

Brian Raines

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Sent: Wednesday, September 19, 2001 6:51 PM
Subject: Potomac Tech Wire - Sept. 19

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 POTOMAC TECH WIRE -- Sept. 19, 2001
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- > Executive Networking: Doing Business with the Government Marketplace
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> Job Postings: Chief Financial Officer, Account Executives, Java Developer, QA Software Engineer, Recruiting Open House

> Events: Current Trends in Purchasing, Building Value in the Federal IT Market, Early Stage Capital: Technology Transfer, Recruiting Open House, Tech Policy under the Bush Administration, In Search of Customers, Doing Business with the Gov't, Generating Sales, Protecting Your IP

> Marketplace: Java Certificate Program, Expert Services for Fibre Channel Storage Users -- Drives PC Productivity and reduces PC costs --
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 Post Job/Event/Marketplace ad: <http://www.potomactechwire.com/postings.htm>

o After Sharp Decline, Nasdaq Rallies Late in the Day

New York -- After dropping by 7% in mid-day trading, the Nasdaq rallied late on Wednesday to end down 2%. In mid-day trading, AOL Time Warner was trading as low as \$28.59 per share; it ended at \$30.89 -- up 1.4% for the day. Around 2:00 p.m., a number of traders talked about "panic selling," fearing that the economic effects of last week's terrorist attacks could be greater than expected. However, buyers moved in late in the day to give the markets a major boost. At one point, the Dow was down more than 423 points on Wednesday; it rallied late in the day to end down 144 points.

http://cnfn.cnn.com/2001/09/19/markets/markets_newyork/

o Annapolis-based Condor Restructures Credit Facility

Annapolis, Md. -- Saying it has "turned a corner" following two years of financial turmoil, Annapolis-based Condor Technology Solutions, a provider of business information and communications products, said on Wednesday that it has restructured its credit facility with its lender group, led by First Union National Bank. The deal gives Condor a four-year facility that will convert about one-third of its bank debt, worth \$12.1 million, and restructure the rest. The company originally announced its intention to restructure its debt in April. Condor recently sold one of its divisions to Answerthink for \$2 million in cash.

http://biz.yahoo.com/bw/010919/190214_1.html

o Washingtonpost.com Has Record Traffic In Recent Days

Washington, DC -- The washingtonpost.com said on Wednesday that it has experienced record viewership on its web site in the wake of last week's terrorist attacks. The first four days of the crisis ranked as the top four traffic days in the history of the washingtonpost.com. Traffic on both Tuesday and Wednesday was over seven times what the washingtonpost.com receives on an average day, and nearly triple the previous all-time high. The previous record high was in the aftermath of the 2000 presidential election.

<http://www.washingtonpost.com/>

o Online Donations For Rescue Effort Top \$57 Million

Dulles, Va. -- The American Liberty Partnership, a partnership of six major Internet companies including Dulles-based AOL, Microsoft, Amazon, eBay, Cisco Systems and Yahoo, has raised over \$57 million online during the last week to help the victims of the terrorist attacks and their families. The partnership raises funds through a new web site, which feeds into the web sites of 30 established charities, with specific information provided on each one.

<http://www.libertyunites.org>

o FBR Argues Telecom Recession Will Last Longer Than Predicted

Arlington, Va. -- Arlington-based Friedman, Billings, Ramsey issued a report on the telecommunications industry on Tuesday that argues that the current recession in the sector will last longer than predicted by most industry observers. "We do not believe investors have fully factored in the severity of the drop-off in demand for telecom products in the second half of 2001 and the potential for a continued slide of revenues through 2002 and 2003," said Susan Kalla, a senior analyst at FBR. In the report,

Kalla said equipment revenues will fall 14% this year, as opposed to consensus opinion that assumes a 5% decline.

http://biz.yahoo.com/prnews/010918/dctu034_1.html

o Technology Daily "Issue of The Week": Wireless Policy Dynamics

With New York and Washington DC reeling from terrorist attacks and planning for war, the agenda on Capitol Hill has shifted almost entirely to how to support the attacks' victims and the military. The wireless industry's designs on spectrum used by the military are not entirely forgotten, although sources say the balance of power in the debate over third-generation (3G) wireless services has shifted. "Making money is one thing, but saving lives is something else," said Larry Irving, the president of Irving Information Group and a former director of the National Telecommunications and Information Administration (NTIA). That means that "almost every debate is going to be changed significantly," he said, and "whatever they [the military] want right now, they get."

