



CONSULTANTS
NETWORK

BOSTON SECTION

Consulting News

Summer Edition

August 31, 2007

CNet Consulting News brings you monthly updates on our chapter events, presentations and highlights of our members' noteworthy accomplishments. In this edition:

- ☛ *A review of and photos from the ENet Harbor Cruise*
- ☛ *An overview of recent CNet consultant achievements, including patents, awards, speaking engagements and publications*
- ☛ *Don't miss the Embedded Systems Conference September 18th-21st in Boston*
- ☛ *Check out our new consultant referral service*

Networking and socializing on the ENet Harbor Cruise

The annual Entrepreneurs' Network Harbor Cruise event

This summer's Entrepreneur's Network (ENet) cruise through Boston Harbor was proof positive that entrepreneurs and

balmy evening cruise around the harbor and past the Charlestown shipyard for a viewing of the U.S.S. Constitution's twilight cannon



Paddle Cruise Boat - Tom Maglione



U.S.S. Constitution - Joe Sanroma

consultants can network *and* have fun together. The July 5th event featured a

fire. Conversation flowed as easily as the cocktails throughout the cruise, culminating

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Consulting Highlights

August is generally a slow business month, but our consultants have been as busy as ever. **Michael Steifel** just published a series of on-line articles covering Microsoft Windows Workflow Foundation technology. Read the series at <http://www.reliablesoftware.com>. Michael is also presenting an introduction to Microsoft Windows Workflow

Foundation at the VS Live! conference on September 17 in New York City. In addition to presenting at the Embedded Systems Conference in Boston, on October 18th and 19th **Steven Rakitin** will be featured at the Association for the Advancement of Medical Instrumentation in San Diego, giving a tutorial on Software Verification

and Validation for Medical Device Manufacturers. Steve will be offering the tutorial again at the Software Process Symposium in Edison, NJ on October 29th and 30th. . To learn more about these and other CNet consultants, visit <http://www.boston-consult.com>.

ENet Harbor Cruise (cont'd)

in a ceremony marking the transition of the ENet board to new leadership, bringing fresh voices and ideas to an already highly energized group. ENet sponsors were well-represented at the event, with a

strong contingent of Boston Consultants Network (CNet) members joining the festivities. Thanks to CNet consultants Joe Sanroma and Tom Maglione for their outstanding photographic coverage of the event.

CNet Members at Work - Joe Sanroma



Networking at the Stern - Tom Maglione



Antonio Faillace & Friends - Tom Maglione



Relaxing Below Deck - Tom Maglione

Need Top-Notch Talent?

Look no further than CNet consultants

If you're building a new product or enhancing your current technology, you know that outstanding talent is key to delivering a top-notch product on-time and within budget. But where to find a pool of expertly skilled engineers, technical writers and business professionals capable of meeting your full range of development needs? CNet, of course! Contact our referral coordinator at (774)253-0909 or by email at jobs@boston-consult.com, he'll gather information about your project scope, skills need, schedule and budget, and put you in touch with highly qualified CNet consultants. It's quick, convenient and guaranteed to improve your development lifecycle!

Embedded Systems Conference

Hynes Convention Center, Sept. 18th-21st

CNet members will be at the IEEE booth at the Embedded Systems Conference in Boston September 18th - 21st, eager to answer your questions about IEEE and CNet membership. Stop by and say hello, and don't miss our own **Steve Rakitin**, who will be presenting "Software Verification and Validation for Managers and Practitioners" on September 18th from 8:30-5pm and "Improving Software Reliability for Embedded Systems" September 19th from 10:30-noon at the conference. Visit <http://www.embedded.com/esc/boston> for details and a complete schedule of conference speakers.

Marketing and Sales Strategies for Professional Services

Coming in September with Michael C. Slemmer

On September 26th Michael Slemmer of The Collaborative for Business Development will present his strategies for marketing and selling professional and consulting services. Michael will discuss strategies for developing the value proposition, competitive advantage and the right sales channels, as well as organizational concepts key to building a successful consulting business. This is an invaluable presentation for any consulting or professional services organization, so don't miss our first meeting of the season! Visit <http://www.boston-consult.com/calendar/73.html> for details and directions to our meeting site at the offices of Foley Hoag LLP in Waltham.