



Philadelphia Section IEEE Consultants Network

<http://www.phila-ieee-consultants.org>
Conet.phila@ieee.org

CONET Newsletter
April, 2006

Meeting Announcement for Tuesday, May 2, 2006

Date: Tuesday, May 2, 2006
Place: Sheraton Hotel, 36th & Chestnut Streets
Dinner: 6:30 PM (Network / Social time starts 5:30 PM)
Presentation: 7:15 to 9:00 PM
Topic: ***Engineer to Entrepreneur – Part III: Venture Capital and Business Plans***
Parking: Sheraton indoor lot parking is FREE, if you have your parking stub validated at registration. Enter Sheraton Parking from 36th Street.

Raising Venture Capital and Writing Business Plans

OK, you've gotten that bright idea. You've done some market research. You've built a prototype. Maybe you even have a patent...but you don't have a Warren Buffet or a Bill Gates ready to shower you with some seed money! Where do you go to raise cash...what do investors look for in a soon to be startup company when they assess a potential investment?

Hint – one of the items investors look for is a PLAN, specifically, a BUSINESS PLAN. Do you have one? Do you even know how to write one? Don't be embarrassed - most engineers don't have a clue when it comes to business plans.

Joel Cardis, an attorney and consultant, who literally wrote a book on these things - ***Venture Capital: The Definitive Guide for Entrepreneurs, Investors, and Practitioners***, has some answers for you. Come check out Joel's presentation at our upcoming CONET meeting. Everyone is invited to attend; you do not need to be a CONET or IEEE member. Networking is strongly encouraged at all CONET meetings. Please bring any promotional literature or business cards you want to display or distribute, we have a table set up for this purpose.

Please note our increase in prices for 2006: price for dinner and the meeting is now \$35.00. Admission to the presentation only is now \$15.00. CONET and IEEE Student members can attend the presentation only at no charge. Please bring your COMPLETED checks made payable to CONET, and your parking stub to the registration table at the door.

To reserve your place email CONET@bilelectron.com no later than **3 PM FRIDAY, April 28.**

Please include with your reservation an evening phone number, and indicate whether you will be attending dinner, or just the meeting. Also list any special vegetarian dinner requirements. Due to the large turnouts at previous meetings, **we are now requiring that ALL meeting attendees, even those who are there just for the presentation, reserve a place in advance.** If you arrive without a reservation, you will not be admitted until all those who have made reservations are seated. **This policy also applies to CONET members.**

Your presence and support insures our continuing success as a Philadelphia area Consultants Network. (Winner 2005 IEEE Philadelphia Chapter of the Year Award)

WE LOOK FORWARD TO SEEING YOU THERE!

2006 PRINTED DIRECTORIES

By Stew Leister, CONET Public Relations Director

The 2006 Printed Directories of CONET consultants are now available. If anyone needs some directories for mailing out, e-mail Stew (s.j.leister@ieee.org) and he will bring them to the next CONET meeting, May 2.

COMING EVENTS

April 20 - ICCA Delaware Valley Chapter. Speaker: Patrick Enright, Sybase. Topic: *Living in a Connected World*. More information: <http://www.iccadelval.org/icca/html/meetings.htm>

April 25 - IEEE New Jersey Coast section. Speaker: Anestis Karasaridis, PhD, CISSP. Topic: *Detection of DNS Traffic Anomalies*. More Information: <http://www.ewh.ieee.org/r1/njcoast/>

April 27 - IEEE Consultants Network of Northern New Jersey. Speaker: Frank Middleton, Apogee Communications Technologies, Inc. Topic: *Embedded Linux*. More information: <http://www.technologyontap.org/cgi-bin/meetings.cgi>

May 2 - Regular **IEEE CONET** meeting In Philadelphia (announcement above)

May 10 - Chemical Consultants Network. Speaker: Catherine T. Hunt, PhD., President-elect, American Chemical Society. Topic: *Realigning Our Commitment to Science and Technology*. More information: <http://www.chemconsultants.org/nextmeet.html>

Your thoughts and comments relative to CONET activities or consulting can be voiced to other members and officers through the CONET forum:

<http://www.engineeringforum.org/forum/forumdisplay.php?s=&forumid=16>

For additional information on CONET visit our website: <http://www.phila-ieee-consultants.org>

For Philadelphia IEEE Section activities the section Almanack is now available on line at <http://www.ieeephiladelphia.org>

Jim Walsh
CONET Secretary

CONET Officers

Tom LoCasale	– CONET Chair	locasale@ieee.org
Stew Leister	– Public Relations, Past CONET Chair	s.j.leister@ieee.org
Bob Johnston	– CONET Vice-Chair, Past CONET Chair	r.johnston@ieee.org
Bill Jupin	– Program Chair	BillJupin@bilectron.com
Jim Walsh	– Secretary	drjimwalsh@ieee.org
John Esposito	– Communications Chair – Treasurer	j.esposito@ieee.org
Michael Hendry	– Webmaster	michael.hendry@verizon.net
Steve Sokalski	– Past CONET Chair	s.sokalski@ieee.org
Dave Horowitz	– Director	d.horowitz@ieee.org