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ACUTA Newsletters


ACUTA: Association for College and University  
Technology Advancement

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August 2018

## ACUTA eNews June 2009, Vol 38, No. 6

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## From the President



**Harvey "Buck" Buchanan**  
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## Executing Vision

At ACUTA it is customary for incoming presidents to select a theme and set an agenda for the upcoming year. This year, as incoming president, I have not set an agenda; rather I have seen the agenda laid out before us. That agenda is to execute a vision.

Several years ago the vision for our industry was to have a converged network with converged applications. The ACUTA organization at that time was an organization of telecommunications professionals. It was their vision to create a place where these professionals from both the telecom and IT world could come to collaborate and to build a converged environment. Today an overwhelming percentage of our members have IT, data, networking, help desk, and desktop responsibilities.

At the pinnacle of the dotcom phenomena, ACUTA envisioned a time that the financial environment would face a serious downturn. As you know, we have reached that point. It was in this vision that ACUTA determined to build a solid financial foundation. It is because of that vision and execution that today we stand on solid financial ground. ACUTA has looked at the performance of the last 12 months and projected that same performance out for the next 18 months. We have found that if the economy remains in this state, we will still, at the end of 18 months, be on solid financial ground.

We now stand at the beginning of execution of another vision. ACUTA has been preparing this organization for several years for our next generation of leaders. Our vision is to provide a structure and an environment that will accommodate our organizational, demographic, industry and cultural changes. It is a new generation that is stepping up to the plate to take over the reigns of leadership, and ACUTA has a vision. Because of this vision, one thing we are changing is our committee structure. We introduced the changes at our business meeting at the annual Conference in Atlanta. I realize many of you were unable to attend this meeting so I would like to share this new structure with you. Click here to get a picture of what the new committee structure will be. <http://www.acuta.org/?????>

It is an exciting time and an important change for our association. I would like to make it clear that the convergence vision was about the industry and the financial vision was about stability. This vision is a vision of culture and leadership. This vision is about you.

I invite you to come, participate, and be a part of the vision.

Join us for the Summit on Unified Communications & Collaborations, July 12-15, at the Marriott City Center in Denver. Get more details or register online at [www.acuta.org](http://www.acuta.org).



## In This Issue

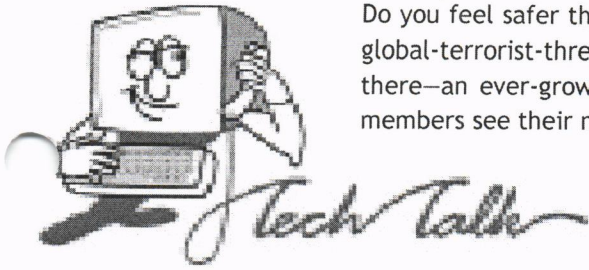
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Kevin Tanzillo  
Dux PR  
kevin@duxpr.com

## How Safe Do You Feel?

Do you feel safer than you did five years ago? We're not talking a crime-in-your-neighborhood or global-terrorist-threat sense of safety, but rather your campus network. With all the threats out there—an ever-growing list of dangers and nastiness—we would have thought that most ACUTA members see their networks as more vulnerable now than in the past.

Not true! In a security survey conducted at the Annual Conference in Atlanta, 84 percent of ACUTA members said they believe their networks are more secure now than five years ago. Good news, to be sure, but it still took us by surprise. Overall, when asked to rank their own networks from 1 (poor security) to 5 (best security), the aggregate average was a 3.7, further indicating a healthy amount of confidence among ACUTA members in their network security.

But confidence doesn't mean they are ignoring the dangers, as is reflected in their responses to the survey's inquiry about specific network threats. The area of their networks that the largest percentage of respondents consider most vulnerable is the usage of mobile devices. Thirty-five percent of respondents see these devices as a weak link in their security chain. Other top vulnerabilities are internal controls (named by 30 percent of respondents), student downloads (29 percent), student hackers (23 percent) and Internet access (20 percent).

