Ask anyone who attended and they’ll probably tell you that the 39th Annual ACUTA Conference and Exhibition was a memorable experience and a good investment of their time and energy. The just-opened JW Marriott San Antonio Hill Country was absolutely gorgeous, and the new April timing for Conference made going outside for a walk around the grounds a very comfortable way to soak in some Texas sunshine.

Some 50 first-time attendees learned that the ACUTA network is a warm and inviting group of individuals who benefit from each other’s expertise, respect each other’s capabilities, and truly enjoy each other’s company. Breakout sessions, where experts from campuses across the country presented their experiences with today’s challenges, were interesting and informative. The general session speakers were well received. And the exhibit hall had a lot to offer—good information and useful contacts as well as the usual terrific prizes!

Several campuses and individuals were recognized with awards. The ACUTA Ruth A. Michaleck Leadership Award went to Patricia (Pat) Todus of Northwestern University. This year’s Bill D. Morris Award winner was Walt Magnussen from Texas A&M University. The University of Pennsylvania won the Institutional Excellence Award, and honorable mentions went to Berklee College of Music, Louisiana State University, and Texas A&M University. You will be able to read more about these award winners and their projects in future issues of the ACUTA Journal.

Again this year we heard how budgets were cut to the bone on many campuses. Those who came to San Antonio optimistically looked ahead for better strategies, new approaches, and money-saving ideas. It’s a year (or two!) of creative thinking for most of us as we plan for brighter tomorrows.

Once again we are offering a conference-on-a-disk that will include 8 popular sessions. (See page 3.) We hope that everyone will be able to join us next April in Orlando for the 40th Annual Conference!

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8 Check It Out: Press Releases...Job Postings...RFIs/RFPs...Special Deals
Recent changes to the ACUTA institutional membership structure will result in expanded benefits for your college or university at no additional cost.

Beginning this year, we have removed any limits on the number of named representatives that an institution may add to their ACUTA membership roster.

Previously, an institution's enrollment dictated the number of representatives it could have in ACUTA. For example, a Tier 2 institution with enrollment of 2,500-5,999 students was allowed to have a total of two named representatives (one voting and one non-voting) under the old membership structure.

Under the new structure, they are entitled to one voting representative and an unlimited number of additional non-voting members.

This new membership structure will enable an unlimited number of information communications technology professionals throughout the institution to receive ACUTA member privileges, benefitting both large and small institutions. Think about the following potential additions:

- Universities with ICT professionals at the school or departmental level may add these individuals to their ACUTA membership roster, ensuring that they receive the latest information distributed by the association and that they have access to the Telecom listserv and other communities on ACUTA's new website.
- Large institutions that were previously limited to four or five ACUTA members may expand their roster to include professionals throughout the IT organization.
- Smaller colleges that were previously limited to one or two ACUTA representatives may add additional professional colleagues to the ACUTA roster.
- Specialists who may not previously have been listed, such as IT finance, contracting, security and policy professionals, and network professionals can be added.
- Up and coming young professionals in the IT organization may be added, providing them access to information, advice, and leadership opportunities within ACUTA.
- Senior IT executives at the VP or CIO level can be added, so they will begin receiving the ACUTA Journal, eNews, Legislative/Regulatory Update, and other important information from ACUTA.
- Under this new structure, members will be able to work toward recognition of their membership milestones (5, 10, 15 year, etc.) without restrictions imposed by the size of the institution. This will make it easier to recognize the professional accomplishments of staff members with long-term service to your organization.

Membership dues invoices will be sent in early May to primary voting members, who will have an opportunity to add new members to the institution's ACUTA roster at no additional cost. I encourage you to take advantage of this chance to expand the reach of ACUTA benefits to your college or university.

If you have any questions, wish to add new people, or to see a list of your current named members, please feel free to contact Michele West, ACUTA Manager of Membership Services, at mwest@acuta.org or phone 859-278-3338, ext. 222.

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**Hurricane Preparedness Checklist**

States along the coasts know only too well that hurricane season is upon us. If you haven't reviewed your campus emergency plans for 2010, you might want to check out the Hurricane Preparedness Checklist posted on our website under Member Services.

