



# AFCEA EUROPE

# NEWSLETTER

No. 01/2008

SPRING 2008

## CONTENTS

**General Manager's Report**  
**Chapter Annual Report**  
**Membership Renewal Procedure**  
**Membership forms - Recruitment/Retention Awards**  
**Chapter Event**  
**New Corporate Sponsors**  
**Chapter Web Sites**

---

Dear AFCEANs,

With one of the driest February's on record in the UK I can only hope that we are not now about to undergo the wettest March since records began! However, there is plenty to look forward to in the AFCEA Europe plans for the coming months such that the weather is the least thing to anticipate.

But first let me share some of the elements of the business meetings that were the product of WEST 2008. A wind of change is blowing and this against a background of steady revenue generation and increased individual membership levels (now up to nearly 32,000) and corporate memberships (up 150 to 1610 – and I know that is thanks to some splendid recruiting within the European region.) The most immediate HQ focus is on the new SOLUTIONS series with the first one on 'Information Sharing' taking place in Washington 12 -13 March. The details are at [www.afceasolutions.org](http://www.afceasolutions.org) which includes information on associated podcasts, webinars and WIKI.

Kent Schneider, as our new President and CEO, has established a set of priorities to move the Association forward. Included is a focus on members outside the Washington Beltway, leveraging Web 2.0 technologies, developing a virtual Professional Development centre (PDC) – with a greater emphasis on e-learning – and more strategic (as opposed to tactical) planning. As ever, young members, recruitment and retention are high on his agenda and I am looking at how we might implement these initiatives in Europe.

Kent has already made his presence felt in Europe with a visit to the UK to meet all the Chapters there, and then coming on to Brussels to meet his European staff. He also paid a visit to The Hague Chapter. He is planning a trip to the Rome Chapter and most of the Chapters in Germany in May and you should expect to see him at TechNet Europe (TNE) in Prague 16 - 17 October. With John Dubia also coming over to Europe in July and attending TNE we are seeing quite a focus on Europe

I am also pleased to note that Fred Rainbow, AFCEA Vice President and Executive Director of the Educational Foundation, is coming over to attend our first ever student conference taking place in Brussels on 10 and 11 April. On that subject I would really welcome attendance from members of our scientific community to come and ask questions of these

young people (and I wouldn't mind some sponsorship too!). A visit to our website at [www.afceaurope](http://www.afceaurope) will show you the very high calibre of presentations being given and it seems only right that these young people, the seed corn of AFCEA in the future, should be encouraged by the presence and interest of the more mature members.

For those with an interest in personal identity management (and the possibility of a long weekend in a Baltic State) let me draw you attention to the event I am running in Riga, Latvia, on Friday 16 May (details on the website). There is a cracking programme and I am hoping to use the event as the first step to establishing a Chapter in Riga. Your presence will be greatly appreciated and enjoyed.

There is, of course, one of our standards coming up on the 4<sup>th</sup> of June at SHAPE. On 'The Dual Use of Technology' the subject offers much to be explored and the speakers are exactly the right people to guide us. And we are following this with a two-day 'How to Do Business with NATO' course in Brussels. I hope to see you there. Indeed I would like to see you in April, May and June for we have four different events in pleasingly different locations offering, as ever, a challenging and thought-provoking set of opportunities.

With the annual ACT Industry Day being held in Brussels on 30 September/1 October, TNE in October and the possibility of a joint venture with another distinguished conference organiser in Brussels in December there is much going on. But, as ever, we are here to help you and so please contact the office if there is something you feel we might be able to do for your Chapter. I look forward to hearing from you.

Yours sincerely,

Robert Howell

Commodore, Royal Navy (rtd.),

General Manager, AFCEA Europe

---

### **CHAPTER ANNUAL REPORT**

You will soon receive an e-mail from Sean McGowan with instructions on how to submit your Chapter's Annual Report for FY 2007 on line via the Portal. For those of you who have difficulties accessing the internet it will also be possible to submit 'old fashioned' reports using the usual forms (same layout as last year). The deadline will be extended this year (probably to 22 March but this will be confirmed). Chapter rebates are dependent upon submission of the Annual Report.

### **MEMBERSHIP RENEWAL PROCEDURE**

As you probably know, AFCEA International sends e-mail reminders to members whose membership has expired.

Some chapters in Europe have for various reasons decided to take on the administration of their memberships and therefore send their own invoices/reminders to members. In some cases it was felt that the e-mail reminders

from HQ led to confusion and that members were then renewing directly on line via the Portal, rather than by payment to the local chapter. Please let this office know if you have a problem with the HQ reminders and would prefer that your chapter members not receive them. However, please bear in mind that this would mean that your chapter would then take on the responsibility of issuing reminders and chasing up expired memberships.

