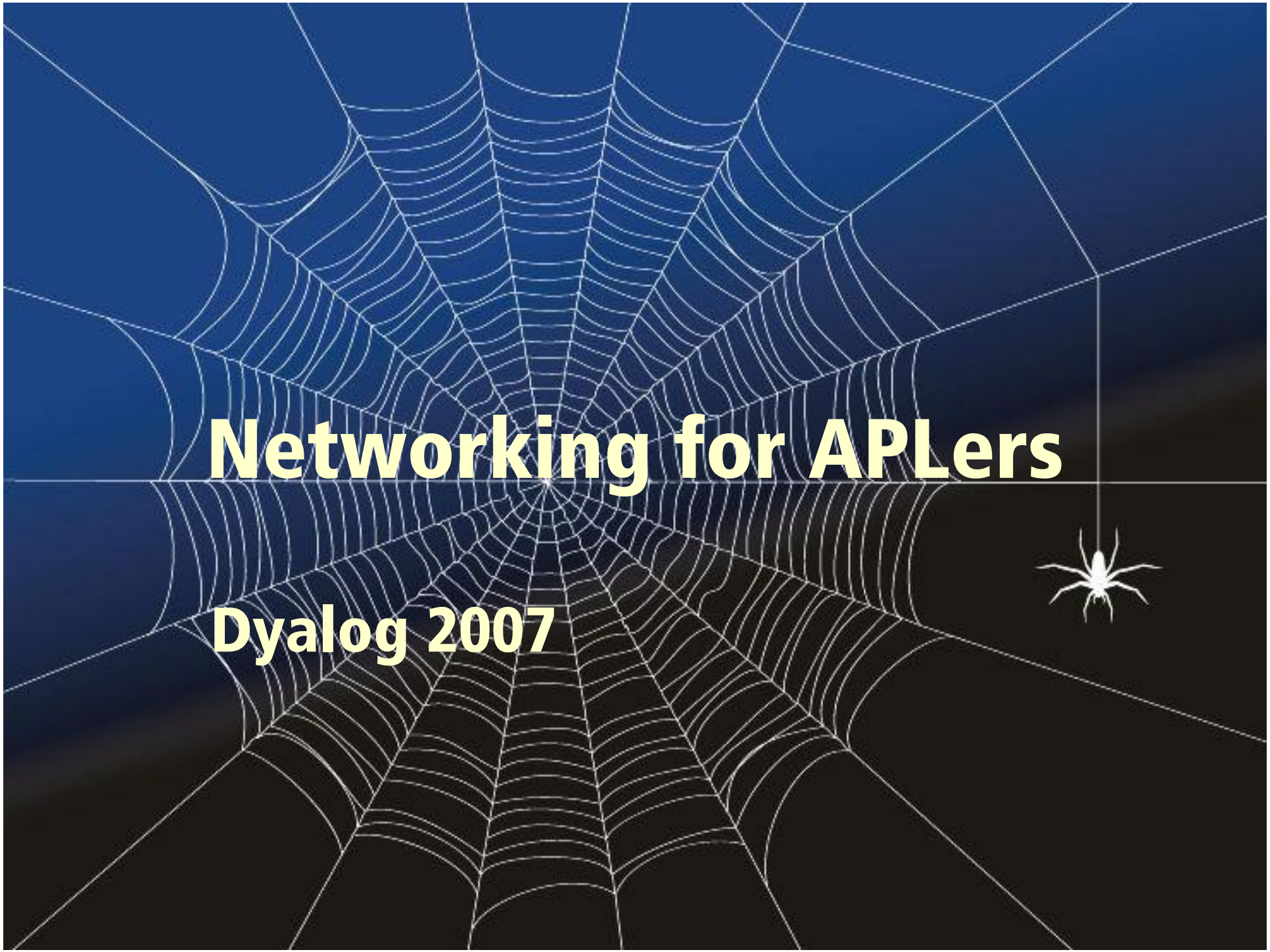
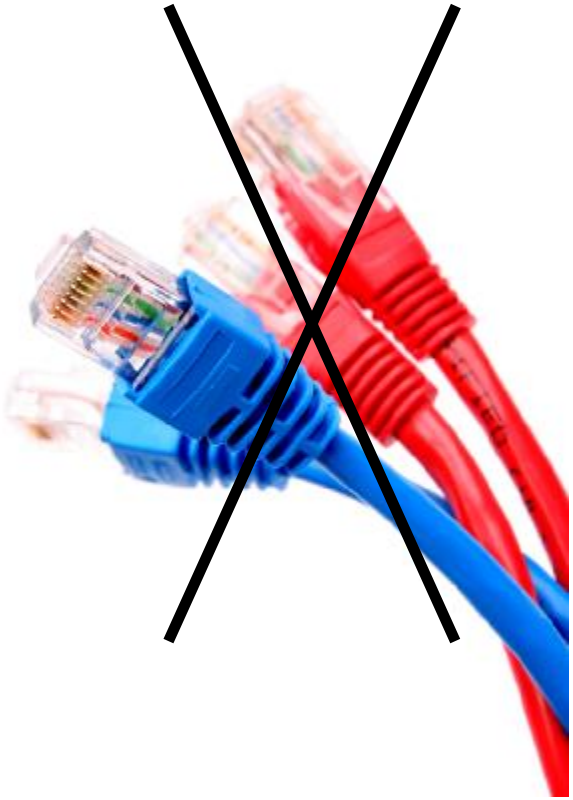

