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Technology Advancement

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Addressing Voice, Data, and Video Communications Needs for Higher Education

March, 2001

The Association for Telecommunications Professionals in Higher Education

NEWS

ACUTA Resource Library Is Growing

When you find yourself in the throes of a perplexing dilemma, where do you turn? If ACUTA is not your first answer, we want to change that!

One of the many benefits that ACUTA offers is electronic access to a variety of documents in the resource library. RFPs, position descriptions, samples of campus directories, and more are available to use as examples or templates when you have a similar need on your campus.

"The resource library keeps me from reinventing the wheel," says ACUTA Membership Committee Chair Frank Ferrara of Princeton University. "I may be at a loss as to where to start on a big project. Having easy access to someone else's RFP gives me a real advantage, even if our campuses are not the same size or our equipment is different."

The library is searchable by keyword, category, date, or document number. Each entry lists the contributor and the date of the document.

and click on *resources*. Since the library is a benefit of membership, you will need the password to visit this section and retrieve documents.

We also encourage you to use the form you will find on the Web site to submit materials to the resource library so that others can benefit from your expertise.

Of course, the resource library is just one of many benefits of ACUTA membership. Members receive discounts on all events, including audio conferences on hot topics. Through the ACUTA Web site, members can search the online membership database to locate peers at other institutions. Corporate affiliate product/service information is available online in a searchable format. We now have the ACUTA facilities and services survey online. The listserve has proven to be invaluable as a resource for instant information from peers and a tool for electronic networking. And many members tell us that they archive

New Additions to the Resource Library

- Voicemail Security Policies & Guidelines (UT Southwestern Med Center)
- RFP: VoIP (Yavapai College)
- RFP: Northern Telecom Meridian 1 PBX Maintenance for SUNY Colleges
- RFP: Maintenance for Lucent Telephony Equipment (Univ. of So. Miss.)
- RFP: Telephone System Maintenance (SUNY Brockport)
- RFP: Long Distance & Calling Cards (Princeton Univ.)

ACUTA is truly *your* association. Under direction from the elected Board of Directors, the staff exists to serve the members' needs. We hope you feel your membership is a good value.

If you have any questions, contact Kellie Bowman, ACUTA Membership Development Manager, at 859/278-



From the President
Anthony R. Tanzi, RCDD
Brown University

Anuhony R. Tanzi

To access the resource library, just go to the ACUTA Web site at www.acuta.org

their staff and others.

3338 x22 or kbowman@acuta.org.

What's Your Vision?

Back in August, I made a commitment to focus on the concept of vision for my year as ACUTA President. Continuing with that theme, I'd like to share some thoughts in my column this month from a conversation I had recently with Director-at-Large Bill Brichta.

We all recognize the differences between leadership, management, and vision. We have identified the need for ACUTA members to position ourselves strategically within the ranks of leadership on our campuses so that we are included in planning for the implementation of new technologies. We recognize the value of being effective managers so that the necessary work is done efficiently and our customers—including faculty, staff and students—are provided with a high level of service. Conceiving a vision and then communicating it to essential others is a challenge we all face.

Bill Brichta (a real history buff) told me that he found one of the more interesting examples of what it takes to impart vision and demonstrate leadership at the movies. Perhaps it has application for us.

In a memorable scene from *Saving Private Ryan*, Bill said, Tom Hanks, as the captain, must use his small contingent of Gls to hold a bridge. He and his men realize their resources are limited. As Bill pointed out, like Hanks' character, we all have limited resources; we are constantly being asked to deliver the impossible; and we must always lead staff through difficult assignments.

In the movie, Hanks has the vision to assess the resources he possesses. He shows his men how the correct strategy can give them the advantage, and then he deploys his men around the town to make maximum use of each individual's skills.

Sound familiar?

Bill explained how Hanks' character leads by letting each man do his job and by not getting in the way. "In my mind," Bill explained, "that's an excellent example of no-nonsense vision and convincing others that they can accomplish a difficult task with sound leadership. Most people want to do great work. They just want everyone around them to care as much, to produce with their best efforts, and to listen intently at least one time when they have an idea about how to accomplish it better.