Asked to rank several threats based on their level of danger to the network, the conference respondents laid them out as follows:

1. Viruses and malware
2. Internal controls
3. Phishing or vishing
4. Student or external hackers
5. Student downloads
6. Physical access
7. Spam
8. Mobile devices
9. Internet intrusion

The most common approach to dealing with security threats is education of students and staff, which 58 percent of respondents said they are doing. Tightening internal controls and addressing problems through new and improved systems were strategies each named by 44 percent.

About half of the survey sample still bears bruises and scars from the security battlefield. "Significant" security breaches were reported by 47 percent of them, and of those who were hit, 71 percent said the damage was at least limited to only minor exposure of confidential information, along with some inevitable campus and public embarrassment. No doubt this kind of experience strengthened their resolve to make their networks more secure and keep a second breach from happening.

Among other interesting findings from the survey, 72 percent of respondents said their schools do have individuals or teams dedicated to security, but only 18 percent of schools use enhanced login, in which a user must type letters from a graphic or identify an icon to gain access. Also, the number of schools that have seen the need to delay any technology projects out of concern over security is relatively low, at 24 percent.

"Winning" the security battle may be an impossible dream, but at least this survey shows that ACUTA members don't see themselves losing it, either.

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.

### Congratulations to Mark Reynolds Univ. of New Mexico

Mark returned his security survey at the conference and won our drawing for a free audio seminar!

### "Financial Crisis Activity in Washington" 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 are providing a link to the newsletter, "Financial Crisis - Activity in Washington" from Dow Lohnes, ACUTA's legal counsel.

Information specific to ICT issues may be found in the "Broadband, Broadcast and Intellectual Property Issues" section. 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 at <http://www.acuta.org/dynamic/legreg/legreg.cfm> under "Broadband Stimulus Package," so check this link often. Previous copies are also posted for your reference.

Feel free to share this link with others at your institution or company.

# ACUTA Web Seminar

June 23, 2009  
12:30 - 3:00 p.m. EDT

Designing and  
Deploying 802.11n  
Wireless on a  
College Campus

ACUTA is very pleased to offer this web seminar on a very timely topic.

Presenters include Sandra Roberts, Director of Technology Infrastructure, and Tim Cantin, Senior Network Engineer, at Wellesley College; and Ron Walczak, Principal Consultant, Walczak Technology Consultants.

Most schools have now deployed 802.11a/b/g wireless technology in some manner on campus. Wellesley College has taken the plunge into a campus-wide design and deployment of an 802.11n network and will share the strategy, process, results and lessons learned. Sandy Roberts and Tim Cantin will discuss the college's strategy and expectations, and Ron Walczak will discuss the technology and processes. They will welcome your questions via phone and/or live chat.

Your registration fee (\$89 for ACUTA members; \$129 for non-members) includes registration for your site with no limit on the number of people who can participate on your speaker phone and one Internet connection.

Please register no later than Wednesday, June 17.

Direct questions regarding content to Donna Hall, ACUTA Manager of Professional Development, [dhall@acuta.org](mailto:dhall@acuta.org) or phone 859/278-3338.

Direct questions regarding registration to Michele West or Joanie Profit at 859/278-3338.

Register online today at <http://www.acuta.org/?2533>

## Board

## Report

May

George Denbow  
Univ. of Texas, Austin  
ACUTA Secretary/Treasurer  
[george.denbow@mcombs.  
utexas.edu](mailto:george.denbow@mcombs.utexas.edu)

The Board of Directors met by conference call on May 6, 2009. The Board reviewed and approved the following:

- March 2009 Financial Statements
- Membership Recruitment Report
- Board Committee Liaisons: Corporate Liaison, Riny Ledgerwood; Legislative/Regulatory Affairs, Ron Kovac; Membership Experience, Matt Fuoco; Program/Content, Joe Harrington; Publications/Media, Buck Bayliff

Mr. Denbow, ACUTA Secretary/Treasurer, reviewed the historical value of ACUTA's investments.

