

Server Consolidation

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Our Next Meeting

by Terry Bodine

INRUG will hold its February meeting on February 19, 2003 starting at 1:00 pm at the **NEW** HP offices (former Compaq offices located on 96th Street between Meridian and Keystone):

Hewlett-Packard Company
510 East 96th Street
Suite 100
Indianapolis, IN 46240

Barry Coleman from Sysix will speak on the topic of "Server Consolidation". Enterprise consolidations can deliver dramatic financial and operational returns with an ROI of 30% or more. The key value to customers of a successful consolidation is that it removes obstacles to business growth caused by the escalating costs and complexity of the IT infrastructure.

In addition to strategic financial and operational benefits, consolidation provides many tactical benefits in the areas of increased application availability, increased systems performance, improved management and better utilization of facilities. We will examine some of the above issues and look at how Hewlett Packard products can help customers move to this computing architecture.

At the end of the presentation, Barry will hold an open forum and answer your questions.

Please join us for this exciting presentation. RSVP to Terry Bodine at tbodine@reawire.com. We hope to see you there!

12th Annual INRUG Training Symposium

by Ron Frenken

Mark your calendars! The Twelfth Annual INRUG Training Symposium will be held April 21, 22, and 23. The show will be held at the Holiday Inn Crowne Plaza in downtown Indianapolis. This is the largest gathering of HP computing professionals in the state of Indiana.

We will have two full days of training sessions on Monday and Wednesday. Tuesday will be the famous vendor fair and track presentation day.

Corporate sponsors include eXegeSys, HP, Interex, Logical, Orion Group Software Engineers and Speedware Corporation.

We are finalizing the training days on Monday and Wednesday, and should have those set shortly.

Be sure to check out all the latest updates at our website www.inrug.org, and watch for a future mailing with the registration information.

*Please note the February meeting is being held at the **New** HP offices (former Compaq offices) located on 96th Street between Meridian and Keystone.*

INRUG BITS

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From the President's Keyboard

LOGIN: Ron Frenken or
:HELLO Ron.Frenken

This space has been intentionally left blank (except for these words and the related picture). The birth of a baby girl in Ron's household pre-empted his writing of this column!

Her name is Madisen Avery. She weighed in at 7 lbs. 8 oz. and was born Tuesday evening, January 28 at Memorial Hospital in South Bend.

Congratulations!



\$exit or
:BYE

Carly Fiorina Praises User Groups

INRUG recently received a memo from Carly Fiorina praising user groups. "Understanding the needs of these customers is a huge undertaking, but that task is made easier by the active involvement of the HP user communities around the world," Fiorina states in her memo.

See the full text of her memo on INRUG's web site at www.inrug.org.

HP Gets the Message

by Mike Elgan, Interex Editorial Director from Interex's "HP World News" E-mail service

Hewlett-Packard and America Online recently announced a deal whereby HP will integrate America Online's Enterprise AIM services into existing products, and also help develop additional features for the platform.

The deal was a good move for both companies.

AOL needs the cash and the well-funded, well-connected partnerships that HP brings to the table. AOL is huge in the consumer space, but lags in corporate instant messaging (IM) penetration.

HP says the deal "rounds out" its messaging portfolio. The company is taking action on an obvious reality: Instant messaging is going mainstream in business, and the leader in the future market for enterprise IM has not yet been established.

AOL's Enterprise AIM service was announced November 4. The service is AIM plus the AIM Enterprise Gateway, which is deployed behind company firewalls to add security and controls.

Despite AOL's huge user base, IBM is actually the current leader in IM for business with its SameTime service.

AOL Instant Messenger (AIM), which is used by millions of teenagers (AOL claims nearly 200 million registered users), is also widely used by adults in companies of all sizes. In most cases, AIM initially entered the enterprise in the same way that PCs, Windows and the Web did: smuggled in through the back door for the personal use of employees. AOL says more than 60 percent of American businesses

currently have the consumer version of AIM running on company PCs despite widespread bans on its use.

Gartner says instant messaging will surpass e-mail as the main form of communication within three years. Some 1.5 billion instant messages each day are currently handled by AIM alone.