"That can, and often does, mean that we have to get everyone to see the vision or the outcome that isn't immediately obvious because it is hidden behind all the extra hard work. That comes about when the staff involved believe in the leadership they follow and have confidence that the leader is not only competent but also that he (or she) won't ask anything that he himself wouldn't do as part of the vision. That's why on our campuses, as in *Private Ryan*, vision and leadership go hand-in-hand."

continued on page 4

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ACUTA EVENTS

Spring Seminars
April 8–11, 2001
Newport Beach, CA
Newport Beach Marriott

30th Annual
Conference & Exposition
July 29-August 2, 2001
Lake Buena Vista, FL
Disney's Contemporary Resort

Fall Seminars October 21–24, 2001 Albuquerque, NM Hyatt Regency

Winter Seminars January 13–16, 2002 Ft. Lauderdale, FL Wyndham Resort and Spa

Spotlight on Volunteers

Mississippi State Coordinator: Buster Clark, University of Mississippi

About 17 years ago, I was the Manager of University Services (Receiving, Mail Service, Property, and Telecom) at the University of Mississippi, and I was asked to become manager of telecom as a stand-alone department. My 15-year involvement with ACUTA has made this job easier on more than one occasion.

ACUTA has been a tremendous source of information and assistance for me, especially from the conferences I have attended, using and reading the listserve, and using the resources available on the Web site.

The peer networking you always hear so much about is a very real benefit within ACUTA. We had the opportunity to visit

Duke University when we were considering installing a cable television system. The assistance provided by their telecommunications department was a great benefit to us in reaching the decision to proceed with our installation.

At the University we are now trying to address the issue of lost revenue from long distance resale. Cellular service as well as promotional offerings from long distance vendors have had a devastating effect on the revenue from long distance resale from students. The state is facing a shortfall of revenue which will affect the universities' ability to cope with the everchanging world of communications. I know that there is a lot of creative

thinking by ACUTA members, and it's likely that ideas for alternative revenue generation will originate right there.

I would encourage people to become involved in ACUTA because of the resources that are available from other users as well as the ACUTA office. Just keeping me informed about regulatory and legislative issues alone is worth the annual dues.

Buster Clark is planning to retire in June, 2001, after 36 years at Ole Miss. He says he may do some consulting just for the fun of it. We hope to see him at ACUTA events as he maintains the network he has built over the years.

Whitney L. Johnson

ACUTA LEGISLATIVE & REGULATORY AFFAIRS COMMITTEE

D C Update

Pay Phones

Will we always have pay phones? Good question. Talk on the ACUTA listserve indicates that due to declining usage, the local phone companies who own many of the pay phones on campus want to cut the number and reduce the income the campus gets from them.

According to *The Telecom Manager's Voice Report* (VR 2/12), BellSouth will be getting out of the pay phone business

tration of the e-rate program would be shifted from the FCC to the Department of Education, and funding would depend on congressional appropriations. Many are concerned that the funding, now about \$2.25 billion/year, would decrease.

The e-rate program would likely be combined with several other DoE programs to form one performance-based technology grant program.

Funding for that program would be dishursed "by formula" to states through

ACUTA members may read about the latest developments in telecommunications- and Internet-related issues in the most recent Legislative and Regulatory Update, an electronic newsletter prepared monthly by Wiley, Rein & Fielding. Members may also access archived copies of back issues of this document at www.acuta.org/legislation/index.cfm.

Elementary and Secondary Education Act, and the Library Services and

ACUTA NEWS, Vol. 30, No. 3

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LECs choose to take the same approach, ACUTA members need to study the issue of public access to phones on campus and be prepared to implement the best option before too long.

ILECs and Long Distance

The FCC has authorized the ILEC SBC to begin offering interLATA long distance service in Kansas and Oklahoma. The Department of Justice had some major concerns in each state due to the fact that in Kansas the LEC has about 91% of the local lines and in Oklahoma, about 95%. (*Telecommunications Reports* 1/29)

Verizon has refiled with the FCC for permission to provide this service in Massachusetts. Since withdrawing the initial application they have made some revisions to their plan. Local service carried by CLECs in the state has grown to about 800,000 lines. There has been a 14 percent increase in local service provided by other companies since Verizon made the initial application to the FCC.