This very useful document was developed by ACUTA and ATIS, the Alliance for Telecommunications Industry Solutions. Access the PDF document directly by going to http://www.acuta.org/hurricane. Click the link to view or save the document.
Looking over the list of session topics at the annual ACUTA conference in San Antonio, it was easy to see how a couple of issues kept surfacing. One was Unified Communications—hey, who’s NOT talking about UC these days?—and the other was the perennial ACUTA issue of budgets. Obviously, there’s a lot of interest in both. And while we talked just a couple of months ago about justifying UC, and how to make a case for its return on investment, we have since run across an interesting perspective on this.

Rather than looking at the traditional argument of return on investment when it comes to UC, say the folks at the famed analyst firm Frost & Sullivan, perhaps we should think about it in terms of “Return on Collaboration.” Maybe this will be helpful in framing the benefits better to the people who control the purse strings at your school.

View the full document, a paper sponsored by Verizon and Cisco, at http://www.verizonbusiness.com/resources/whitepapers/wp_meetings-around-the-world-ii_en_xg.pdf. To summarize briefly, Return on Collaboration is a concept that aims to reflect and quantify the improvement in specific functional areas that an organization experiences when deploying UC as an advanced collaboration tool.

For instance, Frost & Sullivan reported that far more enterprises that used UC and other collaboration tools developed new products than non-UC-using organizations (68 percent of using companies did, compared with 39 percent of non-users). Also, three out of four UC-using companies saw sales growth in the surveyed time period, compared with half of non-using companies. And among UC-using companies, 71 percent were profitable, compared with 45 percent of profitable non-UC-users.

Now, we’ll grant that you don’t create or sell products or stake your career on turning a profit, but the point is that at least some of this difference in performance among UC-using organizations can rightly be attributed to their improved collaboration.

By framing the value proposition as Return on Collaboration, it leverages a key UC selling point rather than focusing on the investment involved. The value of UC is not the dollar-for-dollar return, but the collaborative benefits generated. An organization that embraces UC only for the dollars-and-cents considerations is essentially doing it for the wrong reasons.

But we’re pretty sure you already knew that. The challenge is always convincing the right people that UC applications such as the ability to set up meetings almost instantly, replace travel with telepresence, and enable work-from-anywhere capabilities will result in greater productivity and more efficient use of time and other resources. As you endeavor to make that case, we hope the concept of Return on Collaboration might be of some help.

As always, if there are specific topics you would like to see covered in this space, please let me know via e-mail at kevin@duxpr.com.

The following sessions were recorded and are offered as Windows Media files on CD/DVD:
1. I Hate People! Ten People You Don’t Want to Be
2. Leadership and Talent Development
3. Embracing 802.11n at Loyola College
4. Managing Communications for the Digitally Cool
5. Best Practices for Using Social Networks
6. ACUTA Legislative & Regulatory Update
7. Do You Eduroam? How Universities Can Benefit from Federated Wireless
8. The Reality of Unified Communications in Higher Ed

For a member cost of $189 or $219 for nonmembers you can purchase a CD/DVD of these sessions in a high-quality Windows Media video format that can play right on your laptop or desktop computer. Benefits include:
- More than 8 hours of high-quality video and audio on a single CD/DVD disc
- Handouts of many of the 8 sessions included on same disc in Adobe Acrobat PDF format
- No Internet connection required for viewing video
- Portable and archivable for long-term viewing and review
- Can be copied to any portable device that accepts Windows Media video files

Order your copy today from the ACUTA eStore at http://tinyurl.com/sc10dvd.
Recent FCC Actions

Heading this month's news has to be the decision by the U.S. Court of Appeals for the District of Columbia to overturn the 2008 FCC order against Comcast for Internet traffic management practices. The decision raises questions far beyond the issue with Comcast (who tried to limit BitTorrent traffic) as to whether the FCC has the authority to regulate broadband and could possibly have an impact on the implementation of the National Broadband Plan. The FCC could reclassify the services of Internet service providers from their current definition as information services to a new definition as title 2 telecommunications services, although that would probably also be challenged in the courts. What is really needed is for Congress to update the 1996 Telecommunications Act; however, with the current "tug-of-war" in Washington D.C., the chance for this is probably nonexistent. The next several months may bring about actions that will provide clues as to where this issue will end up.