Though IM is clearly popular and useful, companies have been slow to adopt it. In its current state, it lacks security and compatibility.

While security is an inevitable problem on any messaging system, compatibility is an artificially created issue. Users on one service can't necessarily communicate with people using another. The main reason is that AOL works hard to prevent compatibility by throwing up countless roadblocks to competing companies, which are constantly trying to figure out how to access the AIM system. If AOL simply stopped actively blocking access, we would quickly have a universal standard and widespread compatibility. AOL says the roadblocks are designed to block IM spam.

HP can definitely help make Enterprise AIM more secure. I hope they can work with AOL on compatibility as well.

We applaud this new partnership, and look forward to the new products and services that will result.

Itsy Bit

*"If the truth is in your way,
you are on the wrong road"*

-- Unknown

HP's Software Power Play

by Mike Elgan, Interex Editorial Director from Interex's "HP World News" E-mail service

HP hired 62-year-old computer pioneer Alan Kay as a senior fellow (at no small expense) to create "new software platforms for devices and distributed applications, based on open source code," according to an HP statement. "We're delighted to have a person of Alan's stature join our team," said Dick Lampman, HP senior vice-president of research and director of HP Labs.

Yeah. I'll bet. In addition to being a senior fellow, Kay is also an extremely accomplished fellow: At Xerox PARC, he co-invented the basic concepts of graphical computing: icons, overlapping windows, pointing, clicking, etc. And, unlike Al Gore, he helped invent the Internet as well.

We all owe Kay a debt of gratitude -- especially Bill Gates. Since leaving Xerox PARC, Kay has enjoyed a long and interesting career, working at Apple, Atari, Disney and other companies. He told *USA Today* recently that he came very close to joining HP immediately after leaving Xerox PARC in the late 1970s, but chose Apple instead.

In an era of budget cutbacks and layoffs, why would HP spend big bucks on a software superstar like Kay? Kay brings much more to HP than simple street cred. Kay's new boss, Patrick Scaglia, vice-president, Internet and Computing Platform Technologies, HP Labs, said: "Alan's interests coincide perfectly with our efforts to create a new software platform for the 21st century. The core technologies he's currently pursuing will be an ideal complement to our own research and development."

So what are those core technologies?

In a nutshell, Kay has spent his entire career making extremely complex systems easy and fun to use. His basic approach has always been to design systems for children, but those systems are universally embraced by adults.

He joined Disney in 1997 as a fellow and vice-president of research to co-develop Squeak, which is a Smalltalk-80-based programming language designed for use in education, gaming and for mobile and other small-footprint devices. (Did I mention Kay also created Smalltalk?)

The core technologies in Squeak involve graphics, cross-platform compatibility, web development and others. Like Linux, it's completely open -- even the virtual machine itself. Children as young as five are able to use pictures to write software using Squeak. It's a programming language so simple even editors can use it.

The ultimate purpose of Squeak is to give children a kind of universal software Silly Putty with which they can make their own "real math" and "real science," as Kay calls it, as a supplement to boring, rote instruction. Kay will continue to work on Squeak at HP, according to reports.

One application for Squeak might be educational programming. But another might be the development of tools that enable non-programmer adults to write software.

HP's motto is: "Invent." Kay once said, famously, "The best way to predict the future is to invent it."

Sounds like Hewlett-Packard is putting its money where its motto is.

The P's in Professional

by Robert M. Gignac

How many P's are there in the word professional? Just one? What is it that makes someone "professional?" I think that there are five keys to being professional (regardless of profession...), and since they all begin with the letter "P", I'll call them the "P's in Professional" - and they are: Purpose, Plan, Performance, People, and Perseverance.

Purpose

The primary key to being a professional is knowing why you are doing what you are doing. People who are "professionals" typically did not stumble into their jobs by accident. To be professional, you must be doing what you love to do. When you aren't doing the work that you love (you'll notice that I didn't use the word "like"), it will show in both your attitude to your job, and your performance of same.

There are three key questions that you should be able to answer as a professional:

- 1) Where have you been?
- 2) Why are you here?
- 3) Where are you going?

The first two are deceptively easy.

Where have you been? Not just a resume rehash, but what training, education and blind dumb luck got you to where you are today? What have you accomplished/learned on the way?

