

TRAINING STRATEGIES

The Ins and Outs of Alternative Training

Jan Marshall, Baxter Healthcare Corporation

Reduction of training personnel or elimination of entire training departments continues to be common in today's financially strapped Corporate environment. However, reduction of trainers does not reduce the need for training. Jan will highlight two successful alternative training programs which have proven successful at Baxter Healthcare: the outsourcing of personal computer training and the use of application programmers and systems analysts as subject matter experts (SME's) to conduct entry-level programmer training.

Jan Marshall, Training Consultant at Baxter Healthcare Corporation is the administrator of Baxter's Corporate PC and mainframe training program for northern Illinois employees. Since its restructuring in March of 1990, Baxter no longer employs a corporate staff dedicated to computer training, but continues to provide an effective training program through alternative resources. Jan graduated from Illinois State University with a B.S. in Education and prior to joining Baxter in 1988, held various positions associated with training and administration for a not-for-profit social service agency.



Full Life-Cycle Training

Ki Wilson, Stone Container Corporation

A holistic approach to training is presented through Stone Container's corporate training program. This full life-cycle approach progresses from introducing software packages and their business application through skills acquisition to becoming an experienced user and developer. Various organizational, educational and logistical issues will be raised. A partial outline follows:

- I. Introduction to product
 - Corporate Seminar Series
 - The 'Network'
 - Evaluation Process
 - Training Letterhead
- II. Skills Acquisition
 - Technology Driven Instruction
 - Computer Based Training
 - Video Based Training
 - Characteristics
 - Delivery
 - Limitations
 - Instructor-Led Training
 - Basic skills - outside service
 - Basic skills - inside service
- III. Continuing the Process
 - Advanced Topics
 - Topics of interest survey
 - Inhouse training materials
 - Marketing rep focus sessions
 - Developers' Workshops
 - Tips & techniques
 - Inhouse app examples
 - Template programs
 - Interdepartmental info sharing
 - Users Group/'Network'
 - Management Updates
 - MIS Quarterly Reports
 - Quarterly Reports to Dept. Managers

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The meeting is free to subscribers of the Micro-manager Subscription Series. If we run out of space in the room, only those with reservations will be admitted. Please RSVP by mailing or FAXing the form below. You can also respond via the CAMP electronic bulletin board. Any speaker or program changes will be communicated via the electronic bulletin board.

The meeting will be held at the Holiday Inn-O'Hare/International at 5440 North River Rd. in Rosemont, IL. The hotel's phone number is 708.671.6350. It is two blocks south of the CTA River Rd. Rapid Transit Station. The route runs between the Loop and O'Hare. CAMP's phone number is 708.291.1360.

Ki Wilson is a senior microcomputer analyst at Stone Container Corporation, a Fortune 100 manufacturer based in Chicago. Mr. Wilson's responsibilities include planning and policy decisions concerning PC and LAN-based computing for Stone Container's North American locations. Mr. Wilson has over ten years experience in the field dealing with a variety of PC issues including software and hardware standards, vendor relations, application development, connectivity, training, and support.

To: CAMP, Suite 310, 950 Skokie Blvd., Northbrook, IL 60062, FAX: 708.291.1367

I will attend the **Wednesday, December 9, 1992** Micro-manager Subscription Series at the Holiday Inn.

Name: _____ Company: _____ Phone: _____ FAX: _____

Corporate Association for Microcomputer Professionals (CAMP)

Networking and Application Development Subscription Series

Wednesday, November 4, 1992 - 1:00 p.m. - 5:00 p.m.

An Introduction to SNMP and its Application to Network Management

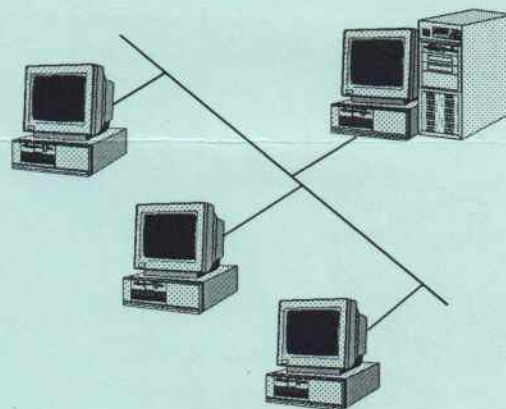
Ken Zoline, President, Kenneth O. Zoline and Associates

The Simple Network Management Protocol, or SNMP, is the foundation from which numerous vendors' network management products are being based. The goal of SNMP is a simple one: Provide a network management system which enables heterogeneous hardware products from heterogeneous hardware vendors to be controlled. The implementation of a full-blown SNMP-based network management system may not be too simple for a novice user of TCP/IP, MIBs, and UNIX. Ken Zoline, President and Principal Consultant of Kenneth O. Zoline and Associates, will address what SNMP is and how it works. He will discuss customization issues and how Vendor-A's network management software can manage Vendor-B's hardware. Lastly, he will discuss the role of TCP/IP in the underlying network as well as the differences between SNMP network management systems based on UNIX and DOS/Windows.

Superservers

Bob Cerny, Manager, Advanced Development, Elkay Manufacturing Company

In the early part of this year, Elkay Manufacturing presented a 3-year Information Resources action plan to executive management. A major element of that plan was the adoption of a dispersed computing strategy and the connection of all personal computers through Local Area Networks. In the course of rolling out their LAN connectivity program, Elkay Manufacturing made a shift in their tactics away from multiple departmental based PC servers to singular location based superservers. This presentation will describe the reasoning behind the shift in tactics, the benefits that were gained as a result of this change, and the key operating benefits that they have realized from their NetFRAME superserver.



The Outlook for OS/2 LANs

Scott Schroeder, President, The Point Group

Using the past as research and the present as a guide, the future of OS/2-based LANs is forecasted based on experience and interviews conducted with IS people responsible for this technology at companies in the United States and Canada. The presentation covers OS/2 LAN issues including: what businesses are currently doing with OS/2 LAN technology; the quality of OS/2 and LAN Server today; IBM's stated direction; the market and marketing of OS/2; where companies are headed in their use of the technology; what it means to IS management and technicians; and the prospect for OS/2 LAN systems.

Speaker Biographies

Ken Zoline is President of Kenneth O. Zoline and Associates, a computer and network systems consulting firm located in Chicago. His firm specializes in the planning, integration, and management of local and wide area network systems. Mr. Zoline has an extensive background in network architectures, protocol design, distributed processing, software engineering, project management, and personal computing. He has been actively involved in computing and communications for the past twenty years.

Bob Cerny is the Manager of Advanced Development with Elkay Manufacturing Company. In this position, he is responsible for managing the research and development of new information technologies as well as the development and support of end user computing in the organization. Among the technologies his department has helped to take root at Elkay are remote sales support systems, executive information systems, EDI, mainframe and PC-based end user computing tools, PCs, and LANs. Bob has over 30 years of IS experience, beginning his career with IBM back in 1961.