BellSouth has an application on file with the FCC to offer long distance service in Georgia. This will likely take several months and possibly some modifications before it is approved. BellSouth may also be applying to provide long distance service in Florida this fall. (VR 1/29)

The White House and E-rate

The education reform package that President Bush sent to Congress in January is drawing criticism from policymakers who helped draft and implement the e-rate telecom discount program. It's also sparking concern among schools and libraries that have participated in the program and benefited from it. Under the proposed plan the adminis-

block grants. This new program seems to have considerable opposition, from lawmakers, education officials, representation from both the local schools and libraries, and others. (TR 1/29)

Internet Filtering and Privacy

A bill has been introduced in the House that could establish rules regarding information privacy. The Consumer Internet Privacy Act (HR 237) would authorize the FTC to assess civil penalties of up to \$22,000 per violation, or a total of \$500,000 against a particular violator. The Act would require operators of commercial Web sites that collect personally identifiable information to explain to site visitors what information is collected, how it will be used, and who is collecting it. (TR 1/19)

The FCC wants advice on how to implement the Children's Internet Protection Act of 2000 (CIPA), which requires schools and libraries that receive e-rate discounts for Internet services and internal connections to use filtering technology that prevents minors from accessing "harmful" material over the Net. The law requires all participating schools and libraries to certify each year that they are really in compliance with the law and will stay in compliance during the year. (TR 1/29)

The executive board of the American Library Association (ALA) plans to launch a court challenge of CIPA. They believe that the Act is in violation of the First Amendment. They are concerned that the filtering requirements would affect three federal funding streams that libraries frequently use to purchase computer equipment or connect to the Internet: the e-rate program, the

Technology Act.

The FCC

Commissioner Furchtgott-Roth will not seek renomination for a second term when his term ends in June. He will stay on the job until President Bush appoints a replacement. This makes two Commissioner positions to be filled within the next few months.

The new FCC Chairman, Michael Powell, has been quoted often during the past few weeks. Voice Report (1/29) described trends to expect from Powell:

- 1. Bells ascendant. Look for an easing of conditions for the Bells to enter the LD and interLATA data markets, bringing greater LD competition but less incentive for the Bells to open their networks to CLECs. Powell told a think tank that the FCC needs to "clear away the regulatory underbrush to bring greater certainty and regulatory simplicity to the market."
- 2. Faster implementation of new technologies. Powell told the think tank that "the oppressor here is regulation, which can distort competition."
- 3. Reduced FCC power. Powell wants to strip the FCC of its merger review role and give Bells quick access to LD.

Another note indicates that Powell used his first public appearance to stress deregulation as the salve for competition. "The FCC should do all it can to promote technology—the driver of competition—by opening markets, including LD and 3G wireless." (VR 2/12)

Powell plans to restructure the FCC by adding technological expertise and stressed providing investment incentives that would drive innovation. (TR (2/12)

Kent State Wins Network World Award

Congratulations to Kent State University for earning *Network World*'s top honor in this year's User Excellence Award competition. Each year, *Network World* honors user organizations that best demonstrate the use of network technology to further business objectives.

Detailed write-ups focusing on the network strategies and the accomplishments of this year's honorees can be found on the Best Issue minisite at www.nwfusion.com.

"The User Excellence Awards represent innovative thinking about how the use of the network technology can effectively support the strategic business objectives of an organization," said Beth Schultz, Executive Editor of Network World's Signature Series. "Kent State demonstrated how network technology can be powerfully applied to organizational objectives."

Kent State built an ATM network that supports converged voice, data, and

video applications for more than 30,000 students on the university's eight campuses in northeast Ohio. In addition, the network has positioned Kent State to serve myriad new constituents, such as high school students participating in a program through which they can earn college credits at the state's expense.

Kent State will be able to deliver long distance learning courses to the students over the network. The network also lets the university compete for technology-related state and federal grants to cover operating costs. Kent State built this \$23 million network purely on savings from traditional telephone bills. Voice calls now run over the new ATM net, giving Kent State features such as private voice mail, including a voice mail box for each student who lives on campus, simplified dialing plans, and least-cost routing.

For more information, contact Margie Milone (mmilone@kent.edu).