<http://www.potomactechwire.com/techdaily.html>

Every week, Potomac Tech Wire features Technology Daily's "Issue of the Week."

> Thursday: Generating Sales in Good Markets and Bad -- McLean Hilton

Please join us for "Generating Sales in Good Markets and Bad: Proven Strategies for Reaching, Capturing and Retaining Customers through Effective Sales and Marketing Programs."

Featured Panelists:

Elizabeth Shea, Principal and Co-founder, The SheaHedges Group

Eva Neumann, President, ENC Marketing

Ken Wolff, Partner, Acquent

Sandi King, Federal Marketing Programs Manager, Hewlett-Packard

Moderator: Stephen Bartholemy, Senior Manager, Accenture

When: Thursday, September 20, 2001

7:30 - 8 AM: Registration and Networking

8 - 9:30 AM: Breakfast, Panel, Q&A

Where: McLean Hilton, McLean, VA 22102

For more information and to register for this event:

<http://www.potomactechwire.com/sales.htm>

> Seminar: How Bush's Tech Policy Will Affect Your Business

Sponsors:

Womble Carlyle

National Journal's Technology Daily

Panelists:

- Wayne Crews, Director of Technology Policy, Cato Institute
 - Kevin Jones, Attorney, Womble Carlyle
 - John Palfoutas, Sr. VP Domestic Policy, American Electronics Association
 - Ken Wasch, President, Software & Information Industry Association
 - Bara Vaida, Senior Writer, National Journal's Tech Daily
- Paul Sherman (moderator), Editor, Potomac Tech Wire

When: Wednesday, September 26, 2001

7:30 - 8 AM: Registration and Networking

8 - 9:30 AM: Breakfast, Panel, Q&A

Where: The Ritz Carlton, McLean, VA

For more information and to register for this event:

<http://www.potomactechwire.com/seminar10.htm>

> Executive Networking: Doing Business with the Government Marketplace

When: Tuesday, September 25, 2001

7:45-8:15 am: Registration and Networking

8:15-8:45 am: Presentation on Selling to the Gov't

8:45-9:30 am: Coffee and Networking

Where: Ritz Carlton, McLean, VA

Cost: \$50

For more information and to register for this event:

<http://www.potomactechwire.com/seminar11.htm>

o Briefly Noted:

(Lanham, Md.) Joining a growing list of area tech companies, Lanham-based Group 1 Software, a provider of customer relationship management software, said on Wednesday that its board of directors has approved a stock repurchase program of up to \$10 million for open-market and privately negotiated transactions.

http://biz.yahoo.com/prnews/010919/dcw006_1.html

(Columbia, Md.) Columbia-based GSE Systems, a provider of simulation and process control software, has filed a registration statement with the Securities and Exchange Commission to sell about \$5.6 million worth of common stock through an offering to non-affiliated shareholders.

http://biz.yahoo.com/prnews/010918/cgtu024_1.html

(Reston, Va.) Reston-based Maximus, a provider of program management, information technology and consulting services to state and local governments, said on Wednesday that it has earned a \$1 million incentive payment for meeting performance goals in its contract with the State of

Arizona. The company is operating a welfare-to-work program in Phoenix and Maricopa County. Under this contract, Maximus qualified for the payment by placing 24.9% of program participants into full-time jobs.

http://biz.yahoo.com/bw/010919/190289_1.html

(Baltimore) Baltimore-based VISICU, a developer of monitoring equipment for intensive care patients, on Wednesday named Frank Sample as its chairman, president and CEO. He formerly served as president and CEO of VitalCom, a developer of wireless patient monitoring.

<http://www.NewsAlert.com/bin/story?StoryId=Co6GyqbKbytaYnZu&FQ>

(Chesapeake Beach, Md.) Chesapeake Beach-based ChesapeakeBayPhotos.com, a web design company, has launched a new web site that provides a photographic tour of the Chesapeake Bay. The company also maintains TheChesapeakBay.com, a regional online magazine and information source about boating on the bay.

http://www.chesapeakebayphotos.com/pr_0901_launch.php

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Job Postings:
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To Post Jobs: <http://www.potomactechwire.com/postings.htm>