Scott Schroeder is President of The Point Group, a consulting firm located in Park Ridge, Illinois, specializing in emerging technologies and quality management. He is a consultant, trends analyst, author and speaker in these fields. He has 20 years of experience working in Fortune 500 companies including three years of directing the evaluation, implementation, and technical support of OS/2-LAN systems. His current activities include researching corporate usage and direction of OS/2 and LAN systems.

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SOFTWARE LICENSING COMPLIANCE STRATEGIES

Our past three sessions on software licensing covered the issues primarily from the SPA's perspective and the vendor's perspective. At this event, three CAMP members will describe how they have implemented software licensing policies in their own enterprises.

A Corporate Perspective - Ki Wilson, Stone Container

I. Policies

- A. Corporate Policy Book
- B. New Employee Orientation
- C. Signing of User Statement
- D. Responsibility Assignment for Employee Compliance
- E. PC Policy Guide

II. Software

- A. New Software Installations
- B. License Library
- C. Centralized Registrations
- D. Upgrades
- E. Transfer Licenses to the LAN
- F. Reassignment of Licenses

III. Hardware

- A. New PCs
- B. Swapped PCs
- C. Retired PCs

IV. Auditing

- A. Inventory of PC Hardware and Software
- B. Internal Audit of Software Licensing Compliance
- C. Human Resources Administration
- D. LAN as Control Solution
- E. License-only

V. Future Concerns - Task Switching Environments

- A. User Leaving Applications Running All Day
- B. Multiple Instances of the Application
- C. OLE: How will launching another application from within an application affect user licensing?

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Gerry Jobin has been at Loyola University Chicago for two and one-half years. He is an Analyst with the Client Services Dept. of the Information Technologies Division. Client Services assists departments on all three campuses in determining and meeting their office automation needs. Before coming to Loyola, he was Director of Information Services at the former MSTC Business College in Chicago.

Ken DiGiulio is a Sr. PC Specialist with Peterson Consulting Ltd. Partnership in Chicago. Ken provides support for the firm's PCs, Macintoshes, and Novell and AppleShare networks. Some of the more significant projects he had recently worked on include: Developing a centralized inventory of PC and Mac computer hardware and software; Implementing procedures for centralized purchasing of computer software and hardware; and developing a library of available computer software and documentation.

An Educational Perspective - Gerry Jobin, Loyola University, Chicago

The presentation will include a brief discussion of licensing issues as they relate to educational institutions including the diverse populations served, the types of facilities available, and special educational purchasing and licensing procedures. Responses to the issues generated by the wider academic community as well as examples of how individual institutions are dealing with the situation will be presented.

The Mythical Software Closet - Ken DiGiulio, Peterson Consulting Ltd. Partnership

Peterson Consulting is a litigation consulting firm headquartered in Chicago with over 20 offices nationwide and in London. They specialize in the resolution of business disputes. During his talk, Mr. DiGiulio will describe Peterson's policies for managing software, maintaining software licenses, viewing software as an asset, and ongoing procedures for proactive support.

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I will attend the Wednesday, October 21, 1992 Micro-manager Subscription Series at the Holiday Inn-O'Hare/International

Name: _____ Company: _____ Phone: _____ FAX: _____

Integrating a Mixed Environment of Macs, PCs and an AS/400

Jo Ann Budde, Mgr., Ofc. Support and Ofc. Svcs., Cole Parmer
Les Ashton, Group Leader Ofc. Support, Cole Parmer

Cole Parmer has a mixed environment of Macs and PCs that speak to an AS/400. The PCs run both Microsoft Windows and just plain DOS. Ms. Budde and Mr. Ashton will describe how they deal with the various business and technical problems of their environment. An outline follows:

Why a mixed environment? Who gets what and why?

Who supports what hardware/software?

Communications with the AS/400

5250 emulation/PC Support, Interaccess/Netaccess,

Token Ring LAN

Sharing peripherals (Printers, Removable hard drives)

Sharing information

Translation programs (MacLink Plus, Apple File Exchange)

DOS Mounter

Preference for cross platform applications

Rhumba (Windows to AS/400, AS/400 to Windows)

Problems and solutions, Future directions

Speakers

Jo Ann Budde is Manager of Office Support and Office Services for Cole-Parmer Instrument Co. in Niles, IL. Office Support supports hardware and software on over 100 personal computers (Mac, DOS, Windows). She has been in the MIS area for more than 10 years and in the PC area for more than 4 years. She has an MBA in Information Resource Management from IIT.

Les Ashton is Group Leader, Office Support at Cole-Parmer. He has an MS in Administrative Systems and Business Education from Utah State University. Before joining Cole-Parmer he was a Seminar Director and an Instructor and Lecturer in the Business Information Systems and Education Department and Computer Lab Director at Utah State. He was also Network Administrator of all networks in the College of Business.

R. David Rahn has been the I.C. Manager for American National Can, the world's largest packaging manufacturer since 1988. The IC at ANC is responsible for supporting over 1,500 users of end user and office automation products no matter the operating platform. They also serve as network administrators for LANs that are geographically scattered across North America. Prior to 1988, Mr. Rahn worked in a variety of systems positions at First Chicago, as Sr. Strategic Planning Analyst at Carrier Corp. and in a variety of both systems and non-systems capacities at Cincinnati Milacron.

Richard O'Brien is Gandalf Premier's ISDN Marketing Manager. Richard has introduced several switched data communications technologies to the marketplace in the past decade. He previously worked for Digital Pathways and Telebit Corp. He has addressed many national communications and security audiences. He is a member of the Bellcore committee authoring the "NIUF ISDN Applications Guide". He has a BA in Economics and an MBA in Marketing and Management.

Centralized Administration and Support of Geographically Dispersed LANs

R. David Rahn, American National Can

Mr. Rahn's talk will center around tactical strategies for centralized administration and support of LANs that are dispersed across a wide geographic area. Included will be an overview of the current LAN, and newly redesigned WAN, environment at American National Can. Mr. Rahn will also cover how LAN installations are planned for ease of administration as well as covering administrative support strategies and tools. This is an expanded version of a talk he gave at our Dec. 11, 1991 meeting to excellent reviews.

What Your Management is Going to Ask You in November about Switched Digital Networking

Richard O'Brien, ISDN Marketing Manager, Gandalf Premier

Between November 16th and November 20th there will be a massive networking demonstration aimed at the trade as well as the general news media. It will mark the beginning of the re-engineering of the telephone system's infrastructure into switched digital public telephony. Your company's executives will be coming to you for answers to the questions raised by this media event. The nationwide event, called "TRIP'92", will consist of over 100 open-house sites throughout the country and will culminate in a demonstration "Golden Splice" event by a high government official in Washington DC. The event has the cooperation of all segments of the telecommunications industry—manufacturers, local telcos, interexchange carriers, applications software developers, government and users.

Our speaker will expose you to methods of leveraging the TRIP'92 Chicago projects for your organization's benefit. A draft copy of the NIUF ISDN Applications Guide will be provided. Sample applications and cost justifications (LAN-to-LAN, Work-at-home LAN access, Video conferencing, Screen sharing, etc.) will be discussed. Attendance will help prepare you to access and implement projects that employ switched digital telephony.

