/value/archive/2003/va0121.htm>

### Key to Wi-Fi Security

Conventional wisdom says wireless LAN access to an enterprise adds enormous risk because it lets crackers break encryption, snoop traffic, insert packets and associate at will. WLAN access points must be outside the firewall, with VPN connections tunneling through. No exceptions...  
See the Full Story:  
<http://www.newsfactor.com/perl/story/20632.html>

**The Big Lessons of a Little Worm:** While the chaos caused by the Slammer worm on Saturday, Jan. 25 has subsided, the tiny program that gummed up the Internet leaves some painful insights into the immense damage a voracious invader can inflict -- not only on its direct targets but to secondary ones as well...  
See the Full Story:  
<http://www.newsfactor.com/perl/story/20667.html>



ICCA-MN Wednesday February 19, 2003 Presentation

TOPIC: ".NET and J2EE: War of the Frameworks"

The cost of developing, delivering, maintaining, and supporting IT systems is growing. At the same time, organizations are demanding more and more from IT resources and personnel. The so-called network economy is pushing organizations to build systems that incorporate legacy applications, automate processing between business applications or business partners, and give customers the innovative on-line services they demand. As such, "seamless interoperability" between applications within organizations and between their business partners is the goal towards which many of us aspire.

As organizations work to get closer to seamless interoperability, it becomes increasingly evident that the greatest cost IT departments face is not the cost of the systems themselves but this "glue" that holds them all together. To respond to these imperatives, the software vendors in both cooperative and unilateral initiatives have developed "enterprise frameworks".

Enterprise frameworks are modularized, component-based systems that specify standards, protocols, services, API's, application models and, in some cases, server platforms for developing and integrating multi-tiered applications. Over the past few years, vendors have positioned themselves mainly around one of two camps: Microsoft's .Net framework, and all other software vendors, most of whom have moved their offerings to the J2EE (Java 2 Platform Enterprise Edition) standard. IBM, BEA, Sun, Oracle, and most open source offerings are built upon the J2EE standard. However, simple as it may seem this is not a one front war. Software vendors, open-source initiatives, standards communities, and consortiums are weaving an intricate dance to position themselves with the right technology offerings at the right time in the hopes of setting the standards to which their proprietary (or favorite) platforms are most applicable.

This talk will explore the technologies, the vendors, and the business climate that has led to this war of the frameworks.

SPEAKER: Brian Hase, Systems Consulting Group, Inc.

Brian Hase is a senior manager with Systems Consulting Group, Inc. Systems Consulting Group specializes in e-commerce development using agile methods in Java application server environments working with firms such as 3M, Cargill, and Datacard Group. Brian coordinates practices focused on the open source, ATG, IBM, and Lotus platforms.

Mr. Hase began his IT career as a programmer analyst working in mainframe environments. In the late 80's, he moved to desktop and client-server application development using Visual Basic and Smalltalk. In his career he has had the opportunity to explore many diverse areas of information technology ranging from groupware to object-oriented databases (OODBMS). His current interests are in agile development methodologies, web scenarios, and web services.

Mr. Hase received his undergraduate degree in 1984 from Augsburg College in Minneapolis. In 1998, the degree of Master of Science in Software Engineering was conferred upon him by the University of St. Thomas in St. Paul.



Meeting Reservations: Members may phone your reservation to Joan Barnes at 651-257-2570 by 3:00 PM, Monday, February 17, 2003. Non-members should mail this form to: ICCA Minnesota, c/o Norm Nelson, 2200 E 22nd St. Minneapolis, MN 55404-3165

Name: \_\_\_\_\_ Company: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_

State: \_\_\_\_\_ Phone: ( ) \_\_\_\_\_

Menu Selection: Wyndham Garden Hotel  
Buffet

Members \$25 Non-members \$28 x \_\_\_\_\_ = \_\_\_\_\_  
Late Charge \$2 x \_\_\_\_\_ = \_\_\_\_\_  
Enclosed is a check for: \_\_\_\_\_



# Next Meeting

Wednesday, February 19, 2003

## TOPIC: ".NET and J2EE: War of the Frameworks"

**Wyndham Garden Hotel**  
4460 W 78th St. Circle  
952-831-3131

Social Hour at 5:30PM  
Dinner at 6:30PM  
For reservations call  
Joan Barnes @ 651-257-2570


### FUTURE MEETINGS

**03/20/03—Italian Market Deli by Lido**  
Topic: Ret Plans for the Self-Employed

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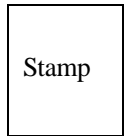
[ed. note]



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



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