Why are you here? What did the company that you are currently working for (or contracted to) hire you to accomplish? In one sentence. Please don't reiterate the corporate mission statement. Professionals can explain why they were hired in one sentence. If you can't, hopefully you'll be able to explain in one

sentence why they didn't need you any longer.

Where are you going? This is the bigger picture, your personal plan, your dreams, and goals. You do have them written down, don't you?

Plan

Nothing great has ever been completed on a whim. Somebody involved had a plan. Actors have scripts; architects have blueprints. Plans involve thought; they also involve action. Deciding what it is you want to accomplish, then writing the plan down, so you have an achievable objective is the first step. The act of writing the plan down creates insight, raising issues that will not be found if you are merely using a mental "virtual" plan instead of a concrete documented one.

Keep in mind that good plans are not static. No writing and filing the plan away. Plan 1.0 is soon followed by Plan 1.1, leading to Plan 2.0. The biggest part of planning is the re-writing of the plan. Why? Things change. People change. The market changes. Your plan has to allow you to develop your skills and keep abreast of an ever-changing market. Don't count on others to do this planning for you. Personal plans are your responsibility. However, if you are a manager, you should have a plan in place for your staff. What's coming tomorrow? Stay tuned. Be prepared to change your plan. As someone once said, "a curve is not the end of the road unless you don't make the curve".

Performance

Having a Purpose and a Plan will set you on your way to being a "professional", but those two steps will go for naught if you don't perform. Actions always speak louder than words, and your actions will reveal more about your professionalism than almost any other

thing you do. The people you work for/with may never know your Purpose or Plan - but they will judge you by your Performance.

Performing carries with it an additional aspect - attitude. Performing well under normal or trying circumstances - but carrying a bad attitude - will take away from your performance. I'm sure we all know someone who at best is an adequate performer, but their positive, upbeat attitude endears them to the people they work with. At the same time, we all know someone who has more skill/talent than their peers, and an attitude that makes working them a chore at best, and impossible at worst.

People

Who do you associate with? Do you surround yourself with positive, energetic people? If you persist in associating with people who are cynical and negative, you cannot help but become cynical and negative. Are you a member of professional associations within your industry? Networking is an essential commodity because somebody out there needs what you can offer them - your job - find them.

The people you meet through the networking opportunities you have can be an invaluable source of information - for today, and for the future. Think back to how many times you run into a former associate, only to find out that they are now working with someone you know, who also used to be somewhere else. Word spreads, both good and bad - and in the hiring process its not uncommon for people to tap their personal "networks" for information about you. These networks can act as a better information source for employers than do your references. Treat people well because you never know when a curt discussion or

flippant remark may come back to haunt you.

Perseverance

There will be those projects that turn out to be disasters. There will be contracts you take as a consultant that you wish you hadn't. A professional perseveres through these difficult times because tough times don't last. A professional also pays attention to the adage that "they who learn the most, earn the most". The tough situations are often the best teachers, because if everything goes as planned all of the time, we don't learn anything, and perhaps worse, we begin to think that we know everything. Thinking like that is not only a fallacy, it's dangerous.

Most of us have seen numerous applications of "Murphy's Laws". Not familiar with Murphy? Stick around – he's coming. Perhaps the phrase, "Anything that can go wrong, will go wrong - and at the worst possible time", will ring a bell? When this happens, your ability to persevere will be given a chance to shine.

Are you professional?

Now that you have seen the five P's, are you a professional? Are the people you work with professional? My personal opinion is that no one "P" is more important than any other, but if I had to choose just two, I'd lean toward "People" and "Purpose". Your ability to deal with people will either keep you in business or force you into some other endeavor. Your ability to state and stay true to your purpose, will allow you to stay focused when time are tough. We are responsible for our own actions, but we can help others when we encourage them to be professional as well. That is part of what being professional is all about.

Robert Gignac is the owner of Taynac & Associates, providing keynote speeches, seminars and workshops on personal and team development, motivation, and leadership. Contact him at: rgignac@taynac.com or check their website at www.taynac.com.

