

Subject: The DEC Connection News-at-a-Glance, May 2008

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News-at-a-Glance from The DEC Connection!



Here's the latest news about The DEC Connection, its members, events, and information on the website <http://www.deconnection.org/>.

2008 Membership

Welcome to our 4 of our newest members, Pam Johnson and Bob Figuerido in MA, Tim Caulfield in CA, and Frank Ginac in TX. Great to have you aboard!

Renewals: Currently, we have 661 paid members and another 900 DECcies on our contact list. If you haven't renewed for 2008, click on (URL) to find out how to become a legitimate member.

Board Members Needed

As The DEC Connection continues to grow, we need a small amount of time from dedicated members. In particular, we need:

- 1.) A Treasurer
- 2.) A Secretary
- 3.) An Events Coordinator (not to run events but to maintain the process and consistency)

If you have that small amount of time, please send an Email to info@deconnection.org.



Update on Events & Activities for 2008

- a DECconnection friends/family Lowell Spinners Baseball Game!

If you have not secured your tickets to the Lowell Spinners, a Red Sox farm team, for a 1:15 PM afternoon game on Sunday, August 3, 2008 in Lowell, MA, [do so now on our website.](#) You will have to be a 2008 paid member to participate. The Spinners' park is a terrific place to watch a ball game and there is even a

kids' amusement area in the left field outfield. The box seat tickets are only \$7.00. Bring the kids!

- **in 2 weeks, in Nashua: Educational/Networking Seminar on Developing Your Small Business**

You're invited! Whether your business is hi-tech or bricks-and-mortar, DEC Connection members Glenn Boston and Bob Farquhar have ideas and experience that can help YOU expand your clientele.

Thursday evening, June 5th will kick off a NH Chapter edu seminar series, initially focusing on Small Business Planning & Development. Our 2 featured experts are consultants Glenn Boston and Bob Farquhar (bios below). Each will speak for 30 minutes with 10-15 mins. of audience Q&A following the talk. Following the learning sessions will be a networking hour (with cash bar).

The event will be from 7 PM thru 9:30 PM (Registration starts at 6:30 PM) at the Nashua Crowne Plaza (Exit 8, Rte 3) in the Essex Room. There will be a modest charge for the seminar to cover our costs: \$20 for pre-registered DEC Connection members, \$25 for pre-registered non-members; \$25 for members after June 2nd, \$30 for non-members after June 2nd. For online charges there is an additional \$3 or \$4 ticket processing fee.

Registration Process:

- To register online click here:

<https://web5.mkat.com/mktixrun/shared/mknporun?dir=mvarts.MKT-219.DECO-E9106&Event=DECO-E9106&page=mkeventregisterfrm.jsp>

(if this link does not work in your email go to our home page and use the link there)

- To pay by personal check, send check made out to The DEC Connection to Ava Schutzman, 7 Castlegate Way, Nashua NH 03063 - to arrive by June 2nd.

About the Speakers/Presentations:

Glenn Boston worked 25 years at Digital, with 10 prior years in technical sales and product management. He has a BS in Marine Engr. and an MBA. In his last few years at Digital, he served as North American Manager for CSS. Since 1998 Glenn has volunteered as a SCORE counselor. SCORE is a volunteer group offering free business planning counseling to small and start up businesses.

Glenn's presentation will discuss the challenges and opportunities in running your own business:

- simple business plan
- capital sources
- financials... but remember, cash is king
- available help from SBA, SCORE and other free sources

Bob, who describes himself as "a newspaper man who got hooked on technology", is President of Farquhar & Company, providing fee-based consulting to more established companies who are seeking to grow or expand their markets. His expertise



Bob Farquhar



Glenn Boston, center, with counselors

includes:

- Aligning product strategies to simplify delivery to customers
- Helping clients build go-to-market plans and speed time-to-market
- Strengthening relationships in target markets with resellers and customers

At Digital from 1986-1998, Bob was VP of Media Industry Marketing where he built a Media unit that grew revenues from \$12M to \$381M (while the company was already in decline). Life after Digital included 5 years as a Global Solutions Executive at IBM and VP of Americas Sales at Canto Software Inc., and building his consulting business. In his rare free time, Bob is writing a book about the life of an ex-Digital friend from Vietnam, and was recently interviewed in HP's New England Initiative e-newsletter (on our website, Member Publicity page).

- **Send e-Greetings to your Irish DEC friends at their Reunion on June 13**

Iain Watson writes us about a reunion planned for former DECcies and friends to be held in Galway on June 13th. You're invited to attend if you ever worked in Ireland or with this group but if you can't go, do write! Iain promises to read all e-mails to the crowd at the party. Write to him using the link on this page: <http://www.deconnection.org/DEC-IrelandReunion.htm>

- **SAVE THE DATE!** Your Board is planning an event to complement the dedication of the Ken Olsen Science Center at Gordon College in Wenham MA on September 27, 2008. Stay tuned for details!

Update on the Website

Our Member Forum now has over 600 members registered online! If you haven't checked it out, take a look!

- Check out our website using our **new Site Map** at www.deconnection.org/sitemap.htm
- **Have YOU listed your business info on our Member Businesses page?** You don't have to own the business, just be involved. Send info to webmaster@deconnection.org.
- If you're a paid-up member, you can now join our Group on LinkedIn. Go to [DEC Connection LinkedIn group](#) on our website.
- If you have trouble logging into the Forum... type your username and then password in *slowly*... it should work the second time, at worst. 😊



HP Connections

Did you know that actual Digital retirees (vs. former employees) are eligible to participate in the HP Employee Purchase Program? [Detailed instructions are found on our DEC Connection website on the HP Retiree page.](#)



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