Networking for APLers
Dyalog 2007

What am I talking about?



DYALOG

ιρα

If you look at these slides without having attended the presentation, you probably won't understand most of it. Hopyfully you get at least some understanding of the idea and general direction. And then please feel free to contact the presenters (M.Baas & J. Miller) for more details and some practical networking ;)

Networking for APLers?

What you should know about me...

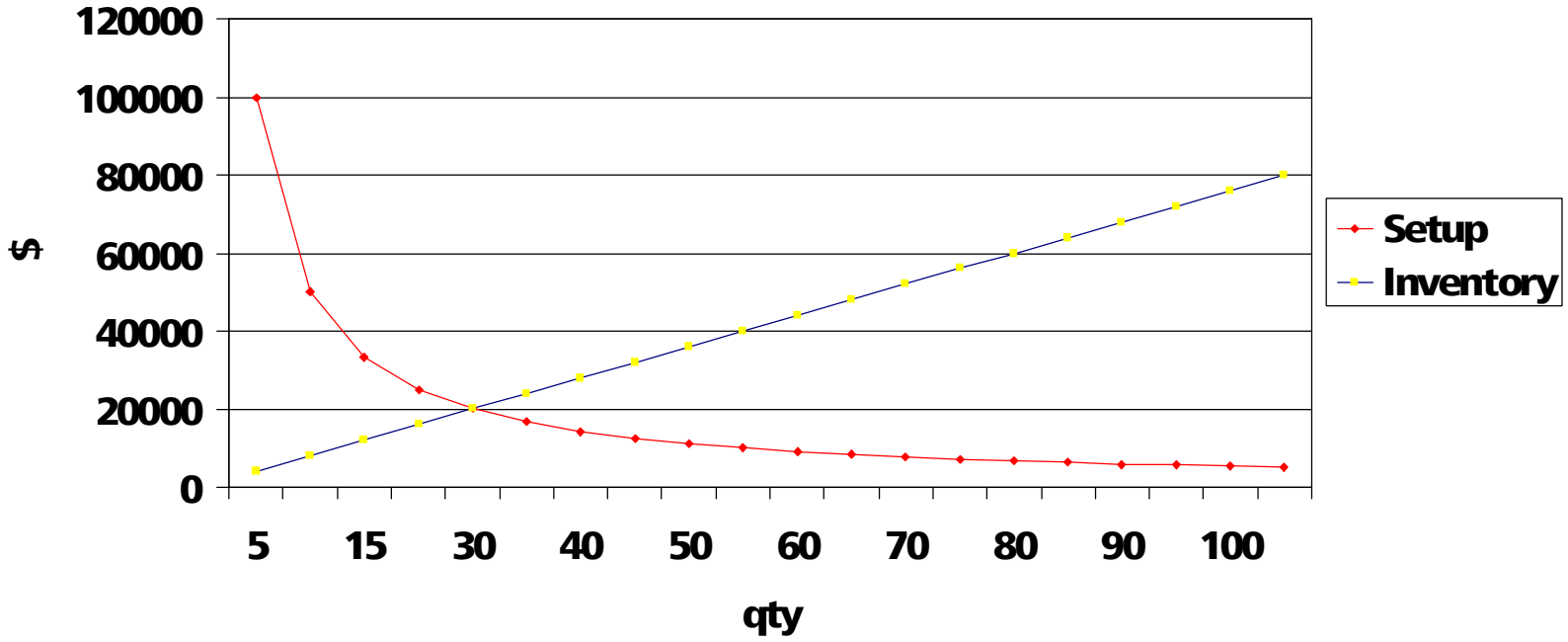
- 2 As!
- From Germany, Frankfurt-Area.
  -> Be my guest!
- APLer for > 15 yrs (APL*PLUS)
- Dyalog-User since 1995
- **never** worked with APL2 ;)
- Fan (and user) of CPro, Newleaf, Rain
- 2004