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Register now for our 14th Exposition on Sept. 17. See most of the major networking vendors in the exhibit area together with the conference sessions that you need to stay ahead!

To: CAMP, Suite 310, 950 Skokie Blvd., Northbrook, IL 60062, FAX: 708.291.1367

I will attend the Thursday October 1, 1992 Networking and Application Development Subscription Series at the Holiday Inn-O'Hare/International

Name: _____ Company: _____ Phone: _____ FAX: _____

Choosing an SQL Database Server

Richard Finkelstein, President, Performance Computing, Inc.

SQL database servers are the primary vehicle for "rightsizing" applications on local area networks. They can be used to increase transaction throughput and online data availability while at the same time dramatically decreasing development and maintenance costs. They also offer the opportunity to mix a wide assortment of front-end tools and match them with the user application needs. Applications as diverse as Paradox QBE, Microsoft Excel, and Lotus Notes can all access and integrate the same databases - without data duplication. In this seminar, Richard Finkelstein will discuss criteria that should be used to select a database server and he will give his no-holds-barred evaluation of some of the more popular SQL database servers, including Oracle, Microsoft/Sybase SQL Server, IBM Database Manager, Gupta's SQLBase, and Borland's Interbase.

Mr. Finkelstein is a frequent speaker at CAMP. Some of the written feedback we received from his March 15 appearance included: "Outstanding!", "Entertaining.", "Made a lot of sense"

Mr. Finkelstein is President of Performance Computing, Inc. a consulting group specializing in rightsizing and client/server technologies. He is a recognized authority on relational database servers, front end products, productivity tools and implementation strategies. He is a regular columnist for many industry journals including *Computerworld*, *DBMS*, *Data Based Advisor*, and *Database Programming and Design*; and he has lectured around the world on successfully implementing client/server technologies.

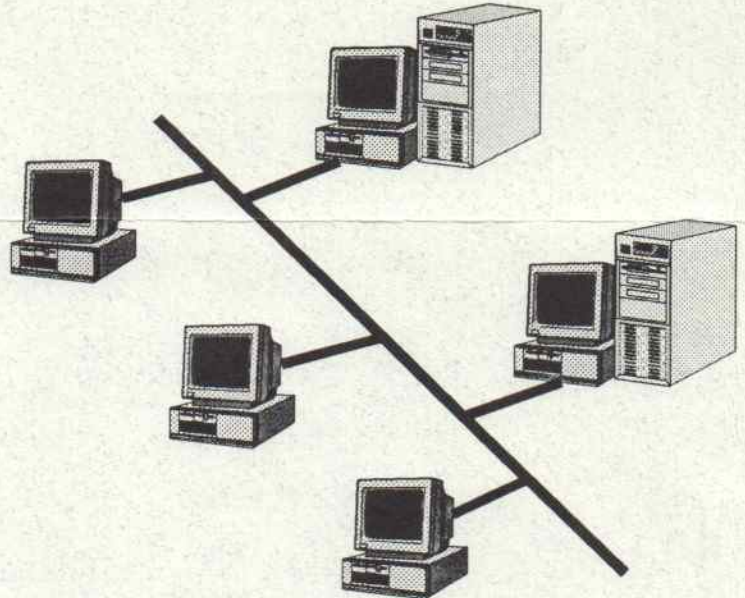
Performance Computing, Inc., based in Chicago, provides educational and consulting services to support evaluation, design, and implementation of systems using client/server technologies. Under Mr. Finkelstein's direction, experienced consultants implement cost-effective and proven leading-edge tools with minimum risk.

Mr. Finkelstein's talk will be of two to two and one-half hours in duration. The remaining part of the seminar will be devoted to attendee experiences with SQL Database Servers, Front-Ends, and other application development topics.

This seminar is part of CAMP's Networking and Application Development Subscription Seminar Series. Subscribers, or their designated substitute, may attend this meeting free. For this seminar only, prospective subscribers may attend for free. If we run out of space in the room, only those with reservations will be admitted. Please RSVP by mailing or FAXing the form below.

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Reserve September 17 for our 14th Exposition.



To: CAMP, Suite 310, 950 Skokie Blvd., Northbrook, IL 60062, FAX: 708.291.1367

I will attend the Wednesday, August 5, 1992 Networking and Application Development Subscription Series at the Holiday Inn-O'Hare/International.

Name: _____ Company: _____ Phone: _____ FAX: _____

The July 22 meeting will focus on the major strategic and tactical choices that face your department.

Strategic Choices

Stewart Alsop, Editor-in-Chief, InfoWorld

Stewart Alsop, one of the most respected observers of the PC industry, will cover some of the major issues affecting microcomputer professionals. These include:

INFO WORLD

Windows and OS/2 - How is Windows affecting IBM's position in the market?

Client vs. Server - Is the real competition between Borland and Microsoft OR Borland and Oracle for the database future?

Distributed Networks - Why do distributed networks of PCs demand a new approach to managing information systems?

Mr. Alsop will customize the second half of his talk around your needs. Please add your questions on the registration form below. Mr. Alsop will also take questions from the floor. After Mr. Alsop's talk we will have a discussion on what you'd like to see in future InfoWorld issues, so please bring your wishlist.

Preparing for Strategic Planning,

Tom Maniscalco, Washington National Insurance

Mr. Maniscalco is involved in a major strategic planning project at Washington National. He will give a short talk outlining his approach to this critical process.

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Operating System Choices:

Client/Server Tendencies in Large Corporations

Bob Carroll, Allstate Insurance

Mr. Carroll is a member of a project team that is developing information regarding the client/server environment for Allstate. Based on some of the benchmarking information on Forbes/Fortune 100 companies that has been gathered in this project, he will present his summarized views of standards, directions, leanings, etc. in relation to operating systems at the client and the server level.

OS/2 2.0 vs. Windows/DOS vs.

Windows/NT, vs. ...

Following Bob Carroll's talk we will have a lively discussion on operating system choices. Proponents of most the choices confronting our companies have promised to be in the audience and to present their positions.



Upgrading PCs

At one of our December meetings, Intel gave us a peek at their upgrade strategy for the 486. Now that the DX2 and Overdrive speed-doubling microprocessors are available on the market, John Henry, Intel Architecture Manager will answer any questions you have regarding the products and other Intel strategies. Following the clinic we will have a discussion regarding attendee companies' usage of chips, PC brands, and distribution channels. Compaq's June announcements will also be discussed. Later in the meeting, if there is time, we will discuss other upgrade products that attendee companies are using to enable machines to run OS/2 or Microsoft Windows.

We will also do our periodic survey of number of support people per number of PCs.

The tentative schedule is 1. Intel clinic, 2. PC Choices, 3. Strategic Planning, 4. Strategic Choices, 5. OS Choices, 6. OS/2 vs. Windows, 7. Other Upgrades, 8. Support Staff. The schedule is subject to change based on speaker availability.

Please note the 12:30 start time.

