



Bi-Monthly
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for
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What Power For My Workstation? The Road to Higher Productivity

Configured the Right Way It Improves the Productivity of Most.

With the advent of Windows 2000 many organizations are now asking the question, "Is it cost effective to move to the new operating system?" Based on our work over this past year, the answer to that question is a resounding "yes".

Here are what we think are the primary reasons to make the move. First, Windows 2000 is the most stable operating system that has been released to the general market place. Second, the integration of Windows, the internet and intranets help to make it a good answer for the user who has to work both at home and in the office.

Third, Active Directory will make the job of managing user populations, both large and small, much more viable. Support costs

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eJobdescription.com Site Launched

Over 1,000 Job Descriptions Are Now Available On The Web

On February 1, 2000 Positive Support Review, Inc. launched its new Human Resources site www.ejobdescription.com. The site features an extensive search engine and the latest

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Generation X is Aging And Is Being Replaced by Generation Y

Teenagers Today Face a Different Future - What They Have Seen Is Only Part Of It

A wise man once defined an optimist as someone who sees something and says that it is wonderful. A pessimist is someone who sees the same thing and says, this is as good as it gets. Which are you when you think about the future?

The thirteen to nineteen year olds of today are very different from the Generation X and Baby Boomers. Just look at what they have seen and where they have been.

Many have cell phones and pagers; they have seen a push button war; and have never known a day without the Internet being in the news. They will have grown up without facing any major economic downturn and know a world that has been ruled by the United States as the sole superpower. Viet Nam and Nixon are as ancient to them as Truman and Korea are to Generation X.

None were even born when the last man walked on the moon. To them the Internet is the rock-and-roll and MTV of their generation. What is the impact going to be for a population that spends many of

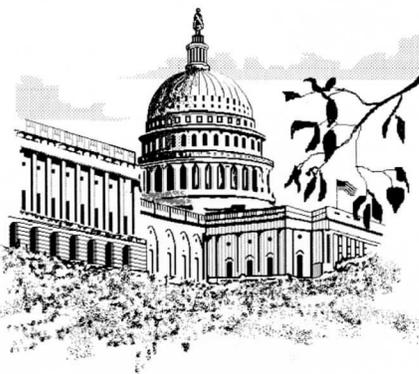
its waking hours on the Internet? Look at how much society changed in Generation X because of TV. Imagine the impact of the Internet on this and future generations.

Some surveys of this group have estimated that they will click the mouse over 40 million times in their lifetime. At the same time the average user will spend over 2 ½ years of their lifetime doing e-mail.

Over the next decade this group will begin to enter the labor force. How will they fare and what impact will their background have on the way things are done?

With the focus on the Internet, will there be a loss

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Which Washington Is Going To Set the Direction of Technology For The Desktop?



100% Recycled Paper

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should go down significantly.

With Good News Comes Bad News

That is the good news. The bad news is your old workstation may not hack it. The requirements for Windows 2000 are steep.

What you will need to make this happen is either an upgrade or worse case, a new more powerful workstation. Back in 1996 (November/December issue) we defined the power user workstation. If you followed that recommendation, you could get by with a modest upgrade to your hardware. The total cost would be no more than \$600. The configuration we recommended was as follows:

- 200 MHz CPU
- 64 MB Memory
- 2 4 GB SCSI-2 Drives
- 21" high resolution monitor
- Graphics Card 4 MB
- CD-ROM
- Multimedia
- 100 Base TX NIC
- 28.8 bps external modem
- UPS with interface to processor
- Natural Keyboard
- Mouse

If you followed that recommendation you would have to add more memory (128 to 256MB) and disk capacity (8Gig). That system would be sufficient for Windows 2000 Professional.

We have several systems in our offices that have been running Windows 2000 Professional and are configured somewhat like the one above. We have found that configuration very acceptable.

But as with most things that have to do with computer workstations - more is better.

New System – Recommendation

Given that you may want to get a new system, what configuration do we recommend? Well, that is simple and costs less than our recommendation of 1996. The configuration that we recommend is:

- 750 MHz CPU (Intel)
- 256 MB Memory
- 18 GB SCSI-2 Drives
- 24 GB DAT tape drive
- 21" high resolution monitor

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shopping cart technology that should help individuals who need to get job descriptions right now. Currently the site contains over 1,000 jobs descriptions including over 150 Information Technology, 250 Administrative, 100 Accounting, and 450 Governmental positions.

The site sells electronic versions of these job descriptions. It is an expansion of the e-commerce site that Positive Support Review has had in operation for the last three years. With this expansion the firm is now able to more fully leverage the intellectual assets it has developed over the last several years.

The site was lauch with great fan fare and a number of national publications featured the site in articles. PSR is currently in the process of adding job descriptions for Distribution, Manufacturing and Sales organizations. In addition, PSR is working with a number of organizations to develop strategic alliances to leverage the body of knowledge that is contained in the site.

-
- Graphics Card 8 MB
 - USB Scanner
 - USB Port Replicator (Xircom)
 - DVD
 - CD ROM R/W
 - Multimedia
 - 100 Base Network Card (3Com)
 - Network Hub to link to Internet (DSL – Home or T1-Office) and local printers
 - UPS with interface to processor
 - Natural Keyboard
 - Mouse

This is a system that should last the power user at least 24 month and the average user 36 to 48 months. The only additions that we could suggest in the short term would be to add more memory. However, the cost of memory will contine to fall and that can be upgraded at any time. The second addition would be a second network card. Howerver that can be achieved very easily with the Xircom Port Station.

The reason we suggest this is if you have an internal network as well as a DLS connection you may need to have two separe IP Addresses.

If someone is earning \$50,000 a year, and you can make them 25% more productive by spending an incremental \$2,000 on a PC, is it not worth it?

