Industry Relation Report

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•A large percentage of AESS Members are from Industry.

•The Defense and Aerospace Sector which is our major customers employ thousands of people: Raytheon (72,000), Boeing (165,000), Lockheed (140,000).

•The Industry growth is mainly associated to areas outside of traditional geographical areas such as US and Europe to emerging countries such as China, India, and Brazil.

•The industry is mature with modest growth in North America and Europe.

•The industry is highly regulated (ITAR).



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 Competitors: Head Hunters (expensive) University Career Office (inexpensive) Company's career site (free)

Job search sites such as Simplyhired



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>AESS:

Referral program through AESS network



> Customer: Do professional development and training for its employees



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Online training courses (build a course and train thousands, no class is needed, cheap and wide reach, but lacks human training feature for sophisticated courses: Q&A)



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>AESS:

Increase courses and Distinguished Lecture and Tutorials attractive to the Industry.



> Customer: Find solutions for its technical challenges, Understand the technology trend early so it can position itself well in advance



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Online technical and technology journals such as IEEE xplore (easily accessible, inexpensive), require lots of data mining, no easy and direct solution for a specific problem



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>AESS:

Enrich and expand number of technical panels and forums on hot topics



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≻AESS:

Expand exhibition of AESS Conferences, enrich and enhance AESS Magazine and accept advertisement from the Industry



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>AESS:

Implement AESS Strategic Plan Focus on AESS core capabilities Collaboration with other IEEE societies that share technical areas with AESS



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>AESS:

Still recommendation from trusted and recognized person goes a long way. Attract Industry leaders and hiring managers to join AESS or sign MOU. Referral program through AESS network



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≻AESS:

Enrich AESS publications and technical panels

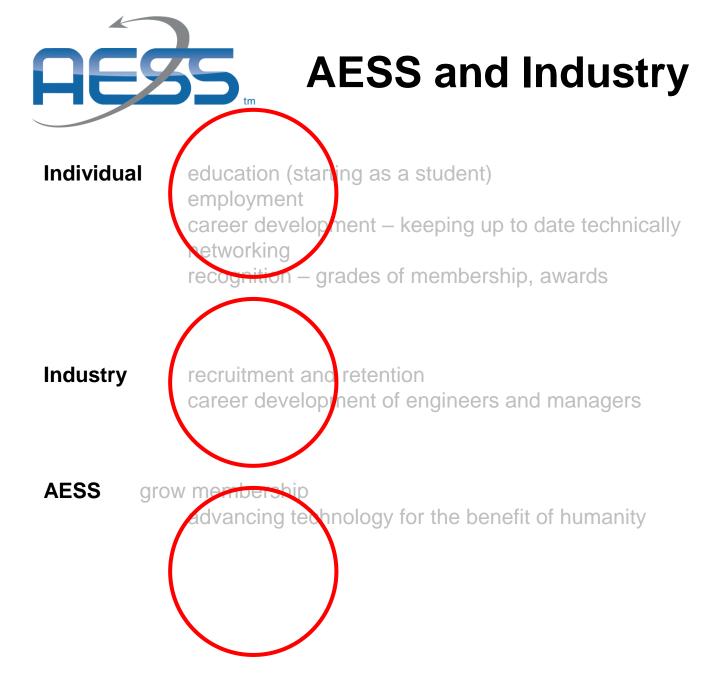


AESS and Industry

Individual education (starting as a student) employment career development – keeping up to date technically networking recognition – grades of membership, awards publications conferences tutorials :

Industry recruitment and retention career development of engineers and managers

AESS grow membership 'advancing technology for the benefit of humanity'





'A global professional home for engineers working in the aerospace and electronic systems domain'



Goals

Strategic partnership with two large companies.
Offering includes:

Group membership deal
 Specific training/education packages
 AES/Industry award

Introduce a specific Industry feature in the AES Magazine



Building Industry Relation Website:

AESS MOU for Industry
Partner•Boeing (existing)
•Raytheon Canada (pending)
•Defense Research And
Development Canada
(negotiation)
•More



Building Industry Relation Website:

Training

Industry Courses:
Capability Maturity Model
Integration (CMMI)
Project Management
Systems Engineering
Obsolescence
Lean/Six Sigma
Aerospace Manufacturing
Sustaining Engineering
More

- •AESS Certificate
- •Offer training course package
- •Webinar
- •Online courses



Building Industry Relation Website:



•System Magazine Journal -Interview -Product Ad -Subject Ad

•AESS Conferences

•AESS Website

Awards

Pioneer Award
Frank McGinnis Professional Achievements Award
Dennis J. Picard Medal
Award for industry?