To: CAMP, Suite 310, 950 Skokie Blvd., Northbrook, IL 60062, FAX: 708.291.1367

I will attend the Wednesday, July 22, 1992 Micro-manager Subscription Series at the Holiday-Inn-O'Hare/International at 12:30 P.M.

Name: _____ Company: _____ Phone: _____ FAX: _____

Questions for Stewart Alsop: _____

Introduction to TCP/IP and its Applications

Kenneth O. Zoline, President, Kenneth O. Zoline and Associates

Novell Netware and TCP/IP

Jerry Mayfield, National Marketing Manager, Novell, Inc.

TCP/IP is a popular buzzword in today's networking jargon. Frank Derfler, Jr., of *PC Magazine* considers it a "common denominator" and states that it "can link a wide variety of mainframe, minicomputer and PC systems." To many, TCP/IP symbolizes UNIX networking. At this seminar, we will begin with a tutorial by Ken Zoline who will describe what TCP/IP is and what systems based upon it can do for you. Following Ken's talk, Jerry Mayfield will describe how TCP/IP is supported in Novell products. He will also cover higher level services found in a mixed UNIX and Netware environment such as NFS (Network File System), Telnet (terminal access), FTP (file transfer protocol), and LPD (network printing).

Kenneth O. Zoline is President of Kenneth O. Zoline and Associates, a computer and network systems consulting firm located in Chicago. His firm specializes in the planning, integration, and management of local area and wide area network systems. Mr. Zoline has an extensive background in network architectures, protocol design, distributed processing, software engineering, project management, and personal computing. He has been actively involved in computing and communications for the past twenty years.

Jerry Mayfield is a National Marketing Manager for Novell's Sales Marketing Organization. In this capacity, he is responsible for the development and delivery of product and company marketing strategy information. Prior to joining Novell in 1990, Jerry was the Central Operations LAN & UNIX Marketing Manager for WANG Laboratories. Before joining WANG Laboratories in 1988, Jerry was the UNIX and communications support group leader for Concurrent Computer Corp., a manufacturer of Real-Time UNIX systems. Jerry Mayfield has provided programming support and marketing services in UNIX and Communication systems since 1977.

Additional discussion topics for the July 8 meeting include: **Bridges, Routers, Gateways, Netware Utilities, Network Printers, and Network Administration.**

Save September 17, 1992 for our Fourteenth Exposition. Technical conference sessions on networking, Windows, OS/2, Macs, UNIX, C++, OOP, and more!

Talks by the following industry leaders:
Philippe Kahn, CEO, Borland
Jim Manzi, CEO, Lotus Development
Steve Ballmer, Executive VP, Microsoft
Sam Whitmore, Editor-in-Chief, PC Week

Exhibits by most of the industry's major vendors.
Special OS/2 and Windows pavilions.
Door Prizes

Other Coming Attractions:

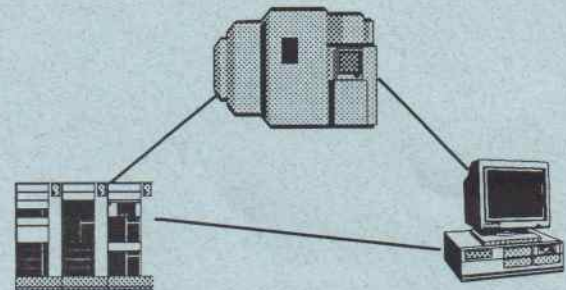
Micro-Manager Series:

June 18 - **Windows 3.1 Under The Hood**

July 22 - **Choosing the Best Strategies**

Networking and Application Development

August 5 - **Choosing Database Servers**



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I will attend the Wednesday, July 8, 1992 Networking and Application Development Subscription Series at the Holiday Inn-O'Hare/International

Name: _____ Company: _____ Phone: _____ FAX: _____

Thursday, June 18, 1992, 1:00 p.m. to 5:00 p.m.

Windows 3.1: Under the Hood

Ty Carlson, Program Manager, Windows Transition Team, Microsoft Corp., Redmond

In order to provide the best support to your users that are using Microsoft Windows, it is necessary to understand what goes on "under the hood". At our March 1991 meeting Ty Carlson gave a four hour tutorial on this topic. Some of the topics included: Windows Internals, Troubleshooting Windows, Windows and Networks, Device Drivers, Windows Future Directions, etc. The feedback included: "Superior! One of the most knowledgeable and prepared speakers I've experienced in quite a while" "Excellent. Well-balanced presentation of technical and strategic info." "Fantastic" "Good audience rapport and sense of humor" "Very Very useful" "Excellent. When is he returning?"

The same speaker, Ty Carlson, is returning on June 18. His presentation has been updated to now cover Windows 3.1. We will start promptly at 1pm and devote the entire meeting to the topic

The meeting is free, but limited to members of the Micro-Manager Subscription Series. For this event, it is likely that we will run out of space in the conference room, so please make your reservation early. Please respond by mailing or FAXing the form below. You can also RSVP via the CAMP electronic bulletin board.

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Other Coming Attractions:

Micro-Manager Series:

July 22 - **Choosing the Best Strategies**

Networking and Application Development

July 8 - **Introduction to TCP/IP**

August 5 - **Choosing Database Servers**

Coming Attractions - Our Fourteenth Exposition

Save September 17, 1992, for our Fourteenth Exposition

Technical conference sessions include:

Windows and Netware
Mastering Windows Development
Troubleshooting LANs
Using Multimedia Training on the Factory Floor
Mac and UNIX
OS/2 and Netware
Macs and Netware
Transmission Technologies for Internetworking
Disaster Recovery
UNIX and Netware
C vs. C++
Troubleshooting Macs
Getting the Most Out of OS/2 Workplace Shell
Troubleshooting and Optimizing OS/2
OS/2 Strategic Direction

Talks by the following industry leaders:

Steve Ballmer, Executive VP, Microsoft
Philippe Kahn, CEO, Borland International
Jim Manzi, CEO, Lotus Development Corp.
Sam Whitmore, Editor-in-Chief, PC Week

Exhibits by most of the industry's major vendors.
Special Windows and OS/2 pavilions. Door Prizes

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MM926

OS/2 2.0: Real-Life Experiences

A panel of CAMPers will discuss their experiences with OS/2 2.0. This seminar is aimed at companies already using OS/2, as well as those contemplating a migration.

Ken Alvarez, Data Systems Analyst, Moore Business Forms

Mr. Alvarez will provide an overview of Moore's National Customer Service System (NCSS), a custom-designed OS/2 system application. He will discuss the benefits Moore expects to achieve with the migration to OS/2 2.0. The migration path chosen will also be discussed. Other topics of discussion will include the benefits of the fourth generation user interface, "The Workplace Shell", who's paying for the development of OS/2 2.0, and IBM's efforts to appeal to the masses.

Jim Murdock, Research Consultant, Kemper National Insurance

Mr. Murdock will provide a summary of Kemper's experiences with OS/2 1.3 and 2.0. He will describe how 2.0 compares to previous releases. The reasons will be given as to why OS/2 2.0, and not Windows 3.1, is the desktop platform of choice at Kemper. He will also describe his future implementation strategy plans.

