



TERATECH NEWS

Tools for Programmers

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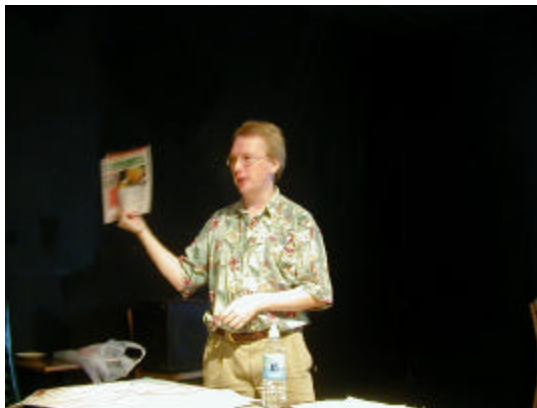
This month we cover:

- Fusebox 3 talk in Austin TX
- API
- Onsite Training.
- TeraTech class schedule
- Management Tips Corner
- Gallaudet

Fusebox 3 talk in Austin TX

Michael Smith, president of TeraTech, gave a talk on Fusebox 3 to the Austin CFUG last month. The talk gave an overview of the Fusebox programming methodology. TeraTech is teaching one and two day classes on Fusebox both at the TeraTech training center and onsite for company's nationwide. The course covers:

1. Why Fusebox?
2. Brief Demo of Fusebox in action
3. Extended Fusebox Development Cycle Analysis
4. Fusebox 3 basics
5. Sample Fusebox program
6. Tour of the Core Fusebox files
7. Suggested directory structure
8. Migrating from Fusebox 2 to 3



Michael Smith talks on Fusebox

Onsite Training

TeraTech can now provide onsite ColdFusion and Fusebox training. You tell us what your team wants to learn, we design a custom class and come to your office. You staff save time and the class is specific to your needs. You can use actual project code as examples in class or get expert help on difficult pieces of code. Recent onsite classes include the Food and Drug Administration, Social Security Administration and the Architect of the Capitol in Washington DC. Contact Michael Smith for more information.

Class Schedule

This is a **tentative schedule** for the classes. Please check our web page to get the final dates.

<http://www.teratech.com/training>

FB100: Welcome to Fusebox	Apr 6
FB100: Welcome to Fusebox	Feb 9
FB101: Intro to Fusebox 3	Jan 29
FB101: Intro to Fusebox	Mar 19
FB101: Intro to Fusebox 3	Apr 11
FB201: Building Fusebox 3 Skills	Feb 13
FB201: Building Fusebox 3 Skills	Apr 18
CF101: Welcome to ColdFusion	Feb 26
CF101: Welcome to ColdFusion	Apr 2
CF102: Intro to ColdFusion	Feb 27
CF102: Intro to ColdFusion	Apr 3
CF103: Working with SQL in ColdFusion	Mar 5
CF104: Working with JavaScript in ColdFusion	Apr 30
CF105: Working with HTML in ColdFusion	Feb 21
CF201: Building ColdFusion Skills	Mar 13
CF201: Building ColdFusion Skills	Apr 23
CF202: Web Accessibility and 508	Jan 16
CF202: Web Accessibility and 508	Mar 7
CF203: CF5 New Features, Tricks	Jan 31

Management Tips Corner

From RampUp Solutions Inc.

The Believability Factor

You've heard it time and again: Say what you mean and mean what you say. It should be: Say what you mean, mean what you say, then DO what you say. Or, in modern language: WALK YOUR TALK

If you don't follow through then meaning what you say won't carry much weight with your employees, peers, or bosses. The follow through has to be 100%, too. A 60% follow through yields a "believability factor" (BF) of about 40% and that disconnect makes it tough to get things done!

Are you disconnected? Easy to know, just count the times that you said you were going to do something and didn't (or didn't do it when you said you would), the times you promised X, but provided Y, the projects started, but not finished, and figure your believability factor. Chances are you'll find a direct correlation between your BF and the productivity of those who interface with you no matter their level, even customers!

The foremost rule when improving your BF is don't make any announcements, but follow Nike's tag line and "just do it." Sounds simple, but it means serious personal style changes, censoring yourself, living up to your commitments, learning to say no, not "anal-yzing" and delegating when possible, in other words, learning that it is more effective to under promise so that you can (hopefully) always over deliver.

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TeraTech is working with the American Petroleum Institute

TeraTech is rewriting the existing OII (Occupational Injuries, Illnesses and Fatalities) web system for the American Petroleum Institute. API has an existing occupational injury and illness reporting system for its member companies to share injury data. Companies can enter quarterly numbers via secure website and see reports on aggregate data and some individual company OII data if they are sharing their own data. The system is a 3840 line C program with no comments that accesses a VAX RDB database using SQL Server. TeraTech is helping API to rewrite the system in SQL Stored Procedures and ColdFusion to ease adding new features and future maintenance. There is also a

benefit in removing applications from the VAX so that it can be discontinued in the future.

Gallaudet Interpreting Time and Billing System

Gallaudet provides ASL interpreters for deaf people in the Washington metro area. TeraTech has just completed a time and billing system that automates the assigning of interpreters to jobs, time keeping and billing. Gallaudet has a complex set of rules for rates charged depending on whether a client is internal or external to the university, the skill level and short notice of a job. The new system uses a SQL Server database together with an Access and ASP web front end to display and enter data. It allows for automated submission of time sheets and expenses by interpreters over the web, automated review of time sheets and expenses by schedulers, improved interpreter availability search, including an ability to take interpreter's personal schedules into account when searching for available interpreters. Billing and Past Due are handled with printed invoices. Additionally the system automatically sends emails from Access notifying for uncovered and special requests and weekly general announcements of unfilled jobs. The rates are calculated from rates tables, not hard-coded as in the previous VAX system, to allow for future changes easily.

The system was initially prototyped for layout then each screen and report was approved by Gallaudet in a sign off sheet so that we could know for sure what was required. This helped prevent confusion and focused everyone on getting the design right rather than fixing it during delivery. The fact that users could try out the system prototype helped create buy-in by the users of the system early on in the project. It is common for users of a system to resist change but in this case the users are excited to get the new system when delivered.

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TERATECH CUSTOM PROGRAMMING

- ColdFusion
- VisualBasic
- SQL, Oracle, Access, FoxPro
- Numeric Analysis

