



“Driving a technology future for the West Sound”

February 1, 2008

Dear Members and Friends:

2007 continued to be a challenging year for not only the technology industry, but related associations and groups which provide community resources and best practise forums. Nonetheless, we persevered in our mission to provide benefit, representation, and partnered initiatives. As always, than you for your continuing support!

Board of Directors

Our 2007-2009 directors continued their term. We thank Brian Morkert, president of TrustCC, Tom Van Hollebeke, president of ASA Networks and Poulsbo PC, Craig Bleile, Chief Scientist for Mobilisa, Charles Keating, President of Keating Consulting Service, Inc., Anthony Smallbeck, Finance Director for Washington State Trial Lawyers Association, and William Huckabee, Asset Manager for Envisioneering. The board also thanks Tom Saul of ICX Technologies, who elected not to complete his term. We remain on the lookout for bright and proactive leadership on our board of directors. Is that you? If so, contact us today!

Advisory Council

For several years, WSTPA has considered an Advisory Council which would meet quarterly - be it via teleconference, videoconference, or in-person. This would give the region's most prominent and successful leaders an opportunity to weigh in with their vision as it relates to driving a technology future for the West Sound. Invitations were extended to, and accepted by Michael Bookey of Pachena Light Consulting; Daniel Lee, (then) Director of Interactive Media for The Kitsap Sun; Nelson, Ludlow, Ph.D. - Chief Executive Officer, Mobilisa; David Nason, (then) CTO and COO for eAcceleration; and Dr. Richard N. Strand - Dean for Business & Technology, Olympic College. We look forward to their input and participation.

WSTPA Initiatives & Partnerships

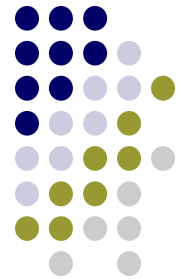
We've maintained strong collaborative partnerships. In May, we were again participants in Technology Alliance's Annual Luncheon as a Technology Alliance Associate, which included an exciting keynote conversation between Microsoft CEO Steve Ballmer and Ed Lazowska, Bill & Melinda Gates Chair in Computer Science at UW. ITEC held its 6th annual event, this time at Qwest Field Event Center. WSTPA represented its members as an exhibitor and sponsor at this venue. In addition, cross-promotional ties with WSA, Washington Technology Center, MIT Enterprise Forum of the Northwest, Northwest Entrepreneur Network, Culminis, Prosperity Partnership, Technology Alliance, ComputerUser and Shidler Center for Law, Commerce and Technology at University of Washington continued.

This year's 6th annual summit included an important theme regarding visionary objectives. "New Frontiers: CleanTech and the Future of Business" was held at Silverdale Beach Hotel on October 9. Keynotes Bert Gregory,



President & CEO, Miithun, and Tim Botkin, Director, Kitsap Sustainable Energy and Economic Development (SEED) addressed the business model, imperatives, and technology planned for the SEED project—considered an innovation leader above other statewide and national efforts to create a cleantech business park which incorporates sustainable development and operating practices into its design and

operation. We express heartfelt appreciation for Honorary Chairmen Congressmen Jay Inslee and Norm Dicks, and thank Chris Endresen (State Director - Office of U.S. Senator Maria Cantwell) and Kitsap County Commissioner Josh Brown for making remarks. Special thanks to Kitsap County, our Platinum Sponsor; Premier Sponsors: The Kitsap Sun, Kitsap Peninsula Business Journal, Port of Bremerton, and Culminis; Event Sponsor Olympic College; Supporting Sponsors Autonomix and Washington Manufacturing Services. Without their support and our collaborating sponsors, business and individual members, this summit would not have been possible. Finally, we've started a new Marketing SIG, co-chaired by Annie Eissler (Mixtur Consulting) and Brian Morkert, WSTPA Board Member and President of TrustCC. Stay tuned for an exciting Spring 2008 kickoff!