Don Tabler, Technical Consultant, ISSC/Continental Bank

The bank has over 1,000 workstations running on OS/2 1.3. The workstations are running strategic banking applications developed inhouse with Easel and C. Mr. Tabler will discuss the planning for the migration of those users to 2.0. The bank is considering changing applications to take advantage of the new Workplace Shell. He'll discuss the education plans for the application developers and the end-users. He'll also discuss the issues involved in migrating their other 3,000 PCs currently running DOS.

Following the presentations, the three speakers will provide a panel discussion on OS/2. Joining them on the panel will be Marty Cawthon, president of Cawthon Software Group. Mr. Cawthon is the developer of Chip-Chat, the leading OS/2 communication software package among CAMP members.

The meeting will also provide the opportunity for attendees to share their experiences with and plans for migrating to OS/2 2.0.

The Speakers

Ken Alvarez

Mr. Alvarez is the Data Systems Analyst for the National Customer Service Center of Moore Business Forms. He is responsible for OS/2 network and database management, as well as for the support and implementation of enhancements to the National Customer Service System. Mr. Alvarez joined the IBM OS/2 2.0 Early Experience Program in July of 1991.

Jim Murdock

Mr. Murdock has been at Kemper for 12 years. He started as an applications programmer then moved into the Development Center as a support technician and later became a DC supervisor. His current position is as a Research Consultant. His department is responsible for investigating new computing technologies to determine their fit into Kemper's strategic office automation architecture.

Don Tabler

Mr. Tabler is a Technical Consultant at ISSC/Continental Bank. Integrated Systems Solutions Corporation is an IBM subsidiary and provides all systems operations, development, and maintenance for Continental Bank. Mr. Tabler, originally from Continental Bank's systems department, was one of the pioneers in implementing OS/2 in the bank when it was first introduced three years ago. Continental Bank has aggressively developed strategic in-house applications, taking advantage of the power of OS/2 and GUI (Graphical User Interface) interface, extending the power of the mainframe to the bankers.

Marty Cawthon

Mr. Cawthon is the president of Cawthon Software Group. As one of the leading proponents of OS/2 in the ISV community, Mr. Cawthon came up with the idea for an OS/2 pavillion for the CAMP exposition and is currently working with CAMP and key IBM executives for an expanded area for our September 17 show.



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Future Events:

Micro-Manager Series:

- June 18 - **Windows 3.1 Under The Hood** with Ty Carlson of Microsoft-Redmond. A 4 to 6 hour technical tutorial
- July 22 - **Picking the Right Strategies and Platforms**

Networking and Application Development

- July 8 - **1. Internetworking LANs with TCP/IP; 2. Netware & TCP/IP**
- August 5 - **Choosing Database Servers** - Rich Finkelstein

CAMP

Please reserve September 17 for our Fourteenth Exposition with Philippe Kahn, Jim Manzi, Steve Ballmer, Sam Whitmore, Marty Cawthon, and technical sessions on OS/2, Windows, Macs, and networking.

To: CAMP, Suite 310, 950 Skokie Blvd., Northbrook, IL 60062, FAX: 708.291.1367

MM925

I will attend the Thursday, May 28, 1992 Micro-manager Subscription Series at the Holiday-Inn O'Hare/International.

Name: _____ Company: _____ Phone: _____ FAX: _____

Communicating the Dollar Value of Computing

Eugene Cliett is Director and CIO of the Philadelphia Computing Center, the City of Philadelphia's municipal data center and information center. He reports directly to the Mayor. The center has responsibility for every level of information technology from mainframes to handhelds. Mr. Cliett will give a presentation on how to do an annual report for your department. Mr. Cliett, former Comptroller of the City of Philadelphia, will explain how he has for the past five years shown his end users the dollar value of the computing power they get through PCC. In addition to his CIO post, Eugene Cliett has taught Management and Accounting at Drexel University. He will answer questions on accounting practices for MIS management. Mr. Cliett is a member of the editorial board of Corporate Computing.

Selling Management on LAN Technology

Our second presenter is **Pat Fihn**, a senior systems analyst for a Fortune 500 manufacturer of consumer packaged goods and a columnist for Corporate Computing magazine. Over the past two years Pat and his group connected over 2500 personal computers and hosts on a single network spanning 20 locations around the country and supporting a unified set of productivity applications. Selling LANs and LAN-based technologies to management is both an art and science. Mr. Fihn's group changes the selling of technology to a management perspective rather than a technology perspective. The emphasis is on line of business.

Two of the computer industry's top experts will give a short talk at the meeting and will be available for your questions. **Jonathan Sacks**, publisher of Corporate Computing, is former editor and publisher of Infoworld and founder of IDG book publishing. Mr. Sacks is uniquely qualified to run a publication for managers of large enterprises since he has served as president of one of the publishing industry's largest enterprises. **Rafe Needleman**, Editor of Corporate Computing, is former director of labs for InfoWorld. He has pioneered enterprise-wide computing labs, written a book on networking for the corporate IS manager and helped shape and develop ZD labs.

The event is co-sponsored by **Corporate Computing Magazine**. Each month CC reports from its multiplatform ZD Labs on the best ways to make the whole enterprise work together. Through its RFP feature CC helps readers find unique solutions to their business problems. In addition to the above, CC includes Case Studies that examine the competitiveness of businesses and their technologies. The magazine also analyzes new product directions, does first looks of cross platform products (from micro to mainframe) and vertical applications. The magazine also covers emerged technologies -- those that have already been adapted by early adopters and are ready for general use.

Corporate
Computing

The meeting is for subscribers to the Networking and Application Development Subscription Series, but potential subscribers may attend one meeting free. You may want to invite your CIO, or other management, to this meeting. If we run out of space in the room, only those with reservations will be admitted. Please RSVP by mailing or FAXing the form below. You can also respond via the CAMP electronic bulletin board. Any speaker or program changes will be communicated via the electronic bulletin board.

The meeting will be held at the Radisson Hotel Lincolnwood, formerly the Hyatt Lincolnwood. It is located at 4500 W. Touhy Avenue at the corner of Lincoln Ave., about a mile east of Edens Expressway (I94). Parking is free. The hotel's phone number is 708-677-1234. If you want to take public transportation, you can take a Metra commuter train from Union Station to Edgebrook. The hotel describes the taxi ride from the station as costing \$2 to \$3.50. The hotel is also accessible via the CTA. Take the "L" to the Howard Station. Transfer to the #290 Touhy Pace Bus and take it to the hotel. Call the RTA Travel Information Center at 312-836-7000 for the latest train or bus schedule.

