



Linking the left brain  
and the right brain™

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## Publications and Presentations

Vin D'Amico has written articles for a variety of publications and spoken in front of many groups. Here is a sampling of those efforts.

### **"10 Steps for Surviving a Disaster"**

*Handbook of Business Strategy:* If a critical part of your business was knocked out of commission for a few days, would your business survive? How much business would you lose? How quickly could you recover?

### **"Disaster Planning: A Little Goes a Long Way"**

*Build Boston:* Many business disasters can be easily prevented, or at least, recovered from quickly. Unfortunately, many companies fail to do any business continuity planning. Those that do plan, often make simple mistakes that negate their efforts. This presentation contains many tips for avoiding disaster.

### **"Keeping Up With Office Technology as Laboratory Research Expands"**

*Mass High Tech:* As life sciences firms and their laboratories grow increasingly automated, equipment failures and system problems become commonplace. In larger work environments, daily struggles with technology are routine. Simple, standalone devices are a dying breed being replaced by intelligent, networked systems.

### **"Understanding the Battle Plan of a Network Attacker"**

*IndUS Business Journal:* Electronic attacks on our networks and computer systems occur around the clock. Physical location and time zone don't matter on the Internet. A growing number of attacks are initiated by smart professionals who know how to penetrate defense systems. Let's take a look at how these professionals operate.

### **"From A Vendor's Viewpoint...Providing IT Support and How You Can Help"**

*IT Horizons (BI&T):* As offices and laboratories grow increasingly automated, problems become commonplace. Standalone instruments are a dying breed being replaced by networked devices. The lack of interoperability among this smorgasbord of devices is often a source of frustration. Here is how to get help.

### **"A Few Pointers for Drafting a Disaster-Response System"**

*Boston Business Journal:* About 60% of businesses that experience a major disaster close within two years. By being trained and prepared, the impact of any disastrous event can be contained and near normal operations restored in a matter of hours. Here's what you need to do.

### **"How Technology Can Increase Your Revenue Per Employee"**

*Sales and Marketing Excellence:* A commonly used measure of management efficiency is revenue per employee. Though this metric varies widely from industry to industry and company to company it nonetheless provides an interesting view into how well a company is run. The best run companies have high revenue per employee figures. What about yours?

### **"10 Steps for Avoiding the Perils of Selecting the Wrong Business Software"**

*Executive Excellence:* Buying an enterprise-scale software package is an expensive proposition under any circumstances. The real cost of such a package includes the purchase price, maintenance fees, server cost, user training, support staff training and possible network infrastructure upgrades. Will you make the right choices?

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## **"The Top 5 Objections To Adopting Open Source"**

*ComputerWorld:* There are significant objections to overcome before open-source software can be broadly adopted across enterprises. These issues aren't insurmountable, but they need to be adequately addressed before open-source can go head to head with the major proprietary software vendors.

## **"When Users Don't Know What They Want"**

*ComputerWorld:* Software users don't know what they want, so how can IT professionals? Like it or not, you must pull ideas out of users' heads and move everyone toward a common goal. Here's how!

## **"Defining a Web-Enabled Business Strategy"**

*American Management Association:* This article defines a simple process for tuning your business strategy to take greater advantage of the World Wide Web. It's not just about strategy, however. You need to execute!

## **"Creating a Web-Focused Technology Plan"**

*System News:* While anyone can create and implement a web site, operating a web-enabled business is a very different matter. To get there, you need a web-enabled technology strategy resulting from re-thinking, re-engineering and re-vamping your business approach.

## **"Electronically Managing the Consultant's Office"**

*New England Human Resource Association:* This presentation covers three critical aspects of employing computer technology in consulting: 1) selecting the right office equipment and software, 2) following best practices for using these tools effectively, and 3) providing a great web site for clients and prospects.

## **"Building an eCommerce Solution Architecture"**

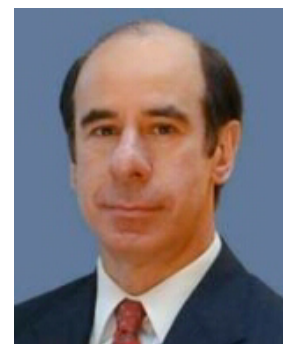
*New England Electronic Commerce Users' Group:* Creating application and network architectures to support e-commerce transactions is very complex. Following the best practices outlined in this presentation makes it easier.

## **Vin Will Help Make Your Publication or Event a Success!**

Vin D'Amico is Founder and President of DAMICON, LLC, your ADJUNCT CIO™. He is an agility expert helping companies respond and adapt to changing business conditions.

DAMICON has expertise in delivering solutions that work for mid-sized companies in business-to-business and industrial markets.

Vin has written for national and regional publications in both paper and electronic form. He has spoken in front of small and large groups on both business and technical topics. He has a rare skill for translating complex technical material into plain English.



**Call or email him today.** While Vin has a library of existing material to draw upon, he prefers to tailor each article or presentation to the target audience. Call 781.789.8238 or email [vin@damicon.com](mailto:vin@damicon.com). You can also get more information at <http://www.damicon.com/>.

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