The FCC has also taken its first step to reform the USF program with a Notice of Proposed Rule Making (NPRM) that was released on April 21. The notice proposes that legacy high-cost support to incumbent telephone companies be capped at 2010 levels while a means is determined to target the use of those funds to areas where no company can operate profitably. The notice also asks questions as to how high-cost support for competitive Eligible Telecommunications Carriers (ETCs) can be ramped down. The overall goal of these efforts is to redirect the funds spent on high cost support to be used to fund broadband. Given that some carriers base their entire business plan on receiving high cost support this proposal is likely to be contentious.

In another FCC action, an Order on Reconsideration and NPRM was issued which eliminates the home roaming exclusion from its 2007 order requiring that wireless carriers provide automatic roaming to competitive carriers. Automatic roaming allows a wireless customer to use the roaming capabilities without first having to contact the carrier and provide billing information. The home market exclusion meant that automatic roaming did not have to be supported for a carrier in their home market areas and this exclusion has now been removed. The impact on the end user is that they may soon find service in areas where gaps in coverage prevented access to their carrier of choice. If disputes arise between two carriers as to whether automatic roaming should be supported in a home market the FCC has offered to resolve those disputes in a way that best serves the public interest. Lastly the order denies Sprint-Nextel’s request that automatic roaming be extended to their push-to-talk service. The NPRM asks the question as to whether automatic roaming obligation should be extended to mobile data services that are provided without interconnection to the public switched telephone network with the goal of supported mobile broadband data access as a part of the national broadband plan.

D.C. Update and I Are Retiring

Finally, this will be my last monthly update and the end of my relationship with ACUTA. I’ve found that while in retirement I have not really kept up with the issues facing higher education and therefore I’ve decided it is time to step aside. I’ve really enjoyed my years of working with the Legislative and Regulatory Affairs Committee, and I am proud of my contribution to its current status. Over the years the committee has become more active with the FCC and in the regulatory arena, and ACUTA has become a recognized authority on regulatory issues. I feel that the committee and ACUTA have greatly profited by the current relationship with Dow Lohnes, which is better able to represent the issues of ACUTA members without being severely restricted by other relationships with major telecommunications carriers. Lastly none of this would have happened without the hard work of the ACUTA professional staff. I’ve enjoyed working with all of them, and I feel that they do a tremendous job in making ACUTA a success.

In my resignation letter I recommended that the need for this column be reexamined as many of the issues I have reported on are better covered by Dow Lohnes in their monthly report. I would encourage everyone to read that report as it is a very good summary of regulatory and legislative issues facing ACUTA members.

I wish everyone well.
ACUTA Alert:
Write Your Senators
to Urge Passage
of IRS/Cell Phone
Legislation

With the passage of HR 4994, the Taxpayer Assistance Act of 2010, by the House of Representa-
tives, we are one step closer to the removal of cellular telephones and similar equip-
ment as “listed property” in the Internal Revenue Code and no longer having these devices
reated as a taxable fringe benefit.

Similar legislation---S. 144 by Senator John Kerry (D-MA), the Modernize Our Bookkeeping
in the Law for Employee’s Cell Phone Act of 2009---is pending in the Senate. Passage of
the Senate legislation is necessary in order to send this change to the President for his
signature, removing burdensome record-keeping requirements for educational institutions
and other employers.

ACUTA encourages our members to follow appropriate protocols within your institution to
contact your state’s U.S. senators, urging their support for quick passage of S. 144.

We have drafted a form letter that you may modify and use on behalf of your campus, and

A link to web-based forms that you may use to write to each of your Senators is available
at http://www.senate.gov/general/contact_information/senators_cfm.cfm.

It is important to raise awareness of this legislation and seek its timely passage by the Sen-
ate. Please contact your state’s Senators and urge them to take quick action on this bill.