High Tech Short Takes

Wireless Net News

Using Cisco Systems' Aironet PC cards, students or employees away from their desks can access high-speed Internet on their laptop by connecting to transmitters located around the campuses,

grow from \$800 million this year to \$2.2 billion by 2004.

Software-Defined Radio

Have you heard of "software-defined radio"? According to the San Jose Mercury News (12/7/00), it's a new

Overheard on the Listserve:

Who Owns the Cable?

Recently, **Wayne Hunter** of **SUNY**, **Brockport** (whunter@brockport.edu) posed the following question to the listserve:

Frontier Telephone (our local telco) has sent a short letter advising us that we are now the proud owners of all the cable plant on our campus. The Frontier cable is from our pre-PBX days when the telco owned everything. When the PBX was installed in 1986 the campus installed a parallel inter-building cable plant and has not used the old telco cable. The additional cable will certainly come in handy, but we were expecting some type of formal legal document from Frontier. Instead, we got a one-page letter from an engineer stating that Frontier is no longer responsible for the cable plant and all cable problems now belong to the campus. What has been the experience of those of you who have had facilities transferred from the telco? Do I need to request a formal legal document that our attorneys should review or just accept the free cable?

Randy Hayes of the University of Northern Iowa offered information based on his own experience with a similar situation: When I arrived here 4 years ago, we set about replacing our PBX. Just 2 months before cutover, USWEST indicated while they "thought" they had abandoned cable on campus, they couldn't find documentation, so the cable needed to be decontaminated or they'd have to start charging us "rent" for the cable and/or ducts. No one on campus could find documentation either, because it was done "informally" 10 years prior with a letter, which was nowhere to be found. We proceeded to create a 7-page contract, which gives us the cable and 99-year use of their duct system while they get a 99-year right-of-way for the duct system. Documentation is important, but even if we could have found the letter, a letter from an engineer-type could easily be disputed by telco lawyers, who could prevent access to the cable for years while the issue is tied up in the courts. To me, it's better to have all your ducks (ducts, as well) in a row on something like this, or it can come back to bite you when you least expect it.

Jeanne Jansenius of the University of the South advised: I would check with the legal department first to see how they would interpret the usefulness of the document. They will be the ones fighting the battle(s) if necessary. Since telephone companies pay taxes and must maintain the

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its freshman class already working on IBM laptops with the cards installed, the University of North Carolina at Chapel Hill expects to save millions of dollars by not having to equip classrooms with desktop networks. Students use their laptops in online study sessions with professors and classmates from anywhere on campus. Microsoft, which provided the encryption software for the system, has implemented the technology, which is being tested by hundreds of other colleges and companies. Cahners In-Stat says the market for WLANs will

to download new software to add capabilities or perform different functions, thereby enabling a single product to switch, for example, from serving as a cell phone to receiving FM radio broadcasts or providing Internet access—all without requiring new hardware." The technology makes it possible to switch the part of the airwaves on which the device can operate and seek out less crowded frequencies that are not being used. The FCC will have new rules for approving equipment that can be altered.



With a focus on *training*, the Web Site Recognition committee has selected Yale University's www.yale.edu/telecom/training/phones/ as the winner of the Web Site Recognition program for this quarter.

www.yale.edu/telecom/training/phones/

We encourage you to visit this site and see for yourself why it was singled out for recognition, especially if providing training over the Internet is something your campus is doing or considering doing.

For details about this competition including the nomination form, visit the ACUTA Web site at http://www.acuta.org/html/wsrp.cfm.

If you are interested in some tips on how to design, maintain, or improve your web site, you may want to visit the following: http://www.cadvision.com/blanchas/education/www/www4.htm and http://www.emazing.com/webdesign.htm.

The next quarterly winners will be selected in May and announced in June. The topic is *On-Line Surveys*, and the deadline for nomination form submissions is May 1.

records on the cable, I am sure this is a positive situation for frontier Telephone.

I would ask for the schematics of the buried cable. This would help with future expansion projects on your campus. At the same time, this identifies the cable they are addressing. If you plan to use the cable in the future, you need to know the condition/age of the cable. Find out as much as you can about the cable. At the University of the South, we did this almost 12 years ago. A formal letter is part of our RFP along with the cable plant and switch. At the time, our RBOC won the bid making this a part of the process.

