



# TEC MANAGEMENT SERIES

## Invite Your Management to these FREE Sessions

By Jay Burford

Does your management wonder why you go to a Technical Conference? Do they question the value? Is it perceived as some kind of paid vacation! Well, here's the solution... Invite them to join you at this conference for a special Free Management Series, on the first day (April 24, 2001) of the TUG TEC Conference, at the Sheraton Parkway North in Markham. The time is late afternoon. The agenda is unique, meant especially for managers and decision makers. Beginning at 3:30 P.M., they are invited to enjoy some Wine and Cheese while perusing the forty plus exhibitor booths in the SHOWCASE.

From 4:30 to 5:30 P.M., they may choose to attend one of a series of sessions designed to be of interest to them. After the presentation, you may wish to take them back to the SHOWCASE for more refreshments and light entertainment. There, you may ALSO wish to introduce them to exhibitors, who will be demonstrating products, or services of interest to your management for current and future projects. Based on the business update received in the selected Management Session, your managers may wish to discuss with you and some of the exhibitors, more detailed information regarding a newly realized need for the company.

The Management Sessions Series includes major speakers discussing **current** issues relevant to the planning and profitability of many companies. Topics included are:

**Eden Watt** – Eden is this month's featured speaker and the cover person on this magazine (see biography inside). She will outline specific examples and case studies of the latest industry trends

including e-commerce, modernization solutions, B2B, B2C, new Marketplace Sites, e-procurement, and Wireless Data Services. As Eden says, "Keeping up with these latest technologies, and providing the infrastructure to deliver these application services, is **critical** to stay competitive in today's business environment."

**Al Dundas** – Al is a Senior Consultant for Information Technology Effectiveness Consulting in the e-business Strategy and Change area of IBM Global Services. He will be discussing Project Management from the point of view of "Big Projects" that have truly worked, and the management strategies that have made them successful. This is real life, not theory.

**Richard Dolewski** – Richard, as well as being the Past President of TUG, is a certified systems integration specialist and disaster recovery planner. He will




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provide the answer to such questions as: Have you prepared your company for an Information Technology Disaster? Could you recover and **survive** from a disaster that destroyed your critical data and/or the ability to process that data? In other words as management you are responsible, but: – ARE YOU READY?

**IBM Senior Management Consultants** will cover two additional topics that could dramatically affect your "bottom line". First is **Risk Assessment** – Risk Management, a strategy that may be the key to assessing and determining the survival of your business if the economy "turns south". The second is **Outsourcing**, a more and more common practice in ALL areas of business, and perhaps the method required for your business to survive. It may also be an opportunity for your company to profit by supplying the outsourcing.

**FREE - INVITE YOUR MANGEMENT TODAY AND REGISTER THEM – FREE**

You may register at the door, however it would help TUG to have a prior registration. We will then be able to have a nametag printed and available for your management. 

**TUG TEC  
MANAGEMENT SERIES  
APRIL 24, 2001**

**REGISTRATION FORM**

Company Name: \_\_\_\_\_

Registrant's Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

Prov/State: \_\_\_\_\_

Postal/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

Member of TUG: Yes  No:

**E-mail (admin@tug.on.ca) or fax (905-607-2547) to Wende at TUG HQ**

*Jay Burford is in charge of Showcase at this year's TEC. He can be reached at (416) 226-3369, or via e-mail at [jburford@home.com](mailto:jburford@home.com).*