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of social skills? If the hot thing for people to do is to play on the web, what will happen to team sports? Are we going to create a population that knows how to use a keyboard and mouse but not the underlying principal of the task they are completing? Will they even know what a slide rule is much less the principles behind it?

Go into a McDonald's today; imagine the cash register does not work. Do you think the people behind the counter can?

1. Write the order in such a way that someone else can read it.
2. Calculate the price including tax.
3. Give you change for your \$10 bill.

I bet that a majority of the people behind the counter would not know what to do. Does this matter?

Generation Y will not have the luxury of knowing how to do many tasks because technology will have taken care of this for them. As they move into the world they will be faced with an environment that is technology focused and they will or should know how to use it.

Future Has Not Been Invented -- YET!!

What directions will they take as they start setting the direction we are moving in? Simple things like the primary mode of entertainment could be altered. How and what impact will that have on the entertainment industry?

It is easy to publish static pages on the web today. What about tomorrow when digital image capture becomes so inexpensive at the same time as new distribution channels are opened? Doors will be opened for independent production and distribution of entertainment. What avenues will be taken by the artists of the 21st century? How will it impact the way we think about art and entertainment? Some very interesting things will take place on their watch.

What Will Be Lost ?

When was the last time that you took out pen and ink to write a letter? E-mail has made it so easy that many of us are in the position that we depend on word processors with spell checkers to accomplish this task. Do we still know how to spell, much less compose a letter that is longer than a few paragraphs? Now with the digital images, will traditional negatives for photographs disappear? What will replace them?

What Should We Worry About?

Projections for the population of the United States are that it will continue to grow. We have seen estimates that in the year 2100 between 500 million and 510 million will inhabit the 50 United States. In 2050 Generation Y will be the senior citizens and role models for those that follow.

Our educational system is now being geared to be Internet ready. At-home schooling is now a reality for large numbers of the population. The focus of many is to see our future leaders know how to use the technology. Is that going to be enough, or does something else have to happen to position Generation Y and future generations to lead? These are questions that need to be addressed by the society at large and the educational community in particular.

Businesses need to think ahead on what jobs need to be done and what skills need to be created. Today when we have a shortage of a particular talent we use H1B visas to get employees from abroad. Are we creating the competition for generation Y?

Top 10 List

1. Spending on technology should accelerate in 2000s
2. Demand for bandwidth will explode.
3. Strong technology capital spending should be fueled by more balanced global economies.
4. Demand for servers, storage, software and services should escalate due to the massive increase of online data.
5. Web appliances should begin to proliferate.
6. Online commerce should ignite demand for higher levels of system reliability, availability, and scalability.
7. Intellectual property should be increasingly thought of as a service and accessed over the web.
8. The radical pace of technology change should accelerate the demand for outsourcing.
9. A new generation of enterprise computing should emerge that leverages Internet technologies, facilitating business-to-business collaboration and streamlining supply chains.
10. The IPO and acquisition phenomenon will likely be white-hot, with companies using high stock valuations as a strategic weapon to extend their markets. 



Forecast for the National Information Technology Market

e-Commerce will be the key driver of technology over the next few quarters

by M. Victor Janulaitis

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Now that Y2K is over, organizations can once again focus their attention on improving productivity thru the effective use of technology. Most will accomplish this by beginning major initiatives in the areas of e-commerce. That will drive demand to very high levels for individuals who know how to marry business with technology.

Microsoft - First of Many

The first major move in that direction happened at Microsoft. Bill Gates' move to become the chief technologist at Microsoft is but a manifestation of that process.

What really happened was Gates realized the importance of having someone at the helm that knows how to sell the concepts to customers. Steve Ballmer's true strength is he is more willing to directly address the need for Microsoft to find new sources of revenue growth. His ascension signals the shift in power at Microsoft from individuals who have purely technical minds to those who can fuse the technology of Microsoft's capabilities with Microsoft's revenue growth needs and customer requirements.

In the day-to-day world in most other

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enterprises this will be reflected in new e-commerce solutions. That will be reflected in the job market a number of ways. First the importance of the "Webmaster" will be reduced from being an innovator to an administrator. On the other side of the equation, a new position, an e-Commerce Specialist will come to the forefront as the most highly demanded resource.

The e-Commerce Specialist is an individual that will know how to make things happen which generate new and ever increasing revenue for the enterprise. We have created a job description for that new role. Our new web site www.ejobdescription.com has it available for electronic distribution. As you see, we believe in this concept very deeply here.

Out of Vogue Jobs

Besides the Webmaster, other positions that will still be important but are starting to move to much more of a commodity and administrative status are:

- ◆ **Security Administrator** as the functions of that role are included in operating systems like Windows

2000;

- ◆ **Network Architect** as most networks move into a maintenance mode of the networks that have been put in place over the last few years;
- ◆ **E-Mail-Admintrator** as we are now at the point that virtually every organization of any size has implemented e-mail and now is in the process of just maintaining the systems;
- ◆ **Web Developer** as tools like Front Page and Drumbeat get wider distribution the veil of art and mystery of web page creation will lift. Sure there will be a need for Java coders but that demand also will be eased as new and better tools come to market.

If the economy continues at the pace that it has for the last several months, there will be more demand by all forms of enterprises to get on to the e-commerce bandwagon. The question that we will all have to face is, what is the true constraint going to be on the Internet - people, bandwidth or something else?

Vic

Location	Prospects Short Term	Prospects Long Term
Northeast	Excellent	Excellent
Mid Atlantic	Excellent	Good
Southeast	Good	Good
South	Good	Good
Midwest	Excellent	Excellent
Southwest	Excellent	Good
West	Excellent	Excellent
Pacific Northwest	Excellent	Excellent
Best Location	West	West