

# ◆ Consultants in Minnesota ◆

April 1998

## Vice President's Message

by Gordon Schesel

### Filling In for Ray

Last month's meeting included a new experience for me. I got to fill in for Ray who had another commitment. I must say I enjoyed the opportunity. Last June, when Ray, speaking for the board, approached me about filling in for Jerry Stiff, the VP at the time, I knew what my answer had to be. I said to Ray, "I need this. I need this experience, this will help me develop a skill that I have always needed to be better at. Speaking to groups has never been easy for me." With some help from Toastmasters and, most importantly, with a lot of support and assistance from you, the members of this ICCA chapter, I think I am improving. Thanks for allowing me the opportunity to grow.

### New Members

Our new member, Mike Walz, was in attendance. His more recent background as a consultant was in assembling hardware systems to customer orders, more recently he is doing software installations and tech support. Other new attendees: Tom Mahoney, a friend of Mike DeWitt; and Jeff, a friend of Joan Barnes and Norm Nelson; and last but not least, Pete TerMaat.

### Schedule Changes

We ran through the remaining program schedule for the year. A discussion of the convenience of having a May meeting in addition to participation in the Strictly Business® Show resulted in a straw poll which unanimously said

"maybe we shouldn't have a meeting in May."

The schedule for the remainder of the year has been modified to reflect the cancellation of the May ICCA meeting; the Project Management meeting that was listed for May will be slotted for October in place of Voice Systems. The rationale is that the PM presenter, Rita Mulcahey, is available to do the presentation that month on the 20th.

Accordingly, a print of the changed schedule will appear in a later newsletter.

### Strictly Business® Show

The Strictly Business® show is scheduled for Wed., May 13th and Thur., May 14th. ICCA-MN will be participating on Wed., the 13th by staffing an information table and presenting some information sessions generally related to providing information systems consulting services. Further details on the show in general and ICCA-MN's involvement will be provided by Bob Sieber at our April meeting.

### IBM Conferences

Also in the area of conferences, IBM has what they refer to as the IBM Consultant Response Center (800-IBM-4046) where consultants who are members of the IBM Consultant Relations program, can request a pass to one of the many IBM conferences. You pay for your expenses, they provide the free pass. This includes any of the IBM sponsored conferences and you do need to be registered with their Consultant Relations group. You can do this at their web site <http://www.ibm.com/consultantrelations> or by calling 800-IBM-4046.

**APRIL**

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INDEPENDENT  
COMPUTER  
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Newsletter  
of the



Minnesota Chapter

**March Meeting: Financial Planning**

by: Steve Roetzel

It's never too late to get a jump on retirement. Our guest speaker for March was Mr. Curt Hintzman from Norwest Investment Services. He spoke to us about several different retirement plans that could be used by individuals and small businesses alike. They included the Simplified Employee Pension Plan (SEP), Savings Incentive Match Plans for Employees (SIMPLE IRA), and the Roth IRA which is new for 1998. Mr. Hintzman described the different retirement plan limits, and how the plans differed from each other. Advantages and disadvantages of the plans were discussed and specific examples were given for reference. Each of these retirement plans would allow an independent consultant to invest in their company and invest in themselves. The only decision to make is to choose the retirement plan that complements your company goals.

**New Idea for Modems**

By: William B. Smale smale002@tc.umn.edu

Finally a good use for all that old computer equipment cluttering your closet!!

**IMPORTANT IBM NEWS-FLASH**

KABINDA, ZAIRE--In a move IBM offices are hailing as a major step in the company's ongoing worldwide telecommunications revolution, M'wana Ndeti, a member of Zaire's Bantu tribe, used an IBM global uplink network

modem yesterday to crush a nut.

Ndeti, who spent 20 minutes trying to open the nut by hand, easily cracked it open by smashing it repeatedly with the powerful modem. "I could not crush the nut by myself," said the 47-year-old Ndeti, who added the savory nut to a thick, peanut-based soup minutes later. "With IBM's help, I was able to break it."

Ndeti discovered the nut-breaking, 28.8 V.34 modem yesterday, when IBM was shooting a commercial in his southwestern Zaire village. During a break in shooting, which shows African villagers eagerly teleconferencing via computer with Japanese schoolchildren, Ndeti snuck onto the set and took the modem, which he believed would serve well as a "smashing" utensil.

IBM officials were not surprised the longtime computer giant was able to provide Ndeti with practical solutions to his everyday problems. "Our telecommunications systems offer people all over the world global networking solutions that fit their specific needs," said Herbert Ross, IBM's director of marketing. "Whether you're a nun cloistered in an Italian abbey or an Aborigine in Australia's Great Sandy Desert, IBM has the ideas to get you where you want to go today."

According to Ndeti, of the modem's many powerful features, most impressive was its hard plastic casing, which easily sustained several minutes of vigorous pounding against a large stone. "I put the nut on a rock, and I hit it with the modem," he said. "The modem did not break. It is a good modem."

Ndeti was so impressed with the modem that he purchased a new, state-of-the-art IBM workstation, complete with a PowerPC 601 microprocessor, a quad-speed internal CD-ROM drive and three 16-bit ethernet networking connectors. The tribesman has already made good use of the computer system, fashioning a gazelle trap out of its wires, a boat anchor out of the monitor and a crude but effective weapon from its mouse.