Ms. Semer, ACUTA Executive Director, updated the Board on the status of video streaming of the Denver Summit on Unified Communication to be held July 12-15. ACUTA members will have the opportunity to view the summit if they cannot attend. There will also be a student rate available.

Ms. Semer reported that the summary of the information gained from the annual conference roundtable will be given to committee chairs for follow-up.

Ms. Semer reported on the committee volunteer project that included a form distributed to all attendees at the Business Meeting and by e-mail to all members. We received a good response, and the list was distributed to the Chairs.

A discussion was held concerning the 2010 Annual Conference in San Antonio. Ms. Semer will follow up with ITERA to determine if they want to collocate again. The Board approved an adjustment of the room block at the new JW Marriott Resort.

Mr. Arthur, ACUTA President Elect, encouraged all Board members to be presenters or to suggest presenters for the Fall Seminar in Portland, OR to be held on October 25-28, 2009.

Respectfully submitted,

George Denbow  
Assistant Director for Financial Affairs  
Texas Executive Education  
McCombs School of Business  
The University of Texas at Austin



## D C Update

Dave Ostrom

Washington State University (retired)

ACUTA Legislative &  
Regulatory Affairs Committee

*dave-at-home@clearwire.net*

### DTV Transition

At the time of writing this column my hope is that we are close to a point where there will be new issues to report and that we will be able to leave some of the old news items behind. The DTV transition has been a major focus of the FCC since before 2009, and it should be completed on June 12 except for the expected complaints from some who will lose coverage when the switch is made.

### New FCC Appointments

Within the next 4 weeks we should also have a new FCC in place. Confirmation hearings should take place in early June for Julius Genachowski as the candidate for the chair of the FCC, Mignon Clyburn (a commissioner on the South Carolina Public Service Commission) to fill the second Democratic seat, and most probably Meridith Baker to fill the vacant Republican seat. In early May there was speculation that Baker, the former acting head of the National Telecommunications and Information Administration, was the Republican choice to fill the position vacated by Kevin Martin; however, there has been little news on this since that time. A couple of other names have been mentioned, but the choice should be known in the near future. It is interesting to note that Genachowski will be filling Adelstein's expired seat and so will have a full-length appointment while the other two will be filling Martin's appointment which expires in 2011 and Tate's appointment which expires in 2012. Once all three nominations are confirmed we will have a full permanent FCC that will be able to move forward on pressing issues such as broadband deployment.

### Rules and Orders from the FCC

The FCC has cut the time for porting wireline to wireline and intermodal carrier switchovers to one business day. In the long term this should be good news however it will be 12 months (3 months for rules from the North American Numbering Council plus 9 months for the carriers) before the large carriers must comply and 15 months before the smallest ILECs must comply. I would expect that we will see requests from some of the carriers for extensions to these requirements. I would not count on it until 2011.

In another move the FCC has adopted an order requiring interconnected VoIP service providers to abide by the same requirements as wireline providers for discontinuing service. Customers must be notified in advance of plans to discontinue service, and officials in states where service is being lost must be notified. The FCC was particularly concerned about the loss of access to 911 services.

### From Congress

In congressional news, Representative Dick Boucher (D, VA) is reported to have plans to introduce a Universal Service Fund reform bill that would broaden the contribution base, support funding of broadband deployment, and hopefully control costs. Boucher has introduced similar bills in the past that have not gone far. However, given the focus that President Obama has placed on broadband deployment, perhaps this one will have a better chance.

In another development Representative Ann Eshoo (D, CA) has introduced legislation that would require all new federal highway construction to include conduit for fiber optic cable. The term "new" would include additional lanes on existing roads. The bill makes numerous references to industry best practices for the installation of the conduits, hand holes, and man holes. It also states that the conduits are for use by multiple broadband providers. It will be interesting to see if this one goes anywhere. I've seen the carriers fight the installation of conduits in the past as they fear the competition it might create.