Another thought: Some of the cable that BellSouth wanted to abandon we refused to accept. You might want to make this a part of your consideration. Just make sure, as Randy stated, that you get up front as much information about what you are accepting as possible. On our campus, we owned all the above-ground cable and we gave BellSouth a 99-year right-of-way so they could service local customers. A bit different twist. We also own the property that their remote office building sits on.

Tim Kilpatrick of **Southwest Missouri State** replied: Here at Southwest Missouri State University, Southwestern Bell abandoned their cable plant on campus around 10 years ago. We received a one-page letter as well. Nothing was ever presented to our legal department. We've utilized the cable extensively over the years without any problems.

Todd Foreman from **SUNY Oneonta** discussed a related incident: Circa 1994 when the laws changed regarding ownership of LEC facilities, we contacted Verizon (formerly Bell Atlantic, formerly NYNEX, formerly NY Tel) and requested that they remove their cable plant from our underground conduits. To our surprise, they agreed. This freed up much needed conduit space. Before you accept ownership, ask yourself if you really need it. An issue that we did not anticipate was cable locating. Prior to the cable being removed we benefited anytime someone called the 1-800 dig number (UFPO) because our cable was parallel with Verizon's, and they paid a locating company to mark the cable. We now pay for membership to the UFPO and for each visit by a cable locator.

Bob Wiseman from the University of New Mexico stated: We have had this same situation at New Mexico. The problem we face is that it's our plant until they need it and it becomes theirs again; but should a problem arise, it's ours. Line-spotting the cable is a problem along with them keeping pay phones on these lines. There's always a "gray area" surrounding this cable. I would suggest that you get something conclusive from the phone company, not just an engineer's letter.



Jeri Semer, CAE Executive Director

Nominate Now for ACUTA Board of Directors

Nominations for ACUTA's Board of Directors for 2001–2002 must be received by April 6. For complete details, see last month's newsletter. Send all nominations to: Tony Mordosky, Assoc. Provost for Info. Resources, Rowan Univ., 201 Mullica Hill Rd., Glassboro, NJ 08028-1701, or e-mail mordosky@rowan.edu.

From ACUTA Headquarters

Planning Well Underway for 2001 Annual conference

If you haven't yet marked your calendar for the ACUTA Annual Conference, scheduled for July 29 – August 2 at Disney's Contemporary Resort in beautiful Lake Buena Vista, Florida, get out that pen, PDA stylus, or keyboard and make sure the dates are reserved! And while you're thinking about it, why not bookmark http://www.acuta.org/events so you can frequently check new developments as the conference planning progresses.

As you read this, the Program Committee has completed its selection of nearly 50 breakout sessions in tracks including Leadership and Management Services for the Campus Community, Networks, Infrastructures and Emerging Technologies, and Legislative/ Regulatory and Related Topics. User groups are being scheduled, and the exhibit hall is filling up with companies ready to display the technologies, products, and services that you need to stay abreast of.

The four keynote speakers have been selected, and we promise they will stimulate your thinking, provide information that is vital to the successful telecommunications professional in a higher education environment, and help sharpen your professional and personal survival skills.

Our keynote speakers will focus on the future of higher education as technology becomes even more pervasive and important, mastering radical change (in both our professional and personal lives), important regulatory changes that will affect your telecom/IT operations, and (in our traditional humorous sendoff on Thursday morning) practical strategies for getting through thorny work and life situations with a smile!

Planning is also underway for the fifth annual Senior Leadership Forum. This program, which takes place in conjunction with the Annual Conference on July 30-31, provides an opportunity for senior technology leaders in higher education to examine strategic issues in depth.

Attendees include chief information officers, vice presidents, assistant/associate vice presidents, vice provosts, senior

telecom and information technology directors, and other senior campus leaders. This year, the Senior Leadership Forum will be focusing on "IT Governance and Support in a Changing Environment." Some of the sessions will include new directions in teaching and learning supported by technology, IT governance and support, setting priorities for support, Internet2 as an agent of change on campus, and panels of CIOs and technology leaders discussing "best practices" in IT governance and support.

