



Philadelphia Section IEEE Consultants Network

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

Conet.phila@ieee.org

CONET Newsletter December, 2005

Meeting Announcement for Thursday January 5, 2006

Date: Thursday, January 5, 2006
Place: Sheraton Hotel, 36th & Chestnut Streets
Dinner: 6:30 PM (Network / Social time starts 5:30 PM)
Presentation / Q&A: 7:15 to 9:00 PM
Speaker: Karl Kraus, President of *Material Growth Partners*
Topic: "Engineer to Entrepreneur - Making Your Dream a Reality - (Part 2)"
Parking: IEEE will pay the parking fee for the Sheraton indoor lot, if you have your ticket validated at the meeting. Enter Sheraton Parking from 36th Street.

Engineer to Entrepreneur - Making Your Dream a Reality Part II - Problems, Solutions, and Case Studies

Hewlett and Packard did it, as did Jobs and Wozniak. All were technical people, with an idea and a dream. Maybe you are an engineer or consultant who also has that proverbial 'brilliant' idea. Or lets say you have a small technical business which already provides consulting services, but you dream of making and selling a product. As technical experts, we often don't know where to go or whom to ask to get help in accomplishing these goals. Now, in conjunction with the Temple University Small Business Development Center, CONET is pleased to present the second part of our two part series / workshop.

Karl Kraus is President of Material Growth Partners, and has extensive experience in developing strategies to help small and mid size companies grow their businesses through innovative market and product development processes. Karl's presentation in Part I was given rave reviews . In Part II, Karl will extend his material in Part I, drawing from his experiences working with small and mid-sized companies, and provide real world examples and case studies on how the process was accomplished and how problems were solved. As always, we will encourage question and answer involvement of the audience.

Everyone is invited, you do not need to be a CONET or IEEE member. Networking is strongly encouraged, especially in the pre-dinner social hour. Please bring any company literature or business cards you may have for display, we have a table set up for this purpose.

Price for dinner and the meeting is **\$30**, admission to the presentation only is **\$10**. CONET and IEEE Student members can attend just the meeting / presentation at no charge. Please help us out logistically, by bringing your COMPLETED checks made payable to CONET, along with your parking stubs, right to the meeting. Please note we have moved up the social time a bit.

To reserve your place, email (preferred) CONET@bilelectron.com, or call **Bill Jupin @ 610-631-1018** no later than **noon FRIDAY, DEC 30**. Please include with your confirmation an evening phone number, whether you will be attending dinner, and any special vegetarian meal requirements.

Your presence and support insures our continuing success as a Philadelphia area Consultants Network. (Winner 2005 IEEE Phila Chapter of the Year Award) **WE LOOK FORWARD TO SEEING YOU THERE!**

October CONET Meeting a Big Success

Submitted by Bill Jupin, CONET Program Chair

Are you an engineer dreaming of becoming an entrepreneur, an individual looking to acquire info of practical use in starting, growing, and maintaining a consulting business, or an engineering consultant simply looking for a great environment for networking and meeting socially with others of your same interests?

Or perhaps you are a small business owner in the tri-state area who provides products or services to technical people and is looking to network and distribute marketing materials at a gathering of technical people and potential clients.

If the answer to any of the above is YES, then perhaps you should consider becoming part of the IEEE CONET consultants network, and attending the meetings we hold four times a year at the Sheraton in University City.

CONET was voted Chapter of the Year by the IEEE Section for the past year. We aim to live up to that award in the future by providing good informative programs of interest to IEEE members and other consultants throughout the tri-state area.

Our last meeting, held October 26 at the Sheraton, was the first of a two part series titled "Engineer to Entrepreneur - Making Your Dream a Reality". In "Part I - Process and Opportunities ", Margie Beard and Karl Krauss, from the Temple University Small Business Development Center, presented material on the overall process of developing and growing a product line, and getting Federal Government assistance to conduct product reasearch and development through the SBIR grant program. Margie also outlined the resources available as part of the Temple SBDC to helping small engineering and technical startups.

As seen in the photo, the meeting, which had a CONET record number of 54 attendees, was judged a huge success. Margie has informed us that three attendees have already signed on as clients of SBDC, and are interested in going forward with the SBIR application process.

On January 5, we will present the second part of this series. Here, Karl Krauss, President of Material Growth Partners, will extend and develop the material he presented in the first part, by moving into actual case studies of real companies.

This presentation will be less structured, and more geared to Karl talking about real problems and situations companies have encountered in moving forward with development efforts. As usual, we always open up the floor to question and answer, so this session should be highly interactive, perhaps more so than usual.

In the future, look for our upcoming meeting in March which will feature three of our most popular legal experts conducting a legal roundtable / forum discussion on a variety of topics. You wont want to miss that presentation and dinner!

Final Note: the Sheraton provided prime rib served at our dinners is excellent! We look forward to seeing you there!



Meeting attendees at CONET October 26 meeting at the Sheraton

COMING EVENTS

January 5 - Regular **IEEE CONET** meeting In Philadelphia (announcement above)

January 11, Chemical Consultants Network. Speaker: John Leslie, Shining Star Coach. Topic: *Four Secrets to Effective Communication*. More information :
<http://www.chemconsultants.org/nextmeet.html>

January 11 - IEEE New Jersey Coast section. Speaker: Dr. Wei Su, Army Communication Electronics Research Development and Engineering Center. Topic: *Dual Use of Blind Modulation Recovery Techniques for Digital Communication Signals*. More Information:
<http://www.ewh.ieee.org/r1/njcoast/>

January 12 - ICCA Delaware Valley Chapter. Speaker: Skip Shuda (panel discussion). Topic: *The Cheap Revolution*. More information: <http://www.iccadelval.org/icca/html/meetings.htm>

January 26 - IEEE Consultants Network of Northern New Jersey. Panel discussion. Topic: *Getting Started As A Consultant*. More information <http://technologyontap.org/cgi-bin/meetings.cgi?date=2006-01-26+19%3A30:00>

March 7 - Regular **IEEE CONET** meeting in Philadelphia. Topic: Three of our most popular legal experts conducting a legal roundtable / forum discussion on a variety of topics.

May 2 - Regular **IEEE CONET** meeting in Philadelphia. Topic to be announced.

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

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