



TeraTech News

Tools for programmers

100 Park Avenue Suite #360 Rockville, MD 20850
800-447-9120 • (301) 424-3903 • Fax (301) 762-8185
<http://www.teratech.com> or info@teratech.com

September 1999

This month we cover:

- ❖ Georgetown Law Project
- ❖ Passwords
- ❖ CF User Group
- ❖ Growing Smart
- ❖ Quote of the month

GEORGETOWN LAW PROJECT

Throughout the months of July and August, TeraTech created an Access program for Georgetown University Law School. It allowed law students to pick which magazine they wanted to write for. The program would run before for about 12 hours. TeraTech's Douglas Smith and Aaron Berman created it, and the new and improved program ran for a few seconds. Our client Monica Stearns expressed her gratitude by saying " *Thank you so much for the wonderful job you did on the Write-on competition program.* "

PASSWORD TIP

New customers wonder why we issue difficult passwords to remember, such as "110hr\$qv" or "ulKM4rf9." The reason is security. These computer generated passwords are as difficult to decipher as they are to remember. On the other hand, if your current password is something like "your name" or "password" or "123456," dictionary search programs can easily match a password to a User ID. This allows hackers to pretend they are you. They can then get or send E-mail in your name. However, you can change your password on line any time at no charge. We recommend that you do this regularly, especially if you have security concerns.

There are a few things to remember. New passwords must be 6 to 8 characters long.

They must incorporate any one of the following characters in the middle of the text:

' ` ~ ! @ # \$ % ^ & * () _ + | = \ [{ } ; : " < > ? , .

Adding the irregular character makes your password much more difficult to decipher. Passwords based on dictionary words or proper nouns are easily compromised. Passwords derived from your name, address, telephone number, place of work, or other personal information can be guessed.

CF USER'S GROUP



The Maryland ColdFusion User Group met on Tuesday Aug. 17 , Some topics that were discussed were "Security on a Website with ColdFusion", "CUBE Function

of SQL Server with Access", and "The NEW Allaire Spectra." For more information see <http://www.cfug-md.org>

GROWING SMART

ColdFusion Web Page
By Anna Muoio

Unit of One

Everyone wants to grow: more customers, more employees, more revenue, more profit. But breakneck growth triggers new questions: How do you maintain a close-knit culture and find good people to bring into it? How do you keep the agility of a small company and develop the strength of a big one?

Read some contributions made by presidents and CEO's of businesses --and then apply their cures to your own growing pains.

Michael Bloomberg

Founder and CEO
Bloomberg LP
New York, New York

He says "Don't let growth seduce you. When you're growing fast, the temptation is to keep increasing your growth rate--to double your bet while you're winning.

Terri Lonier

President
Working Solo Inc.
New Paltz, New York

The most important question you can ask yourself about growth is, "How much is enough?" How much money? How much power? How much information? For me, the big decision about growth was whether to hire employees. The workplace changes when there's no longer a one-to-one relationship between people.

William Tragos

Cofounder and Chairman
TBWA Worldwide
New York, New York

Don't let growth grow your head. Don't let it change your personality. Too often, you see people start to smoke big cigars and to drive fancy cars--and they fail to see that they haven't really arrived. No matter how fast their growing, people inside an entrepreneurial startup need to keep their street-fighting attitude.

J.J. Allaire

Founder, Chairman and
Executive VP of Products
Allaire Corp.
Cambridge, Massachusetts

Growth comes down to a simple but crucial question: What type of company do you want to create or to work for--a "lifestyle" company that emphasizes organizational culture, or a high-growth, investor-backed company?

QUOTE OF THE MONTH

"The important thing to recognize is that it takes a team, and the team ought to get credit for the wins and the losses. Successes have many fathers, failures have none."

Philip Caldwell

TERATECH CUSTOM PROGRAMMING

- ◆ Visual Basic, Quick Basic, C/C++, ASM
- ◆ Access, FoxPro, Clipper, SQL
- ◆ Numeric Analysis, Statistics, Telephony
- ◆ Web HTML, ColdFusion, ASP, Java

Copyright TeraTech 1999
TeraTech, Inc.

100 Park Ave Ste 360
Rockville, MD 20850
800-447-9120 (301) 424-3903
fax (301) 762-8185
<http://www.teratech.com>
Info@teratech.com