What I did in 2004

- left ADAPTA-Software, acquiring rights for the DLS-Package from ADAPTA and Dr. A. Buch
- Dr. A. Buch

DLS

- = „Dynamic Lot Sizes“



Very nice...

- ...but who cares?

- JIT, JITGROUP, FILLUP
- FBS, DRP, PMP

Clients

- Mainly food-industry, a bit pharma. Including:

- Currently in germany only!

2005

- What did John Miller do?
- → PPT / Dyalog User-Conference @ Elsinore

<phew> We are **so** different!

- DLS: „fat“ client, fair portion of „legacy“ code, data-storage in DCF-Files, very specialized on supply chain management
- Hologram: modern web-enabled app, database-based, focus on banking and ERP (JDE)

BUT

The client doesn’t care!

...about technicalities. They need solutions, not buzz-words.

And then...

Von: John Miller [JohnMiller@HologramBI.com]

Gesendet: Fr 28.10.2005 06:11

An: m.bass@dls-planung.de

Cc:

Betreff: hope all is well

Michael,

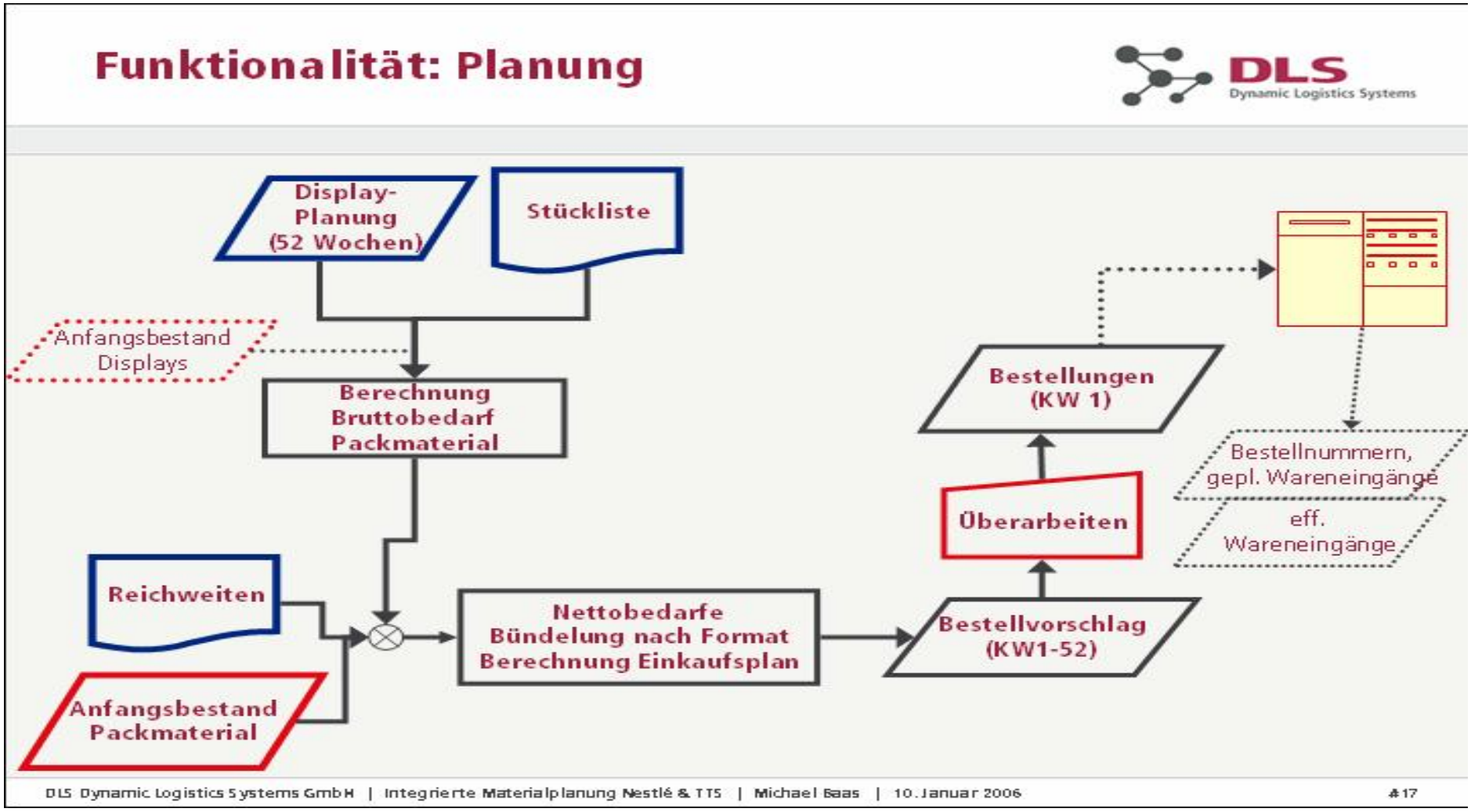
I'm back in Australia and I guess your back in Germany. I really enjoy

