

The logo features the word "AES" in blue with a grey swoosh above it, followed by "VISION" in black. Below this, the year "2020" is written in large, bold, black numerals.

**AES VISION
2020**

VP Finance: Jose Bolaños

**Committee Members: Bob Rassa, Darin Dunham, Michael
Cardinale, Peter Willett**

February 9, 2019

Miami Marriot Biscayne Hotel, Miami, FL

Strategic Analysis

- **What is our Current status**
- Weakness – Missing surplus money from over length non-paying TAES authors.
- Weakness – New ASSP algorithm will affect AESS. Expected loss of about \$10K per year for 5 years. Bob will expand on this.
- Weakness – Expect lower surplus for some conferences this year.

VP Finance Goals

- Understand publication moves (Magazine and Xplore -- Open Source) and their impact on future financial flows. OS will have financial impact, 50% loss by 2023. Bob Rassa may expand on these issues.
- Work with Conferences to increase the surplus returned to AESS, as required. Potential for conference revenue loss in 2019. Radar and Aerospace Conference may show a loss. Systems Security Symposium may gain 25%. Bob Rassa to expand on this.
- Put check and balances in the process to improve AESS initiative planning, and protect our surplus. Under control by Rassa.
- Seek additional sources of revenue including corporate partnerships. Finance Committee.

VP Finance 2019 Objectives

AESS VISION
2020

- 1 - Implement a Seamless Process for Overlength Page Charge Collection.
- 2 - Reduce Bad Debt By 50%.
- 3 - Identify at least two ideas that can increase AESS surplus.

VP Finance Objective #1

- S** Stablish a process, with IEEE help, for page charge collection to aid the continuation of the AESS healthy financial status.
- M** Provide page charge collection broken down by issue number.
- A** Assigned to VP Finance/AES Transactions Business Editor.
- R** Identify key player at IEEE who can Assist with this goal. AESS Surplus can be increase with the right player identified.
- T** Will report on TAES issues billed at Spring and fall BOG meetings.

VP Finance Objective #2

- S** Reduce overlength page charges bad debt by 50%.
- M** Total per issue collected and unpaid will be documented. Authors with unpaid invoices will be contacted for payment. One month later the amount of bad debt will be issue number will be updated and compared to the TAB financial page bad debt section.
- A** Assigned to VP Finance, VP Publications and Publications Committee.
- R** Goal 2 – Delinquent authors will be contacted for payment as soon as issue is reported to TAES Business Editor. This should increase AESS surplus.
- T** Will report interim report at Spring and fall BOG meeting.

VP Finance Objective #3

- S** Identify two new ideas that may increase AESS surplus.
- M** Record and report these surplus increasing ideas at next meeting.
- A** Assigned to finance committee.
- R** If these ideas are acceptable, they may be implemented and generate desired surplus to AESS.
- T** Final report at fall BOG meeting or December 2019.

VP Finance Objectives #1, #2 And #3

1 - Implement a Seamless Process for Overlength Page Charge Collection

It will be measured by having action plan in place. As of January 2019, I have identified Louis Vacca as the IEEE contact who can provide per issue TAES data.

Completion will happen when Business Editor receives ALL issues with amount billed to these authors.

2 – Reduce Bad Debt By 50%.

Once bad debt identified by IEEE, the Business Editor, with the Associate Editor, when needed, will attempt to collect. Performance metric will be implemented by tracking non-paying authors on a per issue basis. Finally identified Janie MacGregor as the IEEE contact who can provide this data when requested.

3 – Identify Two Surplus Generating Ideas.

Objective will be completed when at least two surplus generating ideas are accepted and implemented.