*ACUTA Legislative/Regulatory Affairs Committee: Wendell Barbour, Chair*

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Dues Invoices
Mailed May 3

Invoices for membership dues for 2010-2011 were mailed Monday, May 3. You can avoid any
lapse in benefits by paying securely online using a credit card. Just follow the link printed
at the bottom of your paper invoice. Change-of-information forms are also included for you
to return with any updates.

What are the benefits of membership? Networking...discounts at events...legislative and
regulatory updates...the online ACUTA Community...journal...eNews...professional develop-
ment...and lots more! This year, as Executive Director Jeri Semer explains on page 2, institutions
may name an unlimited number of campus representatives.

ACUTA has a tiered dues structure based on a school’s Carnegie classification and the num-
ber of students enrolled in a degree program according to the Higher Education Directory.
Corporate affiliates choose their level of membership based on the benefits offered at four
different levels.

Deadline for paying without interruption in services is June 30, 2010. For details, contact
Michele West, Manager, Membership Services, at mwes@acuta.org.

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Washington
Update
Newsletter
for ACUTA
Members

In our continuing efforts to keep ACUTA members informed of the latest developments in
response to the current economic situation, we have provided a link to the newsletter Wash-
ingen Update from Dow Lohnes, ACUTA’s legal counsel.

To read the current issue or past issues, click on “Legislation and Regulation” on the ACUTA
homepage menu bar. Scroll down to “Broadband Stimulus Package” and choose by date the
issue of the newsletter you’d like to see. Each issue has its own table of contents. General
information on higher education issues is in the section on “Higher Education.” Colleges and
universities that are affiliated with health care institutions may also be interested in the
information under “Health Care.”

The newsletter is updated approximately four times per month and posted on the ACUTA
website. We encourage you to take advantage of this opportunity for excellent information.
Frequently, vendors, associations, governmental bodies, and others provide white papers and other informational documents which are announced through a variety of media sources. While some admittedly have a certain slant or opinion, others are quite objective; however, they often contain valuable information. Below are links to selected documents.

- D.C. Appeals Court - Ruling Against FCC on Internet Authority: http://pacer.cadc.uscourts.gov/common/opinions/201004/08-1291-1238302.pdf
- ISACA - 2010 IT Risk/Reward Barometer: http://www.isaca.org/AMTemplate.cfm?Section=20102&Template=ContentManagement/ContentDisplay.cfm&ContentID=56656
Another Great Conference, More Terrific Prizes!

Besides the excellent educational opportunities and the great professional networking and the fabulous exhibit hall, one of the many good reasons to attend ACUTA events is the likelihood that you'll take home a fantastic prize! Throughout the week, attendees won great prizes in the exhibit hall. Below are the winners of the prizes from the Treasure Chest at the end of the Conference. These gifts were donated by our generous vendors, named in parentheses in each entry.

- Carolyn Lightfoot, Lee College
  LEEDS Wireless Mouse (Verizon Business)
  Jawbone Earpiece (AT&T)
  $150 Legal Seafoods gift Card (Amcom Software)

- Kristi Johnson, Volunteer State Community College
  Talk-About 2-Way Radios (Motorola)
  iPod Shuffle (Esna Technologies)
  $150 Best Buy Gift Card (Cortelco)

- Dana Camper, Washington & Lee University
  Portable DVD Player (e2Campus by OmniJert)
  $100 Best Buy Gift Card (WTC Consulting)

- Jamie Trusner, Tarleton State University
  Jabra Cruiser Bluetooth Speakerphone & Wireless Headset
  (Hello Direct)
  $100 Amex Gift Card (Mapcom Systems)

- Steve Menken, Illinois State University
  SIP telephone (Aastra)
  iPod Shuffle (CEECO)

- Adrienne Gerals, Rutgers University
  snom 300 telephone (snom technology)
  $50 Home Depot Gift Card (Qwest)

- Arthur Brant, Abilene Christian University
  Flip Ultra HD Video Camera (Cisco)
  $50 Amex Gift Card (Xirrus)

- John Foster, Illinois State University
  One complimentary registration to the 2011 Annual Conference (ACUTA)

Board Report
March

On April 17, 2010, the Board met in San Antonio and reviewed and approved the February 2010 financial statements and various monthly reports.