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CTO and COO,
eAcceleration

Dr. Richard N. Strand -
Dean for Business &
Technology, Olympic
College

## Education & Workforce Development

Our business and workforce development presentations began in January with an exciting one on computers, robotics and automation by **Charlie Johnson** of Defense Distribution Depot Puget Washington. Several robots were demonstrated to a mesmerised crowd. **Douglas Rauh** of Unified Industries Incorporated provided an equally invaluable Introduction to Windows SharePoint Services 3.0 in February, followed the next month by **Bryan McConaughy** of BMConsulting, LLC and **Clark Mather**, U.S. Rep. Norm Dicks' new Sixth District director based in Tacoma. The presentation covered earmarks, legislation and grant funds—and how to navigate the power corridors of DC, or evaluate and pursue business opportunities. In April, **Brian Morkert** (TrustCC) and **Charles Keating** (Keating Consulting) geared an “*Enabling a Secure Mobile Workforce*” presentation to business users, decision-makers and technology advisors who will usher in the next wave of communications via current and next generation versions of Microsoft’s enterprise platforms, Exchange and Outlook. **Byron Acohido**, Technology Reporter for **USA Today**, joined us in May to not only discuss his book “Virtual Vortex - Why Security Risks Will Continue and What You Should be Doing About It”, but describe cyber crime activities around the globe. Biotech was the topic in June, where **Dr. Glen Gordon** (Em-Probe Technologies) discussed recent advances in biotech which are taking advantage of computers and electromagnetic influences to increase our knowledge of the human body. We took a brief break in July and August with a networking social at **Heads Up Brewing** and our **7th Annual Picnic**. Digging back in in September, Ubuntu as a Vista Alternative was the topic presented by **Dameon Welch-Abernathy**, author of two books on the Check Point VPN-1 software/hardware firewall product and currently an Editor in Chief of the Knowledge Base for Nokia Support Web. October and November were busy months. In addition to our **CleanTech Summit**, we were joined by Microsoft’s **Kevin Beares** to explore the "Home of the Future" vision and Windows Home Server. In November, **Scott and Erika Colson** of Autonomix Inc. helped businesses understand steps in deciding what to outsource and choosing the right provider for IT. **Avalara** was the first and only **Business and Technology Breakfast Briefing** of the year on Streamlined Sales Tax and how the State’s change from origin to destination-based sourcing would affect businesses. We finished the year with our annual Holiday Social at **Old Town Bistro and Wine Bar** in December.



## Membership & Sponsors

Continued thanks are in order for Membership chair **Charles Keating**, and corporate sponsors and partnerships chair **Doña Keating**, who were joined by our new assistant, **Holly James** in an effort to provide value-added benefit and recruit more industry talent to our member base. An ongoing website development project is still in the works, which will provide a full range of improved functionality for members, directors, volunteers, staff, and the community-at-large. Stay tuned! Meanwhile, The Kitsap Sun and Culminis remain Platinum level sponsors, and Kitsap Peninsula Business Journal renewed its Silver level. **Embarq** and **Port of Bremerton** were our newest Bronze Corporate Sponsors, joined by renewing members Kitsap Bank, phunghi, inc., Kitsap County; Kitsap Economic Development Alliance, and TrustCC. Business members include Advanced Systems Corporation, ECTAG, Olympic College, Telebyte Northwest, Paladin Data Systems, Olympic Property Group, Autonomix, and SMB Nation. We thank all of you for your support!

## 2008: The Year Ahead

### Board of Directors

WSTPA thanks Craig Bleile, Chief Scientist for Mobilisa, for his service as Secretary, not to mention his overall dedication to the association. We wish him the best as he resigns and spends more time with an increasingly busy schedule.

### A New Name!

WSTPA is changing its name. Known as West Sound Technology Professionals Association since its inception in 2000, we decided to embrace all current and future members who value technology as a tool to realise efficiency and stimulate economic vitality, whether or not they are actually technology professionals. When our new website goes live, our new name will be **West Sound Technology Association**, or **WSTA**, with the URL [www.westsoundtechnology.org](http://www.westsoundtechnology.org). Of course, we will also maintain our current URL, and continue to provide a forum for core members to share peer-to-peer best practises in a more technical environment.

## Meetings Calendar

**January 5:** 9:00am – 5:00pm: **Annual Retreat of Board of Directors**, Hampton Inn.

**January 17: VoIP Panel** - presented by Embarq, author Harry Brelsford of SMB Nation, Steve Treanor (KRP Communications), and Mike Long of NTT Communications Global IP Network. Moderator: Charles Keating of Keating Consulting Service.

**February 13: Westsound Business Expo & Concert**—Kitsap Sun Pavilion, 3p—9p. Seven chambers of commerce - representing over 3,000 members - have partnered with The Logo Loft to create a business expo, after-hours and concert. The event is free and open to the public. Visit our exhibitor booth, and learn more about what Kitsap and North Mason businesses, non-profit organizations and government agencies are offering. Over \$3,000 in door prizes, more than 130 exhibitors, speed Networking at 6:00 p.m., and entertainment provided by The Joey James Dean Band from 7:00 to 9:00 p.m.

**February 21: Business Accounting Software Review**— Presenters: Anthony Smallbeck, Financial Director for Washington State Trial Lawyers Association, Susan Veach, and Gale Kirsopp of Kirsopp Consulting.

**March 20: Location-based Advertising with Google** - presented by Craig Bleile, Chief Scientist, Mobilisa.

**April 17: COMMUNITY LAUNCH: Windows Server, Visual Studio, and SQL Server 2008.** Presenter(s): TBA.

**May 15: Penetration and Vulnerability Assessment Tactics**—presented by Brian Morkert, Khassan Naourjanov, and Josh Landers of Trust CC.

**June 10-11: Seattle ITEC**, Qwest Field Center.

**4th Quarter:** (Date, time and location TBA): 7th Annual Western Washington Summit

On behalf of the Board of Directors, we wish you continued success and new horizons.

Sincerely,

Doña L. Keating  
*President and Chairman of the Board*