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October 2014 Newsletter

New on Our Blog:

iBE.net Osprey Release is coming out this month!

Many of our clients will by now be aware that **iBE.net** is undergoing a major overhaul, a combination of an engine and transmission change and a new paint job to use a car analogy.

[Read more](#)

News Links:

[More than two-thirds of professional recruitment firms saw an increase in revenues last year](#)

[And more growth is expected in the future as companies keep a tight lid on full-time headcount](#)

[IBM and Apple partner to improve enterprise mobility](#)

[SAP CTO Vishal Sikka defects to Infosys, takes his team along](#)

Tech Trivia:

- Which famous founder is red-green color blind, influencing his company's color scheme?
- Which company pioneered the idea of delivering enterprise software over the Internet?
- Who currently has the most followers on Twitter?
- Which famous tech founder was the photographer at Larry Ellison's wedding?
- What is the Hawaiian term for "quick"?

[Click for answers](#)

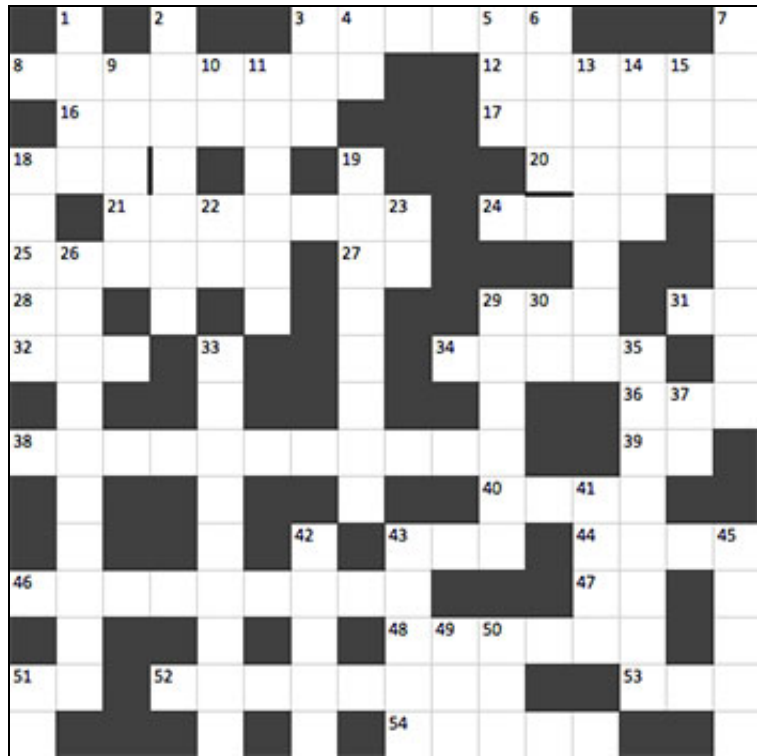


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Test your Consulting Skills by Doing our Crossword Challenge

Find the answers to the words below to complete our crossword, testing your knowledge of consulting industry terms, jokes and processes at the same time. [Click here](#) to print out our cross-word. [Click here](#) for an easier version, or [click here](#) to fill it out on-line.



Crossword Clues

Across

- Landmass surrounded by South China Sea
- Charm
- Celebrity Scottish restaurant turn-around consultant does not mince words
- Political or military hero - is a Nobel peace prize or a London statue better?
- Neptune's largest moon
- Enterprise infrastructure software

Down

- Rooftop device showing wind direction
- Cynical co-worker invented by Scott Adams
- Light brown trig function
- Indefinite article
- Not a science
- Undercover Govt. agent (4 letters)

Want to learn more about iBE.net?

Contact us with your question or to arrange a discussion on your business strategy and requirements

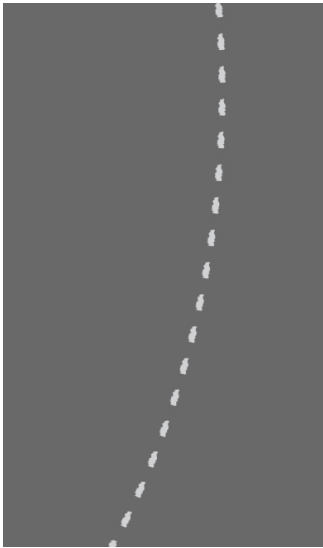


company acquired by Oracle in 2008

- | | |
|---|---|
| 20 Fluffy way to consume software | 7 Loosely knit business group |
| 21 Fixed daily living and sustenance allowance (two words) | 9 Sprang impulsively |
| 24 Rung on path to success | 10 Nazi special forces |
| 25 South American river rat with prized fur | 11 Shortest lived name for a consulting spin off from PWC, bought by IBM next day |
| 27 Customer response to change order requests | 13 US Govt. pays 56c to people doing this |
| 28 Ideal direction for profits | 14 When you're in a hole... |
| 29 Napoleon / Snowball in Animal Farm | 15 US bird-watchers' organization (abbr.) |
| 31 US state or county public lawyer (abbr.) | 18 Financial reward |
| 32 How many Sigmas? | 19 Reason to hire consultants in the first place |
| 34 You can't see the wood for these | 22 Smallest state (abbr.) |
| 36 You get this when you lose your job | 23 Latin for way of doing things (abbr.) |
| 38 Measure of billable hours over total working time | 26 Downsizing consultant movie starring Clooney (4 words) |
| 39 Transport you can sleep in (abbr.) | 29 Projects in controlled environments |
| 40 Cake, grass or apple moving sideways | 30 Microsoft browser (abbr.) |
| 43 The best time and billing software for consulting firms | 33 Someone who brings in tons of business |
| 44 Programming for coffee lovers | 35 Half of the Corporate and Auditing Accountability and Responsibility Act |
| 46 Indian IT capital | 37 Fifteen |
| 47 ISO country code for Estonia | 41 A kind of engine, between rocket and internal combustion (two words) |
| 48 How offshore services are delivered | 42 Internet apps should be social, mobile and... |
| 51 0101 + 0011 = 0111. What logical operation is this? | 43 Ancient name for Ireland |
| 52 Type of contract with up-front or monthly payment for services defined later | 45 Development methodology, which eschews documentation |
| 53 The "S" of RSVP | 49 Moray, Conger or even electric varieties |
| 54 Top-notch or A-list players | 50 3D medical exam (abbr.) |
| | 51 Where to find the Wizard |

The Osprey is Landing – How to Deliver a New Software Release

Many of our clients will by now be aware that **iBE.net** is undergoing a major overhaul, a combination of an engine and transmission change and a new paint job to use a car analogy. What we are really doing is



improving performance and making the web-application more responsive, nicer looking, more intuitive and just easier to use.

[Read More](#)

October Comic

FINDING ELIM

By Dave Nelson



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11/27/2014

Test your consulting industry knowledge with our crossword

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[Read](#) the VerticalResponse marketing policy.