> HireStrategy - Chief Financial Officer

Join the excitement of working at a rapidly growing pre-IPO Company as it continues to build revenue and market share. This well-funded Internet research firm has revenues in excess of \$15 million annually and is looking for a strong CFO to develop their financial plan going forward. Qualified CFO candidates should have a minimum of 10 years experience, must have a CPA and must have had experience taking a company public. Click on the link below for details. Register on-line or send resumes to kristen@hirestrategy.com. <http://www.hirestrategy.com/quicklink44.asp>

> mindSHIFT Technologies, Account Executives - Washington/Baltimore

mindSHIFT, a managed IT service provider offering a total computing service to small-medium businesses, is expanding our sales team. Opportunity to sell broad range of IT services, exposure to latest technology, aggressive comp. Minimum 5+ yrs sales experience, 3+ selling IT products/services. Consultative sales to legal, accounting, financial, insurance, eng/arch or association markets desired. Email resume to jobs@mindshift.com
<http://www.mindshift.com>

> Overture, Java Developer - Rockville, MD

Overture is the leading provider of technology designed to create a simpler, more consistent, and more efficient student financial aid and

enrollment management process. Qualifications include 2-4 yrs. Experience, object oriented design, Java & J2EE (JDBC, Servlet, and JSP Technology), app. servers (BEA WebLogic, HP Total-e-Server), Oracle & SQL.
Send resumes to pcarroll@overturecorp.com
<http://www.overturecorp.com>

> HireStrategy - QA Software Engineer

Global software company that provides open, scalable, web-based workflow management solutions is seeking a QA Software engineer with a background in both software development and QA engineering. Will be involved in all functions of a product development cycle. Must have 3+ years of software development in a UNIX environment, Java programming experience, ability to solve complex problems, debug code and function in both R&D and Quality Engineering groups within the organization. Register on-line or send resumes to kristen@hirestrategy.com.
<http://www.hirestrategy.com/quicklink43.asp>

> Recruiting Open House - Herndon, VA

Join SAVVIS Communications for our RECRUITING OPEN HOUSE on WEDNESDAY, SEPTEMBER 19TH 5PM-8PM**SALES OPENINGS:(all positions in Herndon, VA)
Account Executives - Major Accounts, Account Executives - Intelligent IP, Hosting Sales (Bring several copies of your resume)12851 Worldgate Drive, Herndon, VA.
For more info, please visit <http://www.savvis.net>

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Event Postings:
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To Post Events: <http://www.potomactechwire.com/postings.htm>

> Dun & Bradstreet Current Trends in Purchasing - Sept. 26 - Richmond, VA

Join us on Wednesday, September 26 at 8:30 AM for a complimentary breakfast and a free 3-hr seminar at the Embassy Suites, 2925 Emerywood Parkway, Richmond, VA. We shall be discussing: Effective tools for supplier risk analysis, ways to reduce your spending, compliance tools, integration and managing ERP data, commodity coding, E-commerce and purchasing as a strategic advantage. Learn how to make your purchasing department more profitable. To register, please contact Yvonne Barton at 301-517-2435 or email bartony@dnb.com.

> Building Value in the Federal IT Market - October 3, 2001

This panel discussion will provide participants with an overview of the Federal IT market including: 1) the most attractive market segments and agencies; 2) how companies are positioning themselves to take advantage

of the current robust valuations; and 3) opportunities on how to build shareholder value through M&A activities. Panelists: Jon Korin, VP of Strategic Development, Northrup Grumman; John Forbus, VP of Planning, PEC Solutions; and Larry Davis, President, AFW Capital Partners, LLC. Info and registration at <http://www.potomactechwire.com/afw.htm>

> Early Stage Capital: Technology Transfer - Thursday, September 20, 2001

7:30 am Registration, 8:00 - 9:00 am Program. Ritz Carlton, McLean, VA. Speakers: Dr. Nariman Farvardin, UMD; Dr. Len Ferrari, Virginia Tech; Dr. Lloyd Griffiths, GMU; Dr. Robert MacWright, UVA; and Dr. Tim Tong, GWU. Each school is fostering the development, commercialization, licensing and funding of breakthrough technologies by students, professors and in partnership with local technology companies. Whether you are an entrepreneur, a venture capitalist, an attorney, an accountant or other technology professional you'll want to come hear the insights from the key players. To Register: <http://www.nvtc.org/calendar/sep20form.htm>

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> Potomac Tech Wire Seminar: Tech Policy under the Bush Administration