The Board took the following actions:

1. Approved committee/subcommittee appointments:
   a. Publications Development Subcommittee: Doug West, University of Richmond
   b. Journal/eNews Subcommittee: Janice Bundy, UCLA, Chair; Keith Fowlkes, The University of Virginia’s College at Wise
   c. Membership Experience Committee: Janet Knox, Baylor Univ.; Connie Grimes, College of William and Mary; Michele Morrison, British Columbia Inst. of Tech.; Ed White, North Carolina Agricultural & Tech. State Univ.
   d. Corporate Liaison Committee: Chad Schumacher, PosTrack Technologies; Christine Mulvey, Marist College; Blake Robertson, Alertus Technologies
   e. Publications Development Subcommittee: Buck Bayliff, PCR, Chair
2. Approved topics for the 2011 Seminars and Journals
3. Discussed plans and proposed budget for the education strategic planning retreat to take place July 15-17 at the Palace Hotel in San Francisco, immediately prior to the Summer Seminar

In the President’s report, Mr. Buchanan reported on the recruiting efforts for volunteers. Mr. Arthur commented on his efforts to recruit chairs. Prospects have been identified for several positions and recruitment should continue throughout the Annual Conference.

Following a report from the Data Analyst, the Board expressed its desire to have a more formal distribution strategy for the information provided by the data analyst, and consideration of various ways in which the information could be presented to the membership.

“This is ACUTA” YouTube video of the conference: Ms. Van Horn spoke about the production of this video that would document the conference and promote ACUTA. It will feature video and still pictures of members and vendors.

Respectfully submitted,
George Denbow
ACUTA Secretary/Treasurer
Board of Directors 2010-11

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Welcome New Members

Institutional Members
Adams State College, Alamosa, CO. T2
Otis Hager, Telecom Electronics Special. (719/587-7070) .............. ohager@adams.edu
Lesley University, Cambridge, MA. T3
John McDonald, Assoc. Dir. for Infrastructure (617/349-8778) .......... mcdonald@lesley.edu
Robert Morris University, Moon township, PA. T2
Randy Johnson, Dir., Network Services (412/397-6902) .............. johnsonr@rmu.edu

Corporate Affiliate Members

BRONZE MEMBER
TESSCO Technologies, Hunt Valley, MD ........................................ www.tessco.com
Neal Goldberg, Market Dev. Mgr. (410/229-1244, goldbergn@tessco.com)

TESSCO Technologies is a leading value-added supplier of critical products, services, and solutions required in providing wireless technology to higher education facilities. From simple Internet access to WLAN connectivity, video surveillance and campus security, TESSCO has the expertise to help you make the right decisions.

COPPER MEMBER
911 Enable, Montreal, Quebec ........................................ www.911enable.com
Alan fuks, Marketing Mgr. (514/940-6226, alan@connexon.com)
911 Enable provides industry-leading 911 solutions for IP telephony, well suited to the needs of higher education deployments. Solutions include a national 911 call routing service, automated IP phone tracking appliance, and security desk notification system.

ExteNet Systems, Inc., Lisle, IL ........................................ www.extenetsystems.com
Jon Davis, VP, Business Development (630/505-3806, jdc@extenetsystems.com)
ExteNet Systems, Inc. designs, builds, owns and operates indoor and outdoor carrier-class networks for wireless service providers at colleges and universities across America. This includes all campus buildings, medical facilities, public spaces and sports venues.

MicroCare Corp., New Britain, CT ........................................ www.microcare.com
Harvey Stone, Product Mgr. (860/670-4001, harveys@microcare.com)

MicroCare is the leading manufacturer of affordable, environmentally-progressive chemical products for precision cleaning, coating and lubrication.