If your senior leaders are grappling with issues such as how to structure and manage IT support across departmental lines, how to best manage the incorporation of technology into instruction, how to ensure that faculty receive the support that they need, and planning to have the resources in place to meet those needs, they need to be at this year's Senior Leadership Forum. If you would like us to send a personal invitation to a senior technology leader on your campus, drop me an e-mail at

jsemer@acuta.org with their name, title, mailing address, phone, fax, and e-mail address. I will be sure they are added to our invitation list.

As usual, we have planned ample time for informal networking with your colleagues, because many great ideas and professional relationships evolve during these less structured periods. And of course, the Walt Disney World environment presents many great opportunities for personal and family fun. The Contemporary Resort is right in the middle of all the excitement. with easy (and free!) transportation to Disney theme parks and other Disney entertainment venues by monorail or bus.

As March continues to bring snowy, wet, freezing temperatures to much of the country, I would encourage you to spend a few minutes thinking about sunny Florida and the great educational experiences awaiting you there this summer at the ACUTA Annual Conference!

Board Report

The ACUTA Board met via conference call on February 1. The agenda included the following:

Roard Advacata committee

February

Positions Available

Welcome

Members

New

For complete descriptions of these and other positions, we encourage you to access the ACUTA Web site at www.acuta.org. If you do not have Internet access, call Pat Scott, ACUTA Communications Manager, 859/278-3338 x21 for more details.

board Advocate Committee reports were reviewed

• Executive Director Jeri Semer reported on ACUTA's participation in the CHEMA conference

 The board approved new committee member appointments including Wally Czerniak of Northern Illinois University to the Legislative/Regulatory Affairs Committee and Dave Metz of Compass Consulting to the Editorial Review board

 The Board approved the 2001 Conference Schedule and Pre-Conference seminars recommendations. The Pre-Conference seminars include: Packet-Based Networks, Introduction to Data Networking, Wireless Data, and Convergent Telecom Strategies and Organizational Structures

David E. Lewis, University of Rochester

ACUTA Secretary/Treasurer

Institutional Members

Rogers State University, Claremore, OK. Debra Hedrick, 918/343-7537. T2

Corporate Affiliate Members

COPPER LEVEL

Amtel Technologies, Fort Lauderdale, FL. Fred Clark, 954/491-1400 Amtel is a telecommunications products developer specializing in the public communications sector (equipment for use outside the home or office). Amtel sells an inexpensive, reliable, prepaid switch useful in the university market.

Upgrade/Consolidation

Campuslink Services by PaeTec, Pinnacle Software Corporation, and PaeTec Communications have held individual Corporate Affiliate memberships in ACUTA, but have recently consolidated these memberships and upgraded to the Gold level. Please note the new Gold Corporate Affiliate membership in your directory as PaeTec Communications. The primary representative is Rick Cunningham, rick.cunningham@paetec.com.

Telecommunications Coordinator, San Francisco State University, San Francisco, CA

Contact: SFSU Human Resources Dept., 1600 Holloway Ave., San Francisco, CA 94132. For more information on this position, refer to SFSU Web site, www.sfsu.edu. Deadline: March 26, 2001. AA/EOE

Chief Information Officer, Bowling Green State University, Bowling Green, OH

To apply: Submit letter of application, resume, and 3 names, addresses, and telephone numbers of professional references to: Office of Human Resources (Search M-021), 100 College Park Office Building, Bowling Green State University, Bowling Green, OH 43403. Review of credentials will begin on March 22, 2001 and continue until the position is filled. (http://www.bgsu.edu/offices/ohr) AA/EOE

Continued from page 1

So, in practical terms, what does vision mean? Bill suggests that it means seeing where we have to be as an organization and what new skills staff have to develop in order to be in a particular, highly desirable position six months, a year, two years from now.

What might that vision be? Something as simple as a new mechanism using the Web for higher service levels might be what's needed in a given year. Maybe merging/converging of technologies or departments is a part of your vision.

Whether the process or the outcome is small or large, people have to share your vision if they are going to follow your leadership, and they must be convinced you will get them there.

It is, unfortunately, very easy to become entangled in the tedium of everyday problems and routines. But we all need to set aside some time to practice being a visionary if we are going to be in the position we desire in the months and years to come.

As always, I welcome your comments and thoughts, and can be reached at Anthony_Tanzi@brown.edu.