Future Events:

Micro-Manager Series:

May 28 - **OS/2 2.0 User Experiences** - A panel of 3 CAMPers will present their experiences with OS/2 2.0

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July 22 - **Picking the Right Strategies and Platforms**

Networking and Application Development

July 8 - **Internetworking LANs; Netware 3 Update**

To: CAMP, Suite 310, 950 Skokie Blvd., Northbrook, IL 60062, FAX: 708.291.1367

I will attend the Wednesday, May 6, 1992 Networking and Application Development Subscription Series at the Radisson-Lincolnwood

Name: _____ Company: _____ Phone: _____ FAX: _____

Communicating the Dollar Value of Computing

Eugene Cliett is Director and CIO of the Philadelphia Computing Center, the City of Philadelphia's municipal data center and information center. He reports directly to the Mayor. The center has responsibility for every level of information technology from mainframes to handhelds. Mr. Cliett will give a presentation on how to do an annual report for your department. Mr. Cliett, former Comptroller of the City of Philadelphia, will explain how he has for the past five years shown his end users the dollar value of the computing power they get through PCC. In addition to his CIO post, Eugene Cliett has taught Management and Accounting at Drexel University. He will answer questions on accounting practices for MIS management. Mr. Cliett is a member of the editorial board of Corporate Computing.

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Networking and Application Development

July 8 - **Internetworking LANs; Netware 3 Update**

To: CAMP, Suite 310, 950 Skokie Blvd., Northbrook, IL 60062, FAX: 708.291.1367

I will attend the Wednesday, May 6, 1992 Networking and Application Development Subscription Series at the Radisson-Lincolnwood

Name: _____ Company: _____ Phone: _____ FAX: _____



Corporate Association for Microcomputer Professionals
Networking and Application Development Subscription Series
Wednesday, April 22, 1992 1:00PM - 5:00PM

Novell Network Management

Kirk Fallbacher, Senior Systems Engineer, Novell, Inc.
Many LAN installers have put their jobs in jeopardy by not having a well-designed network management strategy before installing their LANs. Network management can reduce downtime, prevent user complaints about sluggish performance, save dollars and leverage expertise. During this session, Novell will present its strategic direction regarding network management. Kirk Fallbacher, a Novell Systems Engineer, will show an example of how to use two of the current network management products, the LANalyzer and the LANtorn. The presentation will also include a discussion on the recently announced Novell Network Management System, which is available as either an OS/2-based console or a Windows-based console.

Kirk Fallbacher is a Senior Systems Engineer in the Novell Chicago Regional Office. With over five years experience in the Networking industry, his primary focus is on high-end interoperability and integration. Prior to joining Novell, Kirk worked at Ernst & Young where his responsibilities included over three thousand DOS and Macintosh systems, and several office networks across the Midwest.

LCD Projection Technology

Greg Patrick, Sharp
LCD Projection devices now offer color picture quality that rivals CRT projection devices, but without the problems of difficult setup. Greg will provide a 10 minute presentation that will describe the technology and define terms such as active matrix vs. passive. He will also be available to answer questions on the technology.

Our discussion will center on network management tools, SQL Server, development tools, file servers and network interface cards.

Integrating Microsoft SQL Server to Heterogeneous Environments

Chris Moffatt, Software Engineer, Technical Resource Group, Microsoft Corporation

The need for applications to be able to access data sources residing in a heterogeneous environment is growing. An environment may be termed homogeneous if it includes different kinds of hardware, operating systems, network operating systems, and/or database management systems. This talk will focus on integrating Microsoft SQL Server into heterogeneous environments. In particular, it will highlight some of the issues related to running Microsoft SQL Server on NetWare and Banyan VINES networks and will discuss accessing heterogeneous data sources using Microsoft's SQL Bridge, Microsoft Open Data Services and Microsoft Open Database Connectivity.

As a Software Engineer in the Technical Resource Group, Chris Moffatt is responsible for providing indepth technical information to users of Microsoft SQL Server and SQL Server Connectivity Products. He provides this information in the form of technical notes, articles for the *Microsoft NetNews* and other technical journals, seminar and field training, and various briefings and design reviews. Mr. Moffatt has been in this position since October of 1991. Prior to this he was a SQL Server Escalation Engineer in Product Support Services, where he was responsible for the resolution of escalated customer problems, including remote database diagnostics and repair. He also provided SQL Server internals training for Microsoft Product Support Engineers.

Coming Attractions:
Networking and Application Development Series
May 6 - Communicating Benefits of LAN Technology

Micro Manager Subscription Series
April 5 - Software Licensing and Support
May 28 - OS/2 2.0
June 18 - Windows 3.1 Under the Hood

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To: CAMP, Suite 310, 950 Skokie Blvd., Northbrook, IL 60062, FAX: 708.291.1367

I will attend the Wednesday, April 22, 1992 Networking and Application Development Subscription Series

Name: _____ Company: _____ Phone: _____

ND924

Corporate Association for Microcomputer Professionals

Micro-Manager Subscription Series

Sunday April 5, 1992 2:00PM - 7:00PM

Software Licensing and Support

In conjunction with the Software Publishers Association (SPA) and the Association of Personal Computer Users Groups (APCUG), CAMP will sponsor a Software Publisher / MIS Forum on Sunday, April 5. The event will be held from 2-5 p.m. at the McCormick Center Hotel in Chicago. A reception will follow from 5:30 - 7 p.m.

The SPA has selected a panel of software executives from **Borland, Lotus Development, Microsoft, Symantec and Funk**. The panel members are experts in issues that are critical to MIS management -- including piracy, licensing and support. CAMP and APCUG have invited a number of panelists to share MIS views and concerns on these vital issues. The session will be facilitated by Ilene Rosenthal, SPA Litigation Director, Judy Brown, Mgr. Computer Resource Center, Fox Valley Technical College / President APCUG, and Julian Horwich, Executive Director, CAMP. Considerable time will be provided for audience interaction, during both the formal session and the reception following.

The meeting will be a working session focused on both licensing and support issues. It is designed to help the software industry and MIS understand each other's needs and to work more synergistically toward achieving mutual goals. A similar session, held last year, met with great success. This is your chance to make your company's needs known.

Although CAMP typically convenes during regular business hours, the April 5 meeting is on Sunday because it is the only day that many of the participants could get together. It does not, however, represent a change in CAMP's policy of meeting during regular business hours.

While this is a meeting of the Micro-Manager Subscription Series, you may attend this meeting as a guest. Attendees must be members of their corporation's MIS department. If space runs out, only those with reservations will be admitted. **Please RSVP by mailing or FAXing the form below.**

The McCormick Center Hotel is located at 23rd and Lake Shore Drive in Chicago. It is across Lake Shore Drive from McCormick Place. C.A.M.P.'s phone number is 708-291-1360.

Other upcoming CAMP events:

Micro Manager meetings:

May - OS/2 2.0 User Experiences

June - Windows 3.1 Under the Hood

July - Strategic Planning, Platform Choices

Networking and Application Development meetings:

April - Novell Network Management; Using Microsoft SQL Server with Novell and Banyan

May - Communicating to Management the Benefits of LAN Technology

To: CAMP, Suite 310, 950 Skokie Blvd., Northbrook, IL 60062, FAX: 708.291.1367

☐ **I will attend the Sunday April 5, 1992 Meeting at the McCormick Center Hotel**

☐ **Please send me membership information for CAMP.**

Name: _____ **Company:** _____ **Phone:** _____

Portables and Palmtops

Carmen West, Hewlett Packard, Corvallis

Running a business no longer means "ball and chained" to your desktop computer. In fact, portable computers along with wireless communications are allowing so much freedom, that corporate America is changing the way they do business today. Having the flexibility to access information anywhere you are, whether on an airplane, the shop floor or in the field, is giving businesses the competitive edge required to compete in the fierce economy of the 90's. Carmen West will discuss the following topics:

Brief introduction of the portable/palmtop market.