### **RECRUITMENT/RETENTION AWARDS MEMBERSHIP FORMS**

AFCEA International have asked us to remind all chapters that failure to include the 'sponsored by' field on your chapter membership forms will mean that deserving individuals cannot be rewarded with the recruitment and retention awards.

## CHAPTER EVENT

**30 April - 1 May 2008**

**UK Southern Chapter Symposium  
"Urban C4ISTAR"**

**Maritime Warfare School at HMS  
Collingwood, Fareham, UK**

Following in the wake of the NY, London, Bali, and Madrid attacks the focus on the war against terrorism has firmly switched to the civil scene. Information superiority, timely intelligence, co-ordinated operations and effective training are all demanded in the efforts to adequately protect personal freedom, property and liberty. All these are heightened when planning is under way for major events such as Olympics 2012 which are choice targets for the terrorist.

The symposium addresses all these topics with input from senior figures in the government, the military and emergency forces and highlights from industry in terms of the technical solutions to meet the challenges posed by urban terrorist warfare.

It takes place at the Maritime Warfare School at HMS COLLINGWOOD, Fareham, UK. A speaker's dinner in the evening of 30th April heralds the full day symposium on 1st May in the Millenium Hall. Exhibition stands in the main foyer outside the Hall present opportunities for industry to display their wares. The contact for further details early in the New Year is Mark Ellis, the Chapter Secretary on [Mark.Ellis@trilogycomms.com](mailto:Mark.Ellis@trilogycomms.com)

## NEW CORPORATE SPONSORS

**Agilent Technologies Italia SpA**

Via P. Gobetti, 2c

20063 Cernusco S/N (MI)

Italy

POC: Mr. Luciano Rampini

Tel/fax: 39 06 72495352

E-mail: [luciano\\_rampini@agilent.com](mailto:luciano_rampini@agilent.com)

**Bako Systemintegration GmbH & Co. KG**

Am Gielbrunnen 33

D-67304 Eisenberg

Germany

POC: Mr. Marcus Buesgen

Tel: 49 8341 9081420

E-mail: [m.buesgen@bako.de](mailto:m.buesgen@bako.de)

**Channel Management**

Via Coroglio, 57

80124 Naples

Italy

POC: Ms. Clelia Lettieri

Tel/Fax: 39 081 19577971/ 0270057958

E-mail: [clelia.lettieri@channelmanagement.it](mailto:clelia.lettieri@channelmanagement.it)

**CNIT - Consorzio Nazionale**

**Interuniversitario per le Telecomunicazioni**

Via G.P. Usberti 181/A

43100 Parma

Italy

POC: Mr. Enrico Del Re

Tel/Fax: 39 055 4796485/055 472858

E-mail: [delre@lenst.det.unifi.it](mailto:delre@lenst.det.unifi.it)

**Enel.si Srl**

Via della Bufalotta 255

00139 Rome

Italy

POC: Ms. Paola Cuomo

Tel/Fax: 39 06 83052655/06 83059547

E-mail: [paola.cuomo@enel.it](mailto:paola.cuomo@enel.it)

**FINMECCANICA S.P.A.**

Piazza Monte Grappa 4

00166 Roma

Italy

POC: Ing. Attilio di Giovanni

Tel/Fax: 39 06 32473472/06 32473610

E-mail: [attilio.digiovanni@finmeccanica.com](mailto:attilio.digiovanni@finmeccanica.com)

**IC Technologie e Sistemi S.R.L.**

Via Melisurgo, 15

80124 Naples

Italy

POC: Mr. Massimo Decker

Tel/Fax: 39 08119578883/08119308444

E-mail: [massimodecker@gmail.com](mailto:massimodecker@gmail.com)

**Intergraph (Deutschland) GmbH**

Koernerstrasse 28  
 D-53175 Bonn  
 Germany  
 POC: Mr. Sven Bues  
 Tel. 49 22839150  
 E-mail: [sven.bues@intergraph.com](mailto:sven.bues@intergraph.com)

**ISPAS AS**

1501 Moss  
 Norway  
 POC: Mr. Richard Norland  
 Tel: 47 92252612  
 E-mail: [Richard.norland@ispas.no](mailto:Richard.norland@ispas.no)

**McAfee**

Via Gaudenzio Fantoli, 7  
 CAP20138 Milano  
 Italy  
 POC: Ms. Ombretta Comi  
 Tel/fax: 39 02 55 4171/02 55 7900  
 E-mail: [ombretta\\_comi@mcafee.com](mailto:ombretta_comi@mcafee.com)

