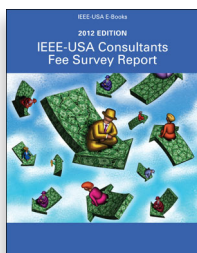


AICN Newsletter

The Quarterly Publication of the Alliance of IEEE Consultants Networks

2012 IEEE-USA Consultants Fee Survey Report: Released!

In the spring of 2012, IEEE-USA conducted its annual survey focusing on the compensation of independent engineering consultants. Results from that survey are now published in the highly anticipated annual E-Book: *IEEE-USA Consultants Fee Survey Report*. The findings in this 2012 edition show median hourly rate charged by consultants have increased from 2011. The report also provides insight into what business sectors are hiring consultants. To get the full story, purchase this exciting publication today at the [IEEE-USA website](http://www.ieee-usa.org). The report represents only those who were identified as self-employed consultants; defined as the 1,275 individuals who indicated that 50% or more of their consulting hours came from working independently, with partners, or incorporated (from herein referred to as consultants).



IEEE Career Alert: Build Your Personal Brand on LinkedIn

The 5 September issue of the IEEE Job Site Career Alert newsletter contains an interesting piece about personal branding using [LinkedIn](http://www.linkedin.com). Click [here](#) to learn about crafting your personal headline, making sure that statement is consistent with what follows, associating with other trusted brands, and demonstrating your value (which will also improve your visibility) by providing helpful answers to other users' questions.



Contract Engineering Jobs

"Career contractors." That's what Joseph Salvucci, owner and CEO of Peak Technical Staffing USA, calls many of the engineers who find work through his firm. These highly trained professionals aren't looking for full-time jobs that will last them 20 or 30 years. Instead, they're looking for contract work: short-term jobs — anywhere from a few months to a couple of years — that pay well, offer certain degrees of flexibility and give them a chance to practice their craft at a

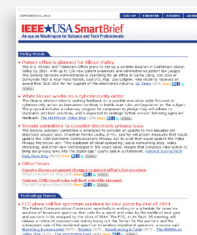
very high technical level.

"These career contractors move from one very interesting and amazing job to another interesting and amazing job," Salvucci says. "It's always a situation where things need to get done and they need to get done now." In the process, contract engineers can often be earning a premium of 10 to 15 percent above the market rate for permanent employees...

Read the full article in the September 2012 *Today's Engineer*: <http://www.todaysengineer.org/2012/Sep/career-focus.asp>

IEEE-USA Partners with Smart Brief for Weekly Newsletter

IEEE-USA has formed a new partnership with Smart Brief. This company specializes in hand-picking the most relevant and important news items of interest to IEEE's U.S. members, and summarizing them with links to the original sources.



[IEEE-USA SmartBrief](#) is replacing IEEE-USA's [Eye on Washington](#) publication, which focused on political activities affecting engineers. Since SmartBrief has such a vast network of publications partners, the AICN has requested that Smart Brief include news on consulting from time to time. The 23 August issue included the following brief:

[Some tech leaders set to increase contracting for needed skills](#)

Companies are expected to tap more contractors and consultants in the next year and a half to help with cloud, Big Data and mobile efforts, because of the shortage of sufficiently skilled workers, but that doesn't necessarily mean more will be sending IT jobs overseas, as the cloud becomes an increasingly important labor source, according to a *Bluwolf* report. About one in three companies polled said they plan to increase outsourcing during the coming 18 months, with application development the top in-demand skill. [InfoWorld/InfoWorld Tech Watch blog](#) (8/21), [ZDNet](#) (8/22)

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