### From the FTC

In news from the Federal Trade Commission (FTC), lawsuits have been filed against the companies who initiated the "robocalls" advertising vehicle warranties. In addition Judge John F. Grady of the United States District Court for the Northern District of Illinois issued a temporary restraining order stopping telemarketing company Voice Touch, Inc., and its partner Network Foundations LLC from making any further calls. Companies that blatantly ignored do-not-call lists may face civil penalties.

#### For More In-Depth Coverage of Legislative & Regulatory Issues:

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 ACUTA's government relations counsel. Access this newsletter at <http://www.acuta.org/relation/DownloadFile.cfm?docNum=309>

# Info Links

Randy Hayes

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andal.hayes@uni.edu

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.

- CTIA - Preview of Semi-Annual Wireless Industry Survey:  
[http://files.ctia.org/pdf/CTIA\\_Survey\\_Year-End\\_2008\\_Graphics.pdf](http://files.ctia.org/pdf/CTIA_Survey_Year-End_2008_Graphics.pdf)
- NASCIO - State Health IT Initiatives:  
<http://www.nascio.org/publications/documents/NASCIO-ProfilesInProgress3.pdf>
- Arthur D. Little - Exec. Summary-Global Mobile Payment 2009:  
<http://www.adl.com/reports.html?view=389>
- NECA/QSI Consult - Analysis of Verizon's Forbearance Petition:  
[https://www.neca.org/portal/server.pt/gateway/PTARGS\\_0\\_0\\_307\\_206\\_0\\_43/http%3B/prod-net.www.neca.org/wawatch/wwwpdf/qsistudy.pdf](https://www.neca.org/portal/server.pt/gateway/PTARGS_0_0_307_206_0_43/http%3B/prod-net.www.neca.org/wawatch/wwwpdf/qsistudy.pdf)
- FCC - New VRS/IP Relay Svc. Numbering/E911 Requirements:  
[http://www.fcc.gov/cgb/dro/numbering\\_and\\_e911\\_for\\_vrs\\_ip.html](http://www.fcc.gov/cgb/dro/numbering_and_e911_for_vrs_ip.html)
- NAS - Cyber-War Report (site allows free executive summary):  
[http://www.nap.edu/catalog.php?record\\_id=12651](http://www.nap.edu/catalog.php?record_id=12651)
- Pivot Media - Rural/Urban -Residential Broadband Trends 2008:  
<http://pivot-media.com/trends/>
- CCC - Transforming Broadband for America's Future:  
<http://www.cra.org/ccc/docs/init/Unleashing.pdf>
- NIST - Draft Guide to Automating Computer Security Verif.:  
<http://csrc.nist.gov/publications/drafts/800-117/draft-sp800-117.pdf>
- GovTech/AT&T - Consolidation: A Guidebook for Government:  
<http://www.govtech.com/consolidation>
- Info Solutions Group/AT&T - Mobile Game Survey:  
<http://www.infosolutionsgroup.com/popcapmobile09.htm>
- FCC - 3rd Quarter Report-Consumer Inquiries/Complaints:  
[http://hraunfoss.fcc.gov/edocs\\_public/attachmatch/DOC-290583A1.pdf](http://hraunfoss.fcc.gov/edocs_public/attachmatch/DOC-290583A1.pdf)
- FCC - 4th Quarter Report-Consumer Inquiries/Complaints:  
[http://hraunfoss.fcc.gov/edocs\\_public/attachmatch/DOC-290586A1.pdf](http://hraunfoss.fcc.gov/edocs_public/attachmatch/DOC-290586A1.pdf)
- FCC - 4th Quarter Report-Inquiries Regarding Disability Access:  
[http://hraunfoss.fcc.gov/edocs\\_public/attachmatch/DOC-290586A1.pdf](http://hraunfoss.fcc.gov/edocs_public/attachmatch/DOC-290586A1.pdf)
- Intelligent Communities - Top 7 Intelligent Communities 2009:  
<http://www.intelligentcommunity.org/clientuploads/TopSeven-ICs-2009.pdf>
- GAO - Critical Analysis of USF E-Rate Program:  
<http://www.gao.gov/special.pubs/gao-09-254sp/>
- GAO - Info Security: Fed Systems Vulnerable to Cyberthreats:  
<http://www.gao.gov/new.items/d09661t.pdf>
- Citrix - Worldwide Workplace: A Web Commuting Imperative:  
[http://www.workshifting.com/citrix\\_online\\_w3c\\_report.pdf](http://www.workshifting.com/citrix_online_w3c_report.pdf)
- Free Press - Dismantling Digital Deregulation (Nat'l Broadband):  
[http://www.freepress.net/files/Dismantling\\_Digital\\_Deregulation.pdf](http://www.freepress.net/files/Dismantling_Digital_Deregulation.pdf)
- Deloitte: Cybersecurity: Everybody's Imperative:  
[http://www.deloitte.com/dtt/cda/doc/content/CybersecurityDeloittePointofViewlowres\(1\).pdf](http://www.deloitte.com/dtt/cda/doc/content/CybersecurityDeloittePointofViewlowres(1).pdf)
- United Nations - Global Disaster Risk Reduction:  
<http://www.preventionweb.net/english/hyogo/gar/>