**National Instruments Italy S.R.L.**

Via A. Kuliscioff 22  
 20152 Milano (MI)  
 Italy  
 POC: Mr. Raffaele Fiengo  
 Tel/fax: 39 06 520871/06 52087409  
 E-mail: [raffaele.fiengo@ni.com](mailto:raffaele.fiengo@ni.com)

**Network Appliance SRL**

Via Battistotti Sassi, 11  
 20133 Milano  
 Italy  
 POC: Mr. Massimo Giovannetti  
 Tel/fax: 39 0632803706/0632803600  
 E-mail: [massimo.giovannetti@netapp.com](mailto:massimo.giovannetti@netapp.com)

**NEXSOFT S.P.A.**

Corso G. Garibaldi, 215  
 84125 Salerno  
 Italy  
 POC: Mr. Pietro Benincasa  
 Tel. 39 06 64850427  
 E-mail: [p.benincasa@nexsoft.it](mailto:p.benincasa@nexsoft.it)

**PRIDE S.p.A.**

Via A. Cechov 48  
 20151 Milan  
 Italy  
 POC: Ing. Paolo Piccirillo  
 Tel/fax: 39 06 59012265/06 59012251  
 E-mail: p. [piccirillo@pride.it](mailto:piccirillo@pride.it)

**S.L.S. - Support Logistic Services srl**

Via Montenero 57/59  
 00012 Guidonia Montecelio (Rome)  
 Italy  
 POC: Mr. Giovanni Della Valle  
 Tel/fax: 39 0774363634/0774572838  
 E-mail: [info@slsitalia.it](mailto:info@slsitalia.it)

**Radiotechnika - Marketing SP.Z O.O.**

55-080 Katy Wroclawskie  
 Poland  
 POC: Mr. Jacek Bawaj  
 Tel/fax: 48 713270702/713270800  
 E-mail: [jbawaj@radiotechmkt.com.pl](mailto:jbawaj@radiotechmkt.com.pl)

**Sophos Italia S.R.L.**

Via Tonale 26  
 20125 Milano  
 Italy  
 POC: Mr. Antonio Marotta  
 Tel/fax: 39 06 50524466/06 50990224  
 E-mail: [antonio.marotta@sophos.it](mailto:antonio.marotta@sophos.it)

For information on AFCEA's European membership, events, chapters, etc., consult the AFCEA Web site: <http://www.afcea.org> then click on to the AFCEA Europe button.

**Web Sites**

CHAPTER	WEB ADDRESS
Belgium	<a href="http://www.afcea.be">www.afcea.be</a>
Bonn	<a href="http://www.afcea.de">www.afcea.de</a>
Bucuresti	<a href="http://www.afcea.ro">www.afcea.ro</a>

Czech	<a href="http://www.afcea.cz">www.afcea.cz</a>
<b>Hellenic (NEW)</b>	<a href="http://www.afcea.gr">www.afcea.gr</a>
Helsinki	<a href="http://www.afcea.fi">www.afcea.fi</a>
Kaiserslautern	<a href="http://kaiserslautern.afceachapter.org">http://kaiserslautern.afceachapter.org</a>
Mannheim	<a href="http://www.afceamann176.com">www.afceamann176.com</a>
Munich	<a href="http://www.afcea-muenchen.de">www.afcea-muenchen.de</a>
Oslo	<a href="http://www.afcea.no">www.afcea.no</a>
Paris	<a href="http://www.afceaparis.org">www.afceaparis.org</a>
Polish	<a href="http://www.afcea.pl">www.afcea.pl</a>
Portugal	<a href="http://www.afceaportugal.pt">www.afceaportugal.pt</a>
Rome	<a href="http://www.afcearoma.it">www.afcearoma.it</a>
Slovak	<a href="http://www.afcea.sk">www.afcea.sk</a>
Sofia	<a href="http://www.afcea-bg.org">www.afcea-bg.org</a>
Stockholm	<a href="http://www.afcea.org.se">www.afcea.org.se</a>
Stuttgart	<a href="http://www.afcea-stuttgart.org">www.afcea-stuttgart.org</a>
The Hague	<a href="http://www.afcea.nl">www.afcea.nl</a>
Türkiye	<a href="http://www.afcea.org.tr">www.afcea.org.tr</a>
UK Chapters	<a href="http://www.afcea.org.uk">www.afcea.org.uk</a>
Varna	<a href="http://www.afcea.bg">www.afcea.bg</a>