



TeraTech News

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Read about:

- *ColdFusion 8 Coming Soon!*
- *Register Now For CFUnited Express Chicago*
- *Learning Made Easy*
- *New Fusebox Website Released*
- *Winner of Fusebox Video Contest*
- *Partial ColdFusion Survey Results*
- *CFUnited MP3s Recordings and Video Captures Available Soon*
- *Got Fusebox?*
- *Ask Miki – Learn to Hire Right*

ColdFusion 8 Coming Soon!

Adobe is deeply committed to ColdFusion® and the loyal ColdFusion community. The highly anticipated 8th major release of ColdFusion, code-named Scorpio, is coming soon. It will let you develop and deploy next-generation Internet experiences faster and more easily than ever before. Download the ColdFusion 8 public beta from Adobe Labs today!

<http://labs.adobe.com/technologies/coldfusion8/>

Register Now For CFUnited Express Chicago



Don't forget to register for CFUnited Express Chicago, coming up on Sunday, September 30th. If you couldn't make it to this year's CFUnited conference, CFUnited Express is here to fill you in. Get the latest information regarding ColdFusion and Flex techniques from renowned speakers such as Ben Forta, Charlie Arehart, Shlomy Gantz, Ray Camden, Michael Smith, and more. Get a chance to network with fellow developers and speakers, and receive a gift bag with tons of CFUnited items. Register now at

<http://cfunitedexpress.com/go/chicago/2007/>

Learning Made Easy

CARFAX recently entrusted TeraTech to provide them with custom training in the Model Glue Framework. The three-day session took place on-site at a CARFAX location, and focused on several aspects. It started with

a crash course in OO, followed by introduction to Model-Glue, including concepts and implementation. It then followed with ways to avoid common pitfalls, as well as using Test Driven Development. Through interaction and dedication, the CARFAX developers were brought up-to-speed on the complicated topic of Model Glue Framework.

New Fusebox Website Released

In conjunction with CFUnited, TeraTech and Team Fusebox launched a complete redesign of the Fusebox.org website.

The website was redone using FarCry CMS 4.0 for the content, while other more dynamic, database driven parts of the site will continue to be delivered via the Fusebox framework.

It was an easy decision to make", Sandra Clark, a member of Team Fusebox and lead on the website project said, "Most of Fusebox is content driven and anything that makes it easier for us to put content up gets used."

"While the new site is up now, it still needs people to contribute", said Clark. "More content is always good. Articles, code, case studies, etc. If its about Fusebox, we want it."

Fusebox is an open source development framework used by tens of thousands of ColdFusion developers worldwide that dramatically reduces maintenance costs.



Winner of Fusebox Video Contest

The winner of the Fusebox Video contest to make a ten minute presentation to demonstrate the versatility of the framework is Russ Johnson. The prizes included a pass to CFUNITED-08. You can see the video at <http://www.youtube.com/watch?v=xRXVx5dYcFs>

Partial ColdFusion Survey Results

Some of you may have read the Computer World [article](#) listing ColdFusion as one of 10 dead languages and Ben Forta's [response](#), Ray's [opinions](#) and Adam's [rant](#) on this. Obviously ColdFusion is not dying but how do you convince your clients that CF is the right solution? Michael Smith gave a talk at CFUNITED-07 on "[Selling ColdFusion to Clients](#)" that covered what strategies to use for selling ColdFusion to clients and how to deal with common objections that clients have.

People have been telling us what arguments have been working on the street. Let us know your experiences at the survey at <http://mdcfug.org/surveys/survey.cfm>

Here are the results to date on this. *What issues have you heard when selling a ColdFusion solution to clients?*

Cost of CF Server	67.57%
CF Slow	27.03%
Not a Real Language	35.14%
Not Made by Microsoft	32.43%
Not Object Oriented	24.32%
Not Secure	16.22%
Not Open-Source	8.11%
Other	21.62%

What arguments have you made for using ColdFusion on a project?

Rapid Development	88.19%
Easy to Maintain Code	72.97%
Open Standards	16.22%
Multiple Vendor Support	21.62%
Made by Adobe	43.24%
11 Years Old	37.84%
Lots of Built in Functions	56.76%
Other	16.22%

CFUnited MP3s Recordings and Video Captures Available Soon

Most of the MP3s and Capture Recordings from this year's CFUnited will be available for download by the end of July. MP3s will be free to every CFUnited-07 attendee. Video Capture for all limited-seating sessions will also be free for attendees. Login at <http://cfunited.com> and click on "Topics" to download presentations. Code samples will be posted shortly.

Got Fusebox?

Get your Fusebox t-shirts, buttons, notebooks, and more at

<http://www.cafepress.com/fuseboxgear>. These amazing items are available at cost, and make a great gift for any Fusebox enthusiast.



Ask Miki – Learn to Hire Right

Almost the first words my new client said were, "Hiring is one of the most difficult things for a leader/manager. That's where I've made most of my costly mistakes."



The thought didn't surprise me, nor that a seasoned, skilled CEO was aware of it, but it's still unusual to admit it that freely.

But that's why I've included so many detailed hiring how-to's in MAPpingCompanySuccess and why ideas such as [High Performance Hiring](#) are so popular.

Managers are finally recognizing that the ability to hire successfully, what I call the [Four Rights](#) (the right person for the right position at the right time and for the right reasons), truly does need to be a core competency.

Recognition that skillful hiring isn't an inborn ability (there really is no hiring gene) and that it needs to be learned is a major step forward, one that more and more companies are taking.

So, do yourself and your organization a big favor and don't just add hiring to your company's list of core competencies—make sure that your people have the tools to learn by

- calling someone such as me;
- creating an in-house coaching team;
- buying multiple copies of viable books; and, whatever else you do,
- making time to improve hiring skills available to all your managers.

You won't regret it, because the improvement will fall straight to your bottom line.

Miki Saxon is President of RampUp Solutions, Inc. and provides products and coaching based on [MAP \(mindset, attitude, philosophy\)](#)TM.

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