



# TeraTech News

## Software connections to your information.

405 East Gude Drive Ste 207  
Rockville, MD 20850  
<http://www.teratech.com>

December 2007  
Michael Smith, Editor

(800) 447-9120 • (301) 424-3903  
Fax (301) 762-8185  
[michael@teratech.com](mailto:michael@teratech.com)

### Read about:

*TeraTech Development Approach*

*CF Meetup: "Pragmatic ColdFusion: Build, Test, Deploy", with John Paul Ashenfelter*

*Successful "America by Air" Launch at NASM*

*Fusebox 5.5 Released on 12/01/07*

*Shake Up Your Company*

TeraTech would like to wish everyone a very Happy and Prosperous New Year!!!

### TeraTech Development Approach

*The following is continued from last month's newsletter....*

Last month we focused on the System Decomposition aspect of TeraTech's methodology. This month we will go into further detail discussing Database Review.

#### 1. Database Review

The data structures from step 1 are reviewed by the architects to determine if any redesign is required for the new system. The following factors will be considered:

- Normalization of data structures
- Change the database platform (ie convert from MS Access to SQL Server)
- Data cleanup or correction

Conversion and data correction plans are prepared based on this analysis and then discussed with NJ Sullivan Database Administrators (DBAs).

*To be continued in next month's newsletter....*

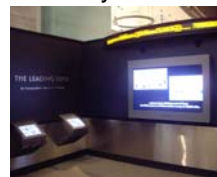
### Fusebox Scaffolding beta released

A new beta of the Fusebox Scaffolding has been released at <http://www.fusebox.org/go/fusebox-downloads/core-files>. This Fusebox extension was written by Kevin Roche and it automatically generates Fusebox code for Add/Edit/Delete pages based on the database tables that you give it. Normally you would use this during the building of your app and replace the scaffolding with custom build pages. Why do scaffolding? It greatly speeds up OO application

development and lets you add in test data values at the project start.

### Successful "America by Air" Launch at NASM

Recently TeraTech was given the opportunity to develop the new "America by Air" exhibit at the National Air and Space Museum (NASM) at the Smithsonian. The exhibit, now displaying successfully at NASM, is projected to cater to 5 million annual visitors and a website audience around that world. "America by Air" is a series of kiosks and state-of-art the tickers that display the news and the history of flight in America, employing RRS aggregation, ColdFusion programming, and RRS configuration. This successful launch was made possible by TeraTech's excellent development team, which produced this beautiful exhibit in record time. Hats off to them!!!



### Fusebox 5.5 Released on 12/1/07

Fusebox 5.5 has been released. Download it and take it for a test drive! Let us know what you think of it by trying it on your app. We don't expect you to have any issues because since the Public Beta release on October 1st and only a few minor bugs have been found.

There are two primary themes to Fusebox 5.5:

1. Simplify. Remove barriers. Make it easier for newbies. Make building applications faster by favoring convention over configuration.
2. Extend through extensibility. Provide new functionality outside the core. Add plugins, lexicons, even standardized circuits.

In addition, backward compatibility is of paramount importance so all Fusebox 4.x and Fusebox 5.x applications should run, unchanged, on Fusebox 5.5. In theory, you can just unzip the new core files over the top of your existing core files and everything should just work. (However we suggest you backup your files before trying any beta software including Fusebox 5.5!)

Download at  
<http://www.fusebox.org/go/fusebox-downloads>

## Shake Up Your Company

Anyone who reads the current business press knows that corporate culture has been recognized as not only real, but also something that has enormous impact on all parts of the company. In short, your culture can send you to the heights or kill you.

How accommodating should your culture be? How far backwards should you be willing to bend?



Although I need to keep this story anonymous, I'm sure that it's neither the first nor the last time that it or something similar has happened.

Jim was development vp for a small, 35 person/\$25M manufacturer that makes its own designs and occasionally manufactures for others. The company enjoys solid revenue, is very stable and with little turnover.

Three years ago, Jim had an opening for a designer and interviewed four people; all were good candidates and three fit the mold of the current staff, except Arnie. He had similar credentials and experience, but his perspective was more than slightly off the wall. The other people, including the president and manufacturing vp, who interviewed liked him—but... Although they're comments were all different, Jim heard the fear of change that underlay them.

But change was what Jim believed was needed and with little turnover this was his chance. After personally checking references, he cut an offer letter for Arnie and personally took it to Ted, his boss, for approval—and well-prepared for a fight.

Ted wasn't happy, he felt that another candidate was better because he was "just like the guy who's retiring" and would do a good job.

Rather than allowing the argument to escalate, Jim turned it by mentioning the recent product homeruns hit by a couple of their competitors. He said that he felt that they had just as much talent, but they needed to shake it up a bit. Nothing drastic, but Jim said he thought Arnie could help by inspiring others to more creativity.

In fact, Jim was sure that Arnie would do more than inspire, based on his interview and the reference checks he thought that new product ideas would pour out of Arnie, shaking up the entire company. He also knew that it would take all his skill to manage Arnie and avoid overwhelming the others.

Jim prevailed, Arnie was hired and he indeed shook up the company. Jim's still there and to date four new products have hit the market adding nearly \$12M in revenue, with three more in development. Of the seven, four are Arnie's, while the other three are from the skyrocketing creativity in the rest of the staff. All of which

is causing an innovation ripple effect across the entire company.

So the next time you have an opening look past what is comfortable and remember that **it's often the cracked who let in the light!**

Miki Saxon is President of RampUp Solutions, Inc. and provides products and coaching based on [MAP \(mindset, attitude, philosophy\)](http://www.rampupsolutions.com/index.cfm?p=14)™.

<http://www.rampupsolutions.com/index.cfm?p=14>  
[www.RampUpSolutions.com](http://www.RampUpSolutions.com)

© RampUp Solutions, Inc 2007. Please contact [miki@RampUpSolutions](mailto:miki@RampUpSolutions) for permission to reprint this article.

**If you missed previous articles, you can locate them at [www.teratech.com/go/community/newsletters](http://www.teratech.com/go/community/newsletters)**

Copyright TeraTech, Inc 2007  
TeraTech, Inc.  
405 East Gude Drive, Ste 207  
Rockville, MD 20850

### **TERATECH CUSTOM PROGRAMMING & TRAINING**

- ColdFusion, Fusebox
- Flex, Flash, AJAX, VisualBasic
- SQL, Oracle, DB2, Access, FoxPro
- XML, Numeric Analysis

\\filetemp\drive\DOCS\MARKET\Newsletters\December2007Newsletter.doc