Board of Directors' Meeting

by Paul Harbron

January 10, 2003

The meeting was called to order at 1:07. Present were Ron Frenken, Ed Amburgy, Paul Harbron and Rick Clark. Terry Bodine attended by phone. Last meeting's minutes were read and approved and action items reviewed. Rick was appointed action item recorder.

Officers will remain as is:

President – Ron Frenken
Vice-President – Ed Amburgy
Treasurer – Terry Bodine
Secretary – Paul Harbron

Ron, Paul and Ed signed the Indiana business entity report. Ron had received the info for the Interex 2003 User Group Affiliation Agreement. Included was a list of Interex members and prospects sorted by different categories. Those listed had already picked INRUG as their primary user group, or had not but lived in Indiana. Ron was going to ask Interex for the list in electronic format, and the Board discussed ways to go over this list with our own membership list. Terry is working on the February meeting and discussed possibilities with the Board. The Board also discussed possibilities for the Golf outing.

Articles will be due by Friday, January 17 or later so the February meeting article from Terry can be included. Kim will write the December meeting review.

Our finances at 10/31/02 were \$7,403.75. Our income included \$200.00 for the December meeting and \$197.50 from Interex rebates. Our expenses for the December meeting were \$1,493.12. Our balance as of 12/31/02 is \$6,308.13. Larry Dunkel is tracking down the check from HP for last year's Symposium.

Only two speaker submissions had been received. Rick volunteered to help out and will contact Orly Larson for help in getting a keynote speaker from HP. Ron reported we had six vendors signed up at this time. Because there were attendance problems last year with some of the sessions, it was decided to go with three tracks instead of four: HPUX, MPE, and Management and Network/High Tech will be consolidated. Possibilities for training sessions and contacting area RUG leaders were discussed and the timeline reviewed. Again the Symposium Committee assignments, with primary listed first, then secondary, are:

Site Coordinator:

Ron Frenken, Ed Amburgy

Vendors:

Ron Frenken

Speakers:

Paul Harbron, Ed Amburgy, Rick Clark

Registration:

Ed Amburgy, Rick Clark

Proceedings:

Paul Harbron

Training Days:

Terry Bodine, Ron Frenken

Evaluations:

Terry Bodine, Ed Amburgy

The action items were reviewed and the meeting adjourned at 3:16.

HP e3000 Solutions Symposium Series

from Interex's "HP World News" E-mail service

March 26 - 29, Valley Forge, Pennsylvania (East)

April 23 - 26, San Jose, California (West)

The 2003 HP e3000 Solutions Symposium offers a comprehensive 4-day, multi-track program giving you the very best training for planning and implementing an e3000 migration or continuing to run a high performing e3000 environment.

This is the only conference of its kind, covering fundamental topics regarding e3000, such as migration, system management and the new MPE/iX 7.0 and 7.5 features, e3000 system, security and storage fundamentals and new this year, Fast Track HP-UX and Linux Training for MPE professionals.

Go to the Interex web site for more information! www.interex.org

Production Data

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What Do You Want?!?

by Ron Frenken

What topics are important to YOU? Tell the board what topics and presentations you would like to see at our upcoming meetings.

Are you interested in HP e3000 migration or OpenMPE? Are you interested in HP-UX, Linux or NT servers and system administration?

Are you interested in programming languages such as HP Transact, Speedware, C, Perl, JAVA or Visual Basic? Are you interested in storage, backups, printers, remote administration, disaster recovery, wireless or PDAs?

Are you interested in all of these and more? Please let the INRUG Board of Directors know what topics are important to you. E-mail us at bod@inrug.org.

Send Us Your Information

Have some new people joined your organization recently? Have there been some promotions? Something exciting happened at your office?

If so, why not publicize the fact, and provide some well-deserved recognition! We'd love to spread the word for you. Send us the information, and we'll make an effort to get it in the next issue of *INRUG BITS*.

OpenMPE's Membership Drive

from Interex's "HP World News" E-mail service

OpenMPE, an organization that seeks to be the custodian for the MPE/iX Operating System, has announced a membership drive. It said that it is offering a "zero cost" membership as part of its effort to identify the initial "rank-and-file" of the community that desires to continue using and/or supporting the MPE environment beyond the end of 2006, the year in which Hewlett-Packard will end its support to the operating system. "Membership at the 'zero cost' level does NOT require you to continue as a member when we switch to a 'fee based' structure," OpenMPE says on its Web site. Visit the OpenMPE web site at www.openmpe.org to register.