"This is a good computer," said Ndeti, carving up a just-captured gazelle with the computer's flat, sharp-edged EMS shielding. "I am using every part of it. I will cook this gazelle on the power supply and serve it on my extended keyboard." Hours later, Ndeti capped off his delicious gazelle dinner by smoking the computer's 200-page owner's manual.

IBM spokespeople praised Ndeti's choice of computers. "We are pleased that the Bantu people are turning to IBM for their business needs," said company CEO William Allaire. "From Kansas City to Kinshasa, IBM is bringing the world closer together. Our cutting-edge technology is truly creating a global village."

**Visitors and new members at the ICCA Minnesota Tuesday March 17th meeting**

A hearty welcome to our visitors and new members at the March 17th ICCA meeting. We all hope you will visit again and become part of our association:

Mike Walz (new member)  
 Jeff Stramer  
 Pete TerMaat  
 Mike Dewitte

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[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!!.

# STRICTLY BUSINESS<sup>®</sup> COMPUTER EXPO



STRICTLY BUSINESS<sup>®</sup> COMPUTER EXPO FORMS PARTNERSHIPS WITH INFORMATION AUTHORITY  
GARTNERGROUP AND INC. MAGAZINE

EXPO EXPANDS CONFERENCE OPPORTUNITIES FOR ATTENDEES

FEBRUARY 24, 1998  
CONTACT: JOHN HENDEL  
612.894.8007 [jhendel@strictly-business.net](mailto:jhendel@strictly-business.net)

MINNEAPOLIS, MINNESOTA - The world's leading authority on information technology, GartnerGroup, will co-locate with the 16th. Annual Strictly Business<sup>®</sup> Computer Expo, May 13 & 14 in Minneapolis. The addition of a GartnerGroup coordinated conference and *Inc.*World Business Expo and Conference makes the Expo, already one of the nation's largest end user computer shows in the country, even larger and more informative than previous years.

The Strictly Business<sup>®</sup> Computer Expo offers over 1,100 exhibits of the latest computer technology and solutions for today's growing business economy. The professional attendance for the two day event has continued to grow, and last year's event drew over 43,000 people

from five states. National manufacturers, including Apple, Digital, IBM, Lotus, Microsoft, Novell and Xerox, will showcase their wares to technology buyers of the upper Midwest.

The addition of the GartnerGroup brings an element of technology insight previously available only at national shows. GartnerGroup, the world's leading IT authority, is producing a two day information technology seminar designed to instruct attendees on how to keep pace with the constantly evolving corporate industry. Registration information is available by calling (800) 778-1997 or online at <http://www.gartner.com/events>.

Patterned after *Inc.* magazine, the *Inc.* World Business Expo and Conference will offer business owners and professionals a convenient way to meet with many suppliers in one place at one time and learn ways to run a more

productive, more profitable business. The conference track offers attendees educational seminars focusing on Sales, Marketing, Internet, Finance, Leadership and Customer Service. These briefings are free for any attendee who has registered for the Expo.

The 16th. Annual Strictly Business<sup>®</sup> Computer Expo and *Inc.*World Business Expo & Conference will take place on May 13 and 14 in Minneapolis. The Convention Center will host the event. For more information, contact John Hendel, Champion Productions, (612) 894-8007. Admission at the door is \$20. Complimentary registration is available on the web at <http://www.strictly-business.net>. Email comments and questions can be directed to [jhendel@strictly-business.net](mailto:jhendel@strictly-business.net).



Meeting Reservations: Members may phone your reservation to Joan Barnes' office at 257-2570, **by 3:00 PM, Monday, April 13, 1998.** Non-members should mail this form to: ICCA Minnesota, c/o Steve Roetzel, 4428 Lakeshore Terrace, Eagan, MN 55122.

Name: \_\_\_\_\_ Company: \_\_\_\_\_  
 Address: \_\_\_\_\_ City: \_\_\_\_\_  
 State: \_\_\_\_\_ Phone: ( ) \_\_\_\_\_

Italian Buffet

Members \$20 Non-members \$23 x \_\_\_\_\_ = \_\_\_\_\_  
 Enclosed is a check for:



# Next Meeting

**Thursday April 16  
E-net Connection  
Italian Market Deli by  
Lido**

**2801 North Snelling Ave  
(north of Rosedale)  
636-9721**

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

For reservations call  
Joan Barnes @ 257-2570

## FUTURE MEETINGS

**Wednesday May 13**  
Strictly Business® Computer Expo

### Our April presenter

by Gordon Schesel

Our originally scheduled speaker, Mike DuBois, has a schedule conflict. In his place will be Chuck Wallace.

I have not spoken to Chuck Wallace yet; he has been instructed to call me in the "next couple of days".

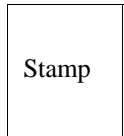
Our topic for April is "e-net connection". Our April presenter will be: Chuck Wallace of the Rochester IBM office. Chuck has been with IBM for more than 20 years and has an extensive knowledge of e-commerce and IBM's vision and future plans for this technology.

He will be speaking to us about IBM's "e-business" including:  
e-commerce e-net connection

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