## Renewed Your Membership?

As most of you know, membership renewal invoices were mailed May 1. The ACUTA membership year runs from July 1 to June 30. A strong and growing membership makes the association a better resource for everyone. If you haven't renewed your membership yet, please take a few minutes right now to be sure you don't lose access to any of the ever-expanding list of valuable resources: the listserv...journal...eNews...legislative/regulatory updates...event discounts...and the greatest professional networking on the planet!

Call 859/278-3338 and ask for Amy Burton for more information about membership. Ask Lori Dodson about your invoice.

## Web Page Lists Free Audio & Web Seminars from Vendors

ACUTA is excited to announce a new section on the ACUTA website where institutional members can access FREE live and archived audio and web seminars hosted by corporate members. This complimentary benefit of your membership is one more way ACUTA keeps you connected to available professional development. In addition to these audio and web seminars listed on this webpage, we also encourage you to take a look at the seminars and conferences ACUTA has planned for 2009 and beyond for your professional development needs: <http://www.acuta.org/relation/downloadfile.cfm?docnum=446>.

There are currently seventeen various events listed.

The new webpage is available at <http://www.acuta.org/?2518> and can also be accessed from our main home page (<http://www.acuta.org>).

## ACUTA Corporate Liaison Committee Provides Website

ACUTA's Corporate Liaison Committee invites you to check out their new webpage: <http://www.acuta.org/ex-spon/committee>. This site lets you learn more about what the CLC is focusing on and stay abreast of what's new in the corporate world of ACUTA.

The site also includes a description of the committee and its duties and responsibilities, a committee roster, a calendar of the committee's meetings, highlights of recent meetings and projects, and more.

## Are You Linked In? Do You Tweet?

Stay in touch with your ACUTA colleagues and keep up-to-date on ACUTA opportunities when you use the new social networking tools.

Joining the ACUTA group on LinkedIn is easy. Go to <http://www.linkedin.com/groups?homeNewMember=&gid=955427>. You'll need to log in to LinkedIn to join the ACUTA group. If you don't already have a personal LinkedIn account and profile, go to [www.linkedin.com](http://www.linkedin.com) and create one. Then sign in and click on the "Groups" link on the left side of your "Home" page, and select "Find a Group" in the "Groups Directory" box. You can then use the "Search Groups" option to search for and join the ACUTA LinkedIn group. The ACUTA staff will verify your ACUTA membership and approve your addition to the group.

Twitter is currently growing in popularity, allowing members to "follow" each other's current activities and share ideas via quick messages or "Tweets" that are limited to 140 characters in length. Advanced users also include Web links, photos, and other enhancements to their Twitter messages.

If you are interested in joining the growing list of ACUTA "followers" on Twitter, first create your own account at [www.twitter.com](http://www.twitter.com). Then you can follow ACUTA either by doing a "Find People" search for "ACUTA" or by going to our public webpage at <http://twitter.com/acuta>, and selecting "Follow."

