



HyperMedia Corporation

TO: To All Members & Guests
FROM: Rhonda Hartmann
RE: Breakfast Summary #19

TODAY'S DATE: April 28, 1994
BRFST DATE: April 21, 1994
LOC: Carriage Room

ATTENDEES: John Cumming, Ken Russell, John Busch, Carol Lucas, Steve Starr, Subi Malkani, Ebb Pye, Richard Corning, Tim Hartnett, Craig Cobb, Louise Durham, Laramie Winczewski, Gary Crouse, Magge Abraham, Steve McGoffin, Sue Jackson, Bob Gebert, Hal Kendall, Paul Powers, David Schieck, Dan Shaughnessy, Chris Monauni, Leon Wells, LaRay Geist, David Carmichael, Hal Adams, Farukh Ahmad, Laura Kay Ethetton, Warren Franz, Fritz Kronberger, Rod Grisham, Stan Musielewicz, John Chatterley, Ron Obenhaus, John Anderson, Jim Brenneke, Sam LeRoy, Chuck Lucas, Jim McCreary, Ron Szabo, Sarah Stanley, Roice Nelson, Steve Burt and Rhonda Hartmann.(T=44)

Members and guests started gathering at 7:15 AM and after completion of a continental breakfast, self-introductions were made.

Roice stated a lot of interest has been shown in the Best Practice Consortium, and the goal is to have the five founding members established by 01June. The cost is outlined on the Best Practice Brochure which is available today or from Rhonda at the HMC office.

Roice then briefly reviewed the levels of the HyperEdge Expert Network. The first level of "visitors " are guests who have been invited to attend weekly meetings by a network member. The second level is a "registered" consultant who signs an agreement form, submits a resume, provides three references, and verifies a one page HyperMedia summarized resume. The third level is a "certified" consultant which requires 5 additional steps and is the level at which the first people will be chosen for consulting work. The Board of Directors of HyperMedia consists of Roice Nelson, founder of HMC and co-founder of LandMark Graphics, John Mouton, Chief Technology Advisor and co-founder of LandMark Graphics and Alex Massad, Past President of Mobil Oil. At present there are two HyperMedia employees and one VAR(Value Added Reseller). A one page summary sheet of the network is available weekly at the registration/check-in table.

"How Best Practices Can Make You Money Now & Later" was the presentation given by Roice Nelson. (Due to some technical difficulties, the interactive version was shown at the close of the breakfast.) Best Practices seem to be fairly intuitively, and by following these four steps you'll be sure to make money.

1. Learn what Best Practices are and their implications.
2. Capture your experience as a Best Practice.
3. Get a client or contact to be a Founding member of the HyperEdge Best Practice Consortium.
4. Use Best Practices to get consulting working for yourself and other members of the network.

Best Practices provide a highway to wisdom. It is the capturing, using and continually expanding best Practice analyses, applications, and understandings which enables world class, superior performance. Documentation is key and Best Practices must be documented and distributed before they can be referred to and applied. This enables and encourages continuous improvement. Documenting with a HyperJournal, means creating a hyperlinked collection of multimedia data, information, knowledge, and wisdom. This storage/retrieval mechanism also captures methodologies or work processes; i.e. analysis or process, application or usage, and understanding or insight.

HyperMedia will be paying \$750.00 each to selected members of the network for 10 Best Practice HyperJournal:

The HyperEdge Expert Network has targeted Denver as the first expansion city of the network. This will be done at the end of May, right before for the June AAPG convention.

Please feel free to call Roice at 293-0325 with your comments, your Best Practice ideas, and any clients you feel would be interested in the Consortium.

"The surest way not to fail is determine to succeed!"....Sheridan