



# TeraTech News

## Tools for Programmers

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This month we cover:

- ?? CF\_Underground4
- ?? Prototyping
- ?? New Team Members
- ?? Management tip
- ?? Fusebox: Developing ColdFusion Applications

### CF\_Underground IV

Get ready for more fun and excitement -- ColdFusion style -- courtesy of TeraTech and MDCFUG. Being held at Walt Disney World Swan and Dolphin in Lake Buena Vista, Florida (the Macromedia DevCon hotel) Sunday October 27th, 2002 from 10am - 1:30pm  
Held at the Cabana Bar and Grill  
Early Bird registration for CF\_Underground IV is \$59.00  
Visit [http://www.cfconf.org/cf\\_underground4/](http://www.cfconf.org/cf_underground4/) to register



### Prototyping

Steve: Well, Mark and I thought it would make sense to start creating a spreadsheet to generate an estimate.

Hal: How would that work?

Steve: We start by cleaning up the prototype—get rid of all the files that are left over and you don't need any longer. You copy the names of each file in your prototype into the spreadsheet. You also have to count on nested layout files and action files.

Hal: So you've got to start breaking the prototype down first?

Steve: Right. The user might not see them, but you still have to include them in the spreadsheet for estimating purposes. So, in your spreadsheet, you have separate columns for query fuses, action fuses, display fuses—you can add more if you need to; we stuck with those three. Now comes the tricky part: weighting the fuses. Some fuses are easier than others. The harder fuses are obviously going to take longer and cost more than the easier ones. The weighting will change over time

as you record a history of costs and times from prior experiences.

Hal: But you have to assign some numerical values, no?

Steve: Yes, we decided to make our estimations easy by giving a weighted value to each type of fuse. The display fuses got a weight of 1; the query fuses we gave a weight of 1.5 and the action fuses, a weight of 2. Then we summed up all the display fuses and multiply that number by the weight of display fuses: 1.

Hal: So, if you have 100 display fuses, you get a weighted total of 100.

Steve: Right. Then we did the same thing with action fuses and query fuses. You add up all the numbers. What you get is something you might call "fuse units". Now, you take a generic display fuse and estimate the cost and time of that one fuse.

Hal: What did you come up with?

Steve: We said a fuse unit would cost \$100 and 45 minutes. You come up with an estimate by multiplying the total fuse units by the cost and time of the average fuse unit. What do you think?

Hal: I think it's very interesting. I have to play Devil's Advocate, though. The problem I see is that if you're just a little bit wrong up front—in estimating the weighting or estimating the price per fuse unit, you're going to be way off in your final estimate.

Steve: That's why you need to keep records of each FLiP project you do, so you can change depending on your experience and how much you want to make on a fuse. Each time you work on a new FLiP project, keep a record of how long a generic fuse took and how much you charged. Use these numbers to make your next estimation more accurate. I don't know if it's going to be perfect, but it's better than guessing, right?

Hal: Definitely.

Steve: Nelson runs SecretAgents.com, a site for putting

or help on project management, you can reach Steve at [m@secretagents.com](mailto:m@secretagents.com)

Hal Helms provides training on Fusebox and FLiP, and writes and speaks on software development methodology and architecture. His site is [www.halhelms.com](http://www.halhelms.com). You can reach him at [hal@fusebox.org](mailto:hal@fusebox.org).

### *New Team Members*

Welcome to TeraTech, Inc.



Dmitry Eliseev, our new Programmer, has an expertise in Visual basics, SQL, ColdFusion, and VBA has moved to the D.C. area from Russia.

Cara Beverage is our new Intern for graphics and

basic html. She comes to us from the University of Maryland where she graduated as an art major specializing in Graphic Design.



### *Management Tip*

#### *Not Your Typical Management Mentor*

Have you ever noticed that management books, whether good or not, have one thing in common: They seem to assume that the reader has

1. Strong motivation and focus.
2. The clout to change the existing situation.
3. The leverage to create and implement a new one.

What if you have little to none of the above? What if you are struggling to be a great manager in a giant organization or self-owned small business? Do you find it difficult to translate and apply the smarts of Jack Welch to your own situation? Are you tired of the management "flavor du jour?" Do management books put you to sleep?

Want to read a book that's truly fascinating? One with a totally different purpose, but that shows you how to become a great manager by watching someone who did it? One whose ethical stance and management style will resonate as well with women as with men? Then read "MY AMERICAN JOURNEY" By Colin Powell. Here are some of Powell's comments:

- Experts often possess more data than judgment.
- Measure it and it has meaning. Measure it and it is real.
- People want to share your confidence, however thin, not your turmoil, however real.
- Work hard. Play hard. Take the job seriously, but not yourself.
- Leadership is the art of accomplishing more than the science of management says is possible.

Watching Powell's development from a marginal student who fell in career love, first with ROTC and then with the Army, and went on to succeed beyond his, or anyone's, wildest expectations is fascinating. Watching him become a consummate people manager with an underlying philosophy of total respect for the individual is amazing. Seeing his approach work in a severely hidebound bureaucracy and culture that was continually shifting on political winds is nothing short of awesome.

I highly recommend MY AMERICAN JOURNEY to you all. By Miki Saxon, CEO RampUp Solutions, Inc. To predict dilution and allocate stock fairly you need Incentivizer from RampUp. For more information visit us at <http://www.RampUpSolutions.com> or write [miki@RampUpSolutions.com](mailto:miki@RampUpSolutions.com)  
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### *Fusebox: Developing ColdFusion Applications*

Developers face a constant struggle to launch projects on time and under budget, especially without pulling all-nighters. Fusebox helps ensure successful projects more manageable and simplifying maintenance and requests for change during development. With this book, you'll learn to make ColdFusion application reliably successful and write increasingly complex and specialized applications by following a standardized system.

Jeff Peters and Nat Papovich, both members of the Fusebox Council, teach you to use Fusebox with your ColdFusion applications and develop best practices for managing web projects. Read this book if you want to eliminate roadblocks in your projects, such as unmanageable complexity, time-consuming code maintenance, and slow development speed.

Michael Smith, one of the technical reviewers for this book, contributed considerable hands-on expertise to the entire development process. As the book was being composed, Michael contributed his expertise by reviewing all the material for technical content, organization, and flow. It is mentioned that his feedback was considered critical to ensure that the book fits its reader's need for the highest-quality technical information.



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#### **TERATECH CUSTOM PROGRAMMING**

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