Anlagen: CONFIDENTIALITY AGREEME

Michael,

Before proceed

Jan 10, 2006: PPT 4 Nestlé / Fiege



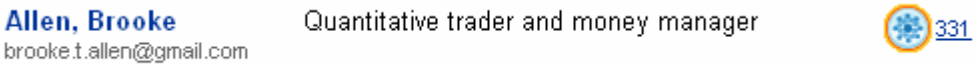
Work for Holograms web-designer!

(and mine!)

Nestlé
Good Food, Good Life

Some experiences...

- Morten, JST at Dyalog 2006: „We are not alone“
  → Ruby-community
- ask Brooke:



And my own experiences:

- 2006:

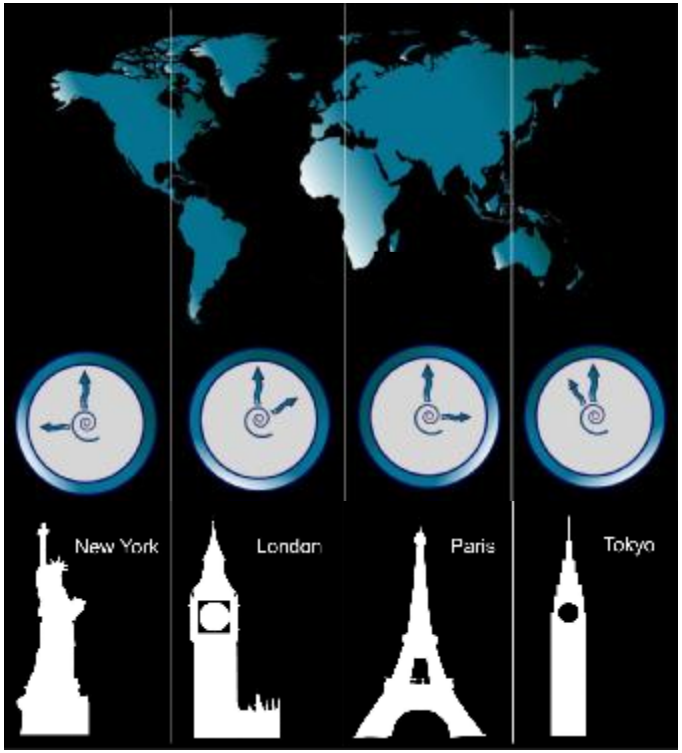
→ RFP → Contract!
- OK, that was simple ;)
- 2006: connected with Mr. X on XING
- Aug 2007: prospect through 4th grade networking! (involving Mr. X)
- 2007:

and quality vs. quantity
- Sep 2007: another Hologram-opportunity (through Mr. X again!)

Geert's story

The Kraft-experience

Just think about this...



Networking for APLers!

Summary

- European networking (growing base in US, too): http://www.xing.com/profile/Michael_Baas
- American (and int'l) networking: http://www.linkedin.com/in/mbaas
- Adventures in networking (and the „human touch"): http://www.ecademy.com/account.php?id=114405&xref=114405
- Michael Baas, m.baas@dls-planning.com
- John Miller, JohnMiller@hologrambi.com