# The Value of Unified Communications

Gary Audin  
Delphi, Inc.

How does an institution evaluate the move to unified communications? Since UC is sold on the promise of human productivity improvements, who within the organization, or what parts of an organization, will benefit? UC has its greatest value when both ends of the communications functions have access to the same features. One endpoint will limit the productivity enhancements if it does not have access to UC services.

Questions that should be considered and answered when contemplating the migration to UC follow. Not all of these questions and considerations will apply to every institution, but the questions should be raised even if only to dismiss them as non-applicable to the specific case. The process, from creating a service to its delivery, will involve many people, information, and internal and external organizations, all of which will benefit from better communications. Collaboration, mobility, and presence mechanisms will be important tools. UC, if implemented in the IT and telecom areas first, can be very useful in the remaining UC deployment. There are six phases that must be explored and analyzed to determine the value of UC.

## 1. Internal Support

The internal operations of an institution have to be effective before that institution should offer any UC service. UC can make the executives/administrators and faculty more efficient and benefit internal organizations such as finance, human resources, facilities, and IT. Collaboration, mobility and presence as used in UC will improve efficiency, reduce the staff's stress levels, and enhance productivity. Questions that should be asked include:

- Can UC mobility provide seamless information for decision support?
- Will user access be improved with UC?
- There will always be business issues to resolve. Will UC reduce the time needed to resolve these issues/problems?
- Executives/administrators must collaborate on policy development and educational direction. Will UC improve these processes?

## 2. UC Service Development

Developers and deployers of UC services will always be working with a time constraint. Competition from other services such as Google, Yahoo, Twitter, and cellular services may drive the schedule for the development.

- Will UC reduce the time to respond to institutional requirements? Collaboration that is fast, efficient, and easy to arrange will be the goal whether working with internal staff, consultants, or potential vendors, thereby accelerating the delivery requirements.
- Development groups do not always have the expertise necessary to complete the development of a curriculum, classroom materials, and examinations. Does the UC function provide an effective method for locating and accessing the expertise required?
- Will UC enhance the ability of people and resources in disparate locations to work as a real-time team?

## 3. Marketing the UC Service

The IT/telecom staff needs to prepare a number of tools (promotional materials, brochures, press releases, meetings, etc.) to bring the UC service to the attention of the users.

- Does UC benefit the exchange of information, schedules, and tools with external resources? Contact management and the associated linkages are important during the service introduction as well as in the continuing marketing effort that occurs after the release of the UC service.
- Will UC help ensure that schedules will be fulfilled? Collaboration and mobility will be the key values of UC during the marketing effort.

## 4. Delivering the Service

This phase may include external component delivery, service providers, and other organizations that need to be coordinated, especially if just-in-time scheduling is the goal. Accurate commu-

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nications, delivered in a timely manner in whatever form is most productive, is the key value of UC.

- Will the collaboration features of UC benefit the production process design?
- Will UC reduce the time for problem/issue resolution?
- Will UC be useful for identifying the resource needed to resolve a problem/issue?
- Once the production process has begun, how will UC help in the management of the process?
- Will UC enhance the ability of people and resources in disparate locations to work as a real-time team?

#### 5. UC Service Deployment

The delivery of a service is a logistics issue. Delivery/cutover issues will be similar to the issues encountered in the production environment.

- Will the collaboration features of UC benefit the delivery process design?
- Will UC reduce the time for delivery/cutover problem/issue resolution?
- Will UC be useful for identifying the resources needed to resolve a problem/issue?
- Once the delivery process has been implemented, how will UC help in the management of the process?
- Will UC enhance the ability of people and resources in disparate locations, such as facilities, remote buildings and campuses, to work as a real-time team?

#### 6. Customer Service

Keeping the customer satisfied and happy should be the goal of any organization. This is not always the case, however, and poor customer service will always come back to haunt a negligent organization.

- Will UC provide rapid access to the correct organization resource to resolve an issue or problem?
- Can UC reduce the customer service time and thereby reduce the customer service staff size?
- Will UC provide alternative communications methods for a wide variety of customers to access?
- Will UC tools be able to give the service managers better visibility into their service operation?