Minuteman UPS/Para Systems Inc., Carrollton, TX ................................ www.minutemanups.com
David Leos, Channel Mgr., Telecom & Educ. (972/446-7363, dleos@minutemanups.com)
Para Systems, Inc., is a leading provider of power protection and management products including the Minuteman® Uninterruptible Power Supplies (UPS) for computers, servers, peripherals, voice and data communication systems, security systems, and other mission-critical equipment.

The ACUTA website is a useful tool for communicating with other members, whether you’ve got some exciting news to share, a position to fill, or a project for which you need a vendor. Check the website for the latest postings frequently. Here are items that have been posted since our last eNews.

PRESS RELEASES
• RedSky-Launches-My-e911
• Crown Castle Deploys Distributed Antenna System at Stanford University
• China’s Ministry of Education Relies on Trapeze Networks
• Trapeze Networks Gives Olympic College Wi-Fi at Every Point of Learning
• Optelian’s LightGAIN DWDM System Achieves RUS Listing
• Multicom Announces Wide Bandwidth 1310nm Optical Transmitter for FTTx/HFC Applications
• Cutting-Edge Communications Researchers Rely on Fujitsu for Next-Generation Optical Networking

JOB POSTINGS
Help your colleagues who are looking for work! To send job postings go to http://www.acuta.org. Click on one of the jobs listed there and you will link to the jobs we have now and a link where you can post a job.
• Vice President, Professional Development, BICSI
• Database Administrator, Miami University, Oxford, OH
• Advancement Systems, California State Univ. San Marcos, San Marcos, CA
• Information Security Analyst, Texas State University, San Marcos, TX

RFIs/RFPs
No new RFIs/RFPs have been posted this month.

SPECIAL DEALS!
Watch the website for new Special Deals!
• 50% off a VoIP network readiness assessment for ACUTA members from CSDNET
The Annual Conference and Exhibition is a special event for many reasons. It provides wonderful opportunities for professional networking with your peers; the educational sessions are presented by people who know what you do because they do it too; and the exhibit hall is filled with products and services to help you do your job better, faster, or easier. But what sets the ACUTA Conference apart—and above—other events is the people. You won’t meet a more informed, more congenial, more interesting group of people anywhere but ACUTA.

It starts with the ribbon cutting, the First-Time Attendee Orientation, and a unique call to the general session room.

Three fast days include interesting presentations, access to the Internet (or your email), and opportunities to help plan the future.
Recognizing Excellence

Award for Institutional Excellence in Information Communications Technology
This award is ACUTA's most prestigious award for institutions. Winners are selected on the basis of the ICT department's contribution to and support of the mission of its institution.
This year's winner was the University of Pennsylvania for its PennNet Phone Project. Certificates of Honorable Mention went to Texas A&M University (CALEA Compliance System), Louisiana State University (GROK Online Knowledge Base), and Berklee College of Music (Wireless Network Implementation).

Passing the Gavel
Outgoing President Buck Buchanan officially passed the gavel to incoming President Matt Arthur.

Bill D. Morris Award
Walt Magnussen, former ACUTA President from Texas A&M, received the Bill D. Morris Award.

ACUTA Ruth A. Michalecki Leadership Award
Pat Todus, Northwestern University, was honored as the recipient of the ACUTA Ruth A. Michalecki Leadership Award.

Thanks to PAETEC for sponsoring the Awards Luncheon, the Institutional Excellence Awards, and the ACUTA Ruth A. Michalecki Leadership Award.
Presenting, Learning, and Always Networking

Special Anniversaries

20-Year Members: Steve Judycki, Corinne Hoch, Mark Reynolds. It was Geoff Tritsch's 25th anniversary.

15 years: Mark Dumic, Janet Knox, Steve Prichard, Carolyn Lightfoot, Ray Cadena

5 Years: Chris Myers, Mary Toomey, Bob Cloud

10 years: Stacey Benningfield, Lynn Newlin, Travis Cook, Mike Ondisco, Rick Oliver, Mary George. Anne Agee pictured separately.
Everyone Wins in the Exhibit Hall

From the latest information about new products and services to the delicious snacks to the fabulous giveaways, everyone takes something home from the Exhibit Hall.

Join us next year in Orlando April 3-6!