Carmen will touch upon where the portable computing market is and where technology will take the market in the future.

What can portables realistically accomplish

Carmen will explain just how practical portables and palmtop computers are, and the benefits they bring to corporations. She will present actual cases as examples of why and how mobile computers are used.

Custom application development

This section will discuss how the industry is ripe for third party vendors to create software for the portable computing movement. For example, over 35 companies have shipped software applications for the HP 95LX palmtop ranging from general-interest applications to highly specialized, vertical applications, and over 1,000 independent hardware and software vendors have announced their intent to develop applications for the HP 95LX palmtop PC.

MIS Control of Information In Portables

As portables become serious business tools for a wide range of professionals, users will demand a vast selection of applications to meet specific portable computing needs. Carmen will discuss how MIS professionals will be at the crux of applications development and how they can influence the ISV industry to create the desired software for portable computing.

Carmen West is the Marketing Manager of HP's Handheld Computer and Calculator Operation in Corvallis Oregon. Carmen West, was not only involved with the overall conception, design and introduction of the HP95LX palmtop PC, but works with customers and end users on a continual basis. Prior to her years with HP, Carmen was a systems analyst for IBM and an IS manager for Genesco, an apparel manufacturer.

After the talk a drawing will be held for an HP 95LX palmtop.

Other CAMP events:

March 5 - Our Spring Exposition - 18 speakers, 139 exhibitors.
March 25 - Implementing Downsizing Seminar with Cheryl Currid.
April 5 - Next micro-mgr. event - Software Licensing with SPA.
April 23 - Network & App. Dev. mtg. - Network Management

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Pen Computing

Russell Glitman, PC World

A new age in computing is coming that promises to change the way we use computers - as well as who uses them. Find out what technologies, products and companies are driving this revolution. Learn how it will change the way you work and live. Hear about the first vertical and horizontal applications, the latest hardware trends and the state of operating system development.

In six months, if not sooner, you'll be able to chose from:

Pen computers that provide mobile links for your sales force.

New forms applications that enable the collection of data, by previously non-computerized mobile workers

Breast pocket and steno pad size computers that provide the functionality of today's notebooks with the mobility and ease of use of pen and paper.

Personal information managers that provide the flexibility of Day Timers with the database power of computers and the mobility of a pocket computer.

Now is the time to start thinking about how this new technology can affect your business and competitive position, plan how and when to adopt these emerging products and determine what development and support programs need to be put in place to ensure a successful experience.

Russell Glitman is the Executive Editor of PC World. He manages the magazine's News Department, including the Top of the News, Industry Outlook and Product Outlook sections. He is also involved in vendor and user outreach programs and acts as the liaison between editorial and sales and marketing.

Exploring Applications of Pen Based Computers

Bob Carroll, Allstate

Bob Carroll has been exploring the use of pen-based computers for his company's business problems. Bob will give a short talk covering what some of the real-world software and people issues are that one must consider in the application of pen-based machines. He'll explore how existing Personal Information Managers (PIMs) relate to pen-based technology. Bob will relate his experiences in assessing pen-based systems.

Bob is a systems consultant at Allstate Insurance Co. in Northbrook. He has been involved in computer application development, or information technology planning, at Allstate for 22 years. He became involved with PCs in the early 1980s.

To: CAMP, Suite 310, 950 Skokie Blvd., Northbrook, IL 60062, FAX: 708.291.1367

I will attend the **Wednesday, March 18, 1992** Micro-manager Subscription Series

Name: _____ Company: _____ Phone: _____

Building Client/Server Applications Quickly

Richard Finkelstein, President, Performance Computing

Richard Finkelstein will speak on his approaches to building client/server applications. He will discuss the prototyping vs. the traditional system life cycle and review software tools that can aid in rapid prototyping. Front-end application development tools, database design techniques, and various database design tools will be presented. His talk is appropriate for system managers, application developers, and database designers involved with client/server and downsizing applications.

Mr. Finkelstein is President of Performance Computing, Inc., a consulting group specializing in relational technology trends, cooperative processing, micro-mainframe connectivity and SQL database products on micro and mini computers. He is a recognized authority on the subject of SQL and database server technology. His clients include most of the leading relational database vendors and many Fortune 500 corporations. He is a regular columnist for many industry journals including *Computerworld*, *DBMS*, *Data Based Advisor*, and *Database Programming and Design*. He has lectured around the world on topics relating to database technology and is the editor of *Database Review*, a bimonthly newsletter. Performance Computing, Inc., based in Chicago, provides consulting and educational services to support the evaluation, design, and implementation of relational database systems. Richard has appeared before CAMP on five previous occasions. All were extremely informative and entertaining.

Please reserve **March 5, 1992** for our next Exposition (Vendor Fair).

Featuring:

- * Executives of Novell, IBM and PC Week

- * Seventeen speakers covering:

 - Networking, Windows, OS/2, Macs, Application Development, Staying Employed, Support Solutions, PC Hardware

- * Over 100 exhibitors

- * Over \$15,000 worth of door prizes

Watch for the brochure and registration form later in January.

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I will attend the **Wednesday, February 5, 1992** Networking and Application Development Subscription Series

Name: _____ Company: _____ Phone: _____

Globalization, Competitive Advantage, and Teamwork Support: The Role of Task/Team Support Systems

Prof. Marvin L. Manheim, Northwestern University

Can Microcomputer Managers and LAN Managers contribute to their firm's competitive advantage?

The short answer is, "Yes!" How?

Marvin Manheim will describe how today's intense global competition is driving companies to emphasize teamwork in many critical business tasks. Some of these tasks are: product design, customer service, production and logistics management, global marketing, and many others. Companies that can effectively coordinate teamwork around these tasks can indeed gain competitive advantage. This challenge is made more difficult by the fact that many team members are located at different geographic sites, sometimes in different time zones and in different countries.



Information technology can play a critical role in enhancing the effectiveness of teams. Today, various kinds of information systems, various called "Groupware," "Group Decision Support Systems," "Computer-Supported Cooperative Work," and other labels are being offered by vendors large and small: IBM's "Team Focus," Lotus Notes, Collaboration Technologies' VisionQuest, and others.

The key challenge is to know how to use such systems effectively to support business teams working on critical business tasks. Marvin Manheim will describe some of the issues and opportunities that this challenge creates for managers of LAN, microcomputer and other Information Systems functions. He will describe current research at Northwestern University in this area. He will discuss the business opportunities, and the practical difficulties in exploiting these opportunities. Adequate time will be provided for participants from companies already working with these systems to add observations from their experiences.