Implementing Unified Communications may not address all questions and considerations. Demonstrating the value of UC will be less a financial issue and more a productivity improvement that eventually translates into financial benefits.

*Gary Audin is a familiar name to ACUTA members. A frequent speaker and contributor to ACUTA publications, he will be speaking at the ACUTA Summit on Unified Communications and Collaborations July 12-15 in Denver.*



## Hurricane Preparedness Checklist

As hurricane seasons arrives, ACUTA reminds everyone, but especially those who live along the coasts, that a Hurricane Preparedness Checklist is available online. This document was prepared in cooperation with the Network Reliability Steering Committee of the Alliance for Telecommunications Industry Solutions (ATIS), a standard-setting body for the telecom industry.

The document is uniquely focused for colleges and universities. The task force that developed the final document recognized that every institution is unique, and that items on the checklist would need to be considered in the context of each situation, but the document provides a useful basis for comparison and benchmarking of an institution's plans.

We encourage you to download the document from <http://www.acuta.org/?2026> and be prepared even as we hope that no one needs to use it this year at all!

# Welcome New Members

## ACUTA NEWS, Vol. 38, No. 6

### BOARD OF DIRECTORS

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Check It Out:  
 Press Releases  
 Job Postings  
 RFIs/RFPs  
 Special Deals

## Institutional Members

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### COPPER MEMBERS

**Acumen Telecom, Broomfield, CO** .....<http://www.acumentelecom.com>  
 Adam George, CEO (303/531-8314)

As a distributor, Acumen Telecom has been offering new and like-new refurbished telephone equipment since 1997. VoIP, SIP telephony, broadband and online asset management are some of the new tools that Acumen is making available to their clients today.

**Brady Corporation, Milwaukee, WI** ..... <http://www.bradyid.com>  
 Marlon Davis, Datacom Marketing Mgr. (414/358-6673)

Brady identifies and protects products, people, and premises with high-performance labels, industrial label printers, software, safety & facility identification, spill control, Lockout Tagout solutions and more.

**Chloride, Libertyville, IL** ..... <http://www.chloridepower.com/USA>  
 Michael Hjelm, Marketing Mgr. (847/990-3593)

Chloride North America, an uninterruptible power supply company and the U.S. division of Chloride, is an international provider of secure power solutions for business continuity for customers worldwide.

**Phybridge, Inc., Oakville, OH** ..... <http://www.phybridge.com>  
 Will Harris, VP of Sales (905/901-3633 x5109)

Phybridge is committed to industry leadership in the enablement of IP telephony solutions through innovative, unique ways of unifying data, voice and power. Our advantage is a non-invasive, plug-and-play solution that enables immediate IP PBX deployment.



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

- PAETEC Expansion Offers Personalized Solutions in Northern California
- WINDSTREAM vaults into 'BusinessWeek's' TOP 5 Best Performing U.S Companies
- Fujitsu Wins NGN Leadership Award from NGN Magazine

### JOB POSTINGS

Help your colleagues who are looking for work! Send job postings to <http://www.acuta.org/Dynamic/Job/> where it will list the jobs we have now and offer a link to post a job.

- Part-Time Telecommunications Technician, Stonehill College, Easton, MA
- Executive Director, MOREnet, University of Missouri, Columbia, MO
- Network Engineer & Analyst 3, Portland State Univ., OIT, Network & Teleco, Portland, OR
- Operating Systems/Network Analyst 3, Univ. of Oregon Information Systems, Eugene, OR
- Programmer/Analyst III, UCLA Communications Technology Services, Los Angeles, CA
- IT Administrator III, University of Tenn at Chattanooga, Chattanooga, TN
- Senior Network Administrator, Valparaiso University, Valparaiso, IN

### RFIs/RFPs

No new RFIs/RFPs have been posted.

### SPECIAL DEALS!

Some previously posted Special Deals are still available. <http://www.acuta.org/?2293>