Please join Potomac Tech Wire for this panel discussion on tech policy under the current administration. The expert panelists will share their views on changes at the FCC, telecom and broadband policy, privacy issues, Internet taxation, and other prevailing thoughts on current and future tech policies. When: Wednesday, September 26, 2001, 7:30 - 8 AM: Registration and Networking; 8 - 9:30 AM: Breakfast, Panel, Q&A. Where: The Ritz Carlton, McLean, VA. For more information and to register for this event: <http://www.potomactechwire.com/seminar10.htm>

> Dun & Bradstreet/I Market Inc. Seminar - In Search of Customers

Join us on Wednesday, September 19 at 8:30 am for a complimentary breakfast and a free 3-hour seminar at the Doubletree Hotel, 7801 Leesburg Pike, Falls Church, VA. You'll learn how to benefit from the latest advances in target marketing and marketing automation. Identify and clone your best customers. Analyze, plan, execute and track effective programs to increase your sales and improve your marketing R.O.I. To register,

please contact Yvonne Barton at 301-517-3435 or email BARTONY@DNB.COM

> Executive Networking: Doing Business with the Government Marketplace

Potomac Tech Wire's networking session will focus on executives and companies doing business with the government. Enjoy breakfast and join in conversations on selling technology, marketing your company, and effectively using the GSA Schedule. This networking event is an ideal opportunity to learn about new opportunities that exist for small and medium-sized companies that are pursuing business relationships with the government. When: Tuesday, September 25, 2001. 7:45-9:30 am. Where: Ritz Carlton, McLean, VA. Cost: \$50. For more information and to register for this event: <http://www.potomactechwire.com/seminar11.htm>

> Generating Sales in Good Markets and Bad - Sept. 20 - McLean Hilton

Proven Strategies for Reaching, Capturing and Retaining Customers through Effective Sales and Marketing Programs. Featured Panelists: Elizabeth Shea, Principal and Co-founder, The SheaHedges Group; Eva Neumann, President, ENC Marketing; Sandi King, Federal Marketing Programs Manager, Hewlett-Packard; Ken Wolff, Partner, Acquiect; and Stephen Bartholemy (moderator), Senior Manager, Accenture. Thursday, Sept. 20, 7:30-9:30 AM, McLean Hilton, McLean, VA. To register, go to <http://www.potomactechwire.com/sales.htm>

> Hunton & Williams, Protecting Your IP - Norfolk Marriott, 10/10

Today more than ever it is imperative for successful businesses to plan and protect intellectual property (IP). This seminar provides an in-depth discussion of key IP concepts needed to conduct your business. A distinguished faculty discusses legal issues including patent/trade secret agreements, business method patents and general patent strategy. Send inquiries to tatchison@hunton.com
http://www.hunton.com/news_events/seminars.html

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Marketplace:
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To Post in Marketplace: <http://www.potomactechwire.com/marketplace.htm>

> Java Certificate Program - Virginia Tech, Northern Virginia Center

Virginia Tech's Internet Software & Java Program will be offered starting Oct. 16, 2001. Four courses have been developed to train both IT Professionals and people entering the IT Field including: Intro to IT & Java, Object-Oriented Programming w/Java, Java Enterprise Edition, & Internet Software. Courses combine Hands-On, Web-based, & Lab training. Contact Steve Guiffre at: sguiffre@vt.edu

<http://www.conted.vt.edu/isdp.htm>

> CorData - Expert Services for Fibre Channel Storage Users

Has your storage vendor left you holding the bag? Have you inherited someone else's storage nightmare? Local expert fibre channel services are rare ... but CorData delivers, and can prove it with great local references. Integrated fibre channel storage solutions, SAN services, and hot-swap maintenance plans for Clariion, Dell, LSI, nStor and others. Send inquiries to Info@cordatasys.com
<http://www.cordatasys.com>

> Connected Corporation - Drives PC Productivity and reduces PC costs

Fact: Information is your most important business asset and PC's are your most important tool for creating it. The cost of supporting your PC's and ensuring your business information remains protected will be significantly reduced with Connected's PC management solution. e-mail Mike Bussolari to learn how much your organization will save. Send inquiries to mbussolari@connected.com
<http://www.connected.com>

> New England Tech Wire - Free Email News Service

New England Tech Wire is a free daily email service that summarizes the most important technology, venture capital, and Internet stories from Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island and Vermont. Every business day, readers rely on us for a quick, objective briefing of the region's top technology and venture capital stories. Sign up for free at <http://www.newenglandtechwire.com>

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