Prof. Marvin L. Manheim is the Patterson Distinguished Professor at the J.L. Kellogg Graduate School of Management at Northwestern University, and also holds an appointment in the McCormick School of Engineering and Applied Science. Prior to coming to Northwestern in 1983, he taught at M.I.T. for 19 years; He has B.S. and Ph.D. degrees from M.I.T. He has lectured in more than 15 countries, and consults actively on information technology and competitive strategy in Europe, Japan and North America. He is active in business; he is a director of the Harper Group, a publicly-traded multinational company with offices in 43 countries, and is chairman of Cambridge Systematics, a highly-respected international consulting firm. At Northwestern, he teaches and does research on strategic uses of information systems, on globalization of competition and its implications, and on intelligent information systems support for managerial problem-solving and decision-making.

Scanning Technology

Roger Postek, Hewlett-Packard

Desktop scanners are playing a more integral role in office document processing – not only in desktop publishing but as a way to bring real-world information into a computer so that it can be filed, edited, distributed, or presented. This seminar on Scanning Technology will demystify the scanning process itself, look at how scanners are being integrated into the workplace, and provide helpful hints for both end users and those who manage end users on using a scanner in creating typical business documents. You will learn tips on how to:



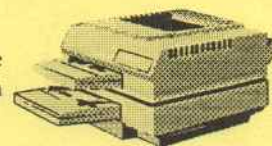
- * Select a file format
- * Decide between using a dither pattern vs. grayscale
- * Reduce the size of image files
- * Work with a phototypesetter
- * Deal with color differences between scanner, monitor, and printer

Handouts will include style sheets on producing a newsletter, business report/proposal, newspaper ad insert, and catalog.

Roger Postek, who has worked for Hewlett-Packard for over twenty years, will conduct the seminar. He has experience as a Production Engineering Manager with the Loveland Instrument Division in Loveland, Colorado. He is now the Current Product Support and Development Manager with the Greeley Hardcopy Division in Greeley, Colorado. Greeley Hardcopy Division manufactures the HP ScanJet Plus monochrome scanner and the HP ScanJet IIc monochrome and color scanner.

HP Printer Clinic

Representatives of Hewlett-Packard will be available to answer technical questions on their printer families.



Discussions

Our discussions will focus on attendees' experiences with Teamwork Support and Scanners. We will also debate current application software choices, particularly word processing and spreadsheets.

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- * Executives from Novell, IBM, and PC Week.
- * Seventeen technical and managerial sessions.
- * Exhibits of the latest technology from over 100 vendors.
- * Door prizes.

Join us in Appleton January 27 for the LAN Concepts and Technology Seminar.

To: CAMP, Suite 310, 950 Skokie Blvd., Northbrook, IL 60062, FAX: 708.291.1367

I will attend the Wednesday, January 22, 1992 Micro-manager Subscription Series Seminar

Name: _____ Company: _____ Phone: _____

Migrating Mainframes to a Client/Server Environment

Mike New, Vice President, Marketing, Attachmate
York Baur, Product Planning Manager, Attachmate

The role of the mainframe is evolving from that of a central applications processor to an information server, servicing PC client workstations. IBM has coined the term "Information Warehouse" to describe this new role, and is emphasizing a client/server relationship between the PC and host systems. While this new architecture makes sense, it demands significant change. And since information systems are typically the lifeblood of today's business, an abrupt change could jeopardize day-to-day operations. This workshop focuses on how to migrate to a client/server environment without disrupting your business, with special focus on the Windows environment.

Outline:

Defining client/server functions

Alternatives for client applications

Macros and Script Languages

Industry standard APIs

Using DDE with host applications

Architecting client applications

Adding client capabilities

Moving from 3270 to APPC

Integrating LAN-based servers

How to get started now

Mike New is Vice President of Marketing for Attachmate Corporation, one of the primary suppliers of PC-mainframe communications products. A dynamic speaker who is able to convey complex topics in an understandable and objective manner, New is recognized as an industry authority on PC-mainframe connectivity. He has participated in numerous conferences and seminars. New has developed and conducted technical seminars on IBM's Systems Network Architecture. An author as well, New has written numerous technical pieces, including the "Evaluator's Guide to 3270 Micro-Mainframe Products." Prior to joining Attachmate, New managed marketing activities for Emerald Technology Group, Inc., a supplier of terminal emulation products. He also worked several years with NCR Comten, a manufacturer of communications processors. New began his computer career as a hardware engineer, later moving on to software systems analysis and wide-area network design.

Our discussion will center on micro to mainframe, Attachmate products and network management.

The Right Tools for Network Management

David Strom, Editor, *Network Computing*

We will explore what works, and what falls short, in the wild world of network management, focusing on matching the right tool for different categories of problems. Let's go beyond the advertising and get down and dirty into the tried and true. What are some simple steps you can take to tame your wildest servers -- and users?

David Strom is editor of *Network Computing*. He joined CMP Publications in July, 1990, after working at *PC Week* for three and a half years as Executive Editor. During this time, Mr. Strom helped to launch the paper's connectivity section, contributing over 300 stories along with writing a weekly column called *The Practical Networker*. Mr. Strom also managed a staff of 15 analysts, columnists and editors responsible for *PC Week's* reviews, opinion and analysis sections. He also edited several networking supplements and technical special reports during his tenure at the paper. While at *PC Week*, he set up their networked laboratory in Columbia, Maryland, and organized several network "shootouts." The shootouts tested relative throughput of Ethernet, Arcnet and Token Ring topologies, as well as examining Micro Channel versus EISA bus bandwidth for network servers. Prior to joining *PC Week*, Mr. Strom worked in varying roles in end-user computing. Mr. Strom has a Masters of Science, Operations Research degree from Stanford University, and a B.S. from Union College.

This meeting is limited to subscribers to the Networking and Application Development Subscription series. If we run out of space in the room, only those with reservations will be admitted. Please RSVP by mailing or FAXing the form below. You can also respond via the CAMP electronic bulletin board. Any speaker or program changes will be communicated via the electronic bulletin board.

This meeting will be held at the Holiday Inn-O'Hare/International at 5440 North River Rd. in Rosemont, IL. The hotel's phone number is 708.671.6350. It is two blocks south of the CTA River Rd. rapid transit station. The route runs between the Loop and O'Hare. C.A.M.P.'s phone number is 708.291.1360.

Coming Attractions

On January 27, 1992, Ken Zoline will repeat his all-day LAN Concepts and Technology seminar. This time it will be given in Appleton, Wisconsin. A mailing will be sent to all Wisconsin CAMPers in December.

Please reserve March 5, 1992 for our next Exposition (Vendor Fair)

Bulletin Board

The CAMP electronic bulletin board now has a new section with text files on technical topics as well as a number of articles written by top industry executives. New files will be added frequently.

To: CAMP, Suite 310, 950 Skokie Blvd., Northbrook, IL 60062, FAX: 708.291.1367

I will attend the Wednesday, January 8, 1992 Networking and Application Development Subscription Series

Name: _____ Company: _____ Phone: _____