The Two Wolves

Author Unknown

One evening an old Cherokee told his grandson about a battle that was going on inside himself.

He said, "My son, it is between two wolves. One is evil: Anger, envy, sorrow, regret, greed, arrogance, self-pity, guilt, resentment, inferiority, lies, false pride, superiority and ego..."

"The other is good: Joy, peace, love, hope, serenity, humility, kindness, benevolence, empathy, generosity, truth, compassion and faith..."

The grandson thought about it for a minute and then asked his grandfather, "Which wolf wins?"

The old Cherokee simply replied, "The one I feed."

Dave's Ditty

by David Largent

Just like the Old Cherokee mentioned earlier in this issue of *INRUG BITS*, I believe each of us has (at least) two "wolves" in us. Each wolf is trying to be the victor over the other(s). Each one is trying to get our attention. Each one is trying to convince us that their approach to life is the best.

Sit back while I tell you about an experience of mine. I recently took a small group of Boy Scouts to our Winter Camporee. We knew the temperature was going to be cold (Friday night was forecast to be between zero and 10 F). Yes, that is cold. Yes, we were sleeping in tents! During the day Saturday, the temperature was supposed to get up close to the freezing mark, however, and Saturday night was supposed to be in the twenties.

My group of scouts had camped in the cold a couple of times before, albeit not that cold. We spent the meeting before the camporee reviewing what you do/don't do in cold weather to stay warm. We had been preparing them for some of the competitions in which they would compete on Saturday. I think they knew their stuff, and seemed excited to go – even in spite of the cold forecast.

Some of the parents had other opinions, however. A couple of the scouts were not allowed to go because the parents felt it was going to be too cold. Ultimately, I had three scouts that went. Another adult scout leader and a father of two of the boys and I rounded out the group.

We headed out Friday night, got camp set up, and found out what the schedule was for the rest of the weekend. We headed for bed. So

far, so good; everybody seemed to be doing pretty good.

Did I mention that some of the parents had other opinions? At least once (maybe more) during Friday night the wife of the father that came with us called the father on his cell phone to make sure they were OK. She even had him get up and go check on the boys, who were sleeping in another tent. I was not aware of any of this until early the next morning when the father came over to my tent and told me the boys had "had enough", and he was going to help them pack up and head home.

There was no amount of talking I could do to convince them to stay. Comments like "you've made it through the worst part" had no effect. Reminding them that they were going to be active during the day Saturday (as compared to Friday night when they were laying still), and that would help them stay very warm fell on deaf ears. Their minds were made up, and they were not going to allow them to be changed.

Yes, it was cold. I'm sure the scouts were cold Saturday morning. I don't think they were in danger, however. I believe the boys were prepared – both for the cold weather and for the competitions. I'm convinced that had they stayed, they would have enjoyed Saturday and been plenty warm. What they (and I!) weren't prepared for was parents not thinking we were prepared. The "I can't do this" wolf crept into their thinking, and that was the one that got fed – by themselves and their parents.

So why did I spend two columns telling you my tale? I guess I just want you to be prepared. Be aware that you have (at least) two wolves in you, and they're likely competing.

Which wolf will win? Well, I guess that depends on which one you feed.

-dll

Calendar

February 2003

- 19 **INRUG General Meeting – "Server Consolidation" – Indianapolis, IN**

March 2003

- 7 INRUG Board meeting – Indianapolis, IN
- 26-29 HP e3000 Solutions Symposium (East) – Valley Forge, PA

April 2003

- 21-23 **INRUG Training Symposium - Holiday Inn Crowne Plaza – Indianapolis, IN**
- 23-26 HP e3000 Solutions Symposium (West) – San Jose, CA





Legal Stuff & Other Info

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Articles may be submitted by sending them to one of the INRUG newsletter addresses provided below. Electronic submission is encouraged!

Material must be submitted by the 5th of the month for publication in that month's newsletter.

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