

# VP Conferences Report

**AESS BoG Meeting  
Rome Italy  
September 2015**

**Mark E Davis  
medavis@ieee.org**

# Agenda

- **History Of Financial And Technical Conference Engagement**
  - Recent IEEE Policy Change on TCS Publications (revisit)
- **Financial Sponsorship Operations**
  - Financial update 2015 and 2016
  - Threat To Our Financial Picture
- **2016 Technical Co-sponsorship Picture**
  - Early Indications of Response To new IEEE Policy
  - Strategy Alternatives
- **Summary And Recommended Actions**

# AESS Financial And Technical Sponsorship History

- Revenues From Financial Sponsorship Has Been Steady
  - Recovering From Recent Impacts On Attendance
- 2016 Change In Publishing Charges For Technical Co-sponsorship (TCS)
- Difficulty With ION & AIAA Financial Arrangements
  - AES Has Not Lived Up To Support
  - IEEE Demands Yearly MOUs



**AES Board of Governors Need To Engage With These Conferences Or Plan For No Revenue Beyond 2016**

# AESS 2015-16 Financial Conferences

		2015			2015 Conference Budget		
03/07/2015	33705	2015 IEEE Aerospace Conference	15AAC	100.0%	563,602	449,840	113,762
04/19/2015	32838	2015 Integrated Communication, Navigation, and Surveillance Conference (ICNS)	15CNS	50.0%	154,555	128,640	25,915
05/10/2015	18698	2015 IEEE Intl Radar Conference (RadarCon)	15RAD	<b>90%</b>	<b>617,088</b>	<b>455,461</b>	<b>162,317</b>
6/2/15	35018	2015 MetroAeroSpace		100.0%	<b>58,325</b>	<b>46,050</b>	<b>12,275</b>
6/15/15	35955	2015 National Aerospace Conference (NAECON)	15 NAE	50.0%	35,250	26,821	8,429
9/13/15	34242	2015 Digital Avionics Systems Conference	15 DAS	50.0%	276,609	276,600	9
<b>10/25/15</b>	<b>32801</b>	<b>2015 Radar Conference (South Africa)</b>		<b>50.0%</b>	<b>166,339</b>	<b>139,793</b>	<b>26,546</b>
11/2/15	34604	2105 Autotestcon	15AUT	50.0%	448,975	342,890	106,085

		2016			2016 Conference Budget		
03/05/2016	35916	2016 IEEE Aerospace Conference	16AAC	100.0%	585,402	467,840	117,562
4/11/16	35125	2016 PLANS	16PLN	50.0%	383,430	295,931	87,499
05/10/2015	20431	2016 IEEE Radar Conference (RadarConf16)	16RAD	50.0%	436,395	332,356	104,039
6/15/15	35955	2016 National Aerospace Conference (NAECON)	16 NAE	50.0%	41375	26858	14,517
<b>6/22/16</b>	<b>37580</b>	<b>2016 MetroAeroSpace</b>		<b>100%</b>	<b>52,630</b>	<b>40,160</b>	<b>12,470</b>
9/25/16	35002	2016 Digital Avionics Systems Conference	16 DAS	<b>50.0%</b>	<b>276,609</b>	<b>276,600</b>	<b>9</b>
11/2/15	34604	2106 Autotestcon	16AUT	50.0%	448,975	342,890	106,085
10/4/16	36556	2016 International Carnahan Conference	16ICS	<b>100.0%</b>	<b>88,490</b>	<b>71,086</b>	<b>17,404</b>

**Note: Changes to 2015 Budget ! Possible error in 2016 DASC?**

# Major Threats To AES Conference Revenue

- **AIAA/DATC and ION Have Continued To Complain About Lack Of AES Participation In Financially Sponsored Conferences**
- **Iram Weinstein and Bob Rassa Tried To Negotiate with DATC**
  - **DATC Still Demands Part Of Xplore Revenue Flow**
  - **Unilateral Signing Of 2016 ICNS and 2017 DASC Contracts**
  - **2016 DASC Has Significantly More Participation By AES**
- **ION Has Not Seen “any” AES Participation Since 2010**
  - **We Need to Step Up or Move to TCS status**
  - **Lisa Beaty Came To POCO to understand IEEE Policies, and is convinced “she does not need the headaches”**
- **New IEEE MOU Process Greatly Complicates The Negotiation**
  - **Boilerplate and Non-binding Caveates**

**AES Board of Governors Needs To Decide If We Are Going To Engage Long Term, or Change The Way We Collaborate**

# PLANS/ISISS Merger Status (May BoG)

updated with ION Inputs

- The Chair of the PLANS executive committee, Phil Dugandzic, reached out to a couple of his colleagues ...serving on the ISISS organizing committee.
- Apparently the ISISS conference grew out of meetings that were sponsored by Andrei Shkel (UC Irvine) when he was managing an advanced inertial sensors program at DARPA.
- The participants wanted an annual public conference where folks (especially the academics) could publish their research.
  - The first conference (held this past February)
  - It was so successful that they are greatly expanding the conference for the second offering this coming March.
- One of the merger concerns that has been raised already has to do with the fact that ISISS is planning to hold its conference annually, whereas PLANS is biennial.
  - **ION Says ISISS is a threat to their business plan (another IEEE interface!)**
- A telecom was held on 2 April -- If we wanted to allow for some collaboration, we could:
  - We begin the process of cross-fertilization. Highly publicize each conference at the other.
  - We could move PLANS to an annual conference, to co-host them in the same venue, showing the separate topics. **(See other ION issues)**

# Technically Co-sponsored Conferences

- **Beginning In 2016, IEEE Rules Have Changed**
  - **If 0% IEEE Financial Interest, IEEE Technical Cosponsors Will Be Charged \$1000 +\$15/Paper Sent To Xplore**
    - **If The Sponsoring IEEE OU Desires, It Can Ask MCE To Bill The Conference For Some Or All Of This Cost**
      - **Choice Can Differ Between Conferences**
    - **All Revenue Collected By MCE From External Conferences Will Be Given To The Sponsoring IEEE OU**
    - **If Multiple IEEE Entities Are TCS The Fee And Revenues Would Be Split**
  - **If An IEEE Entity Is A Financial Sponsor, The TCS Fee Will Not Be Charged**
- **AES Bog Needs A Strategy On How To Implement These New Policies – Recommendation Provided Below**

# 2016 Technically Co-sponsored Conferences

Title	AES POC Conf ID	City	Country	Date
2016 23 <sup>rd</sup> St Petersburg Intl Conference on Integrated Navigation Systems (ICNS)	G Schmidt 35045	St Petersburg	Russia	May 30
2016 European Navigation Conference	tbd 35941	Helsinki	Finland	May 30
2106 ESA EMC Workshop	M Ruggieri / EMCS	Valencia	Italy	May 23
2016 ESA TT&C Workshop	M Ruggieri 37766	Noordwijk	Netherlands	Sept 12
2016 European Radar Conference	M Greco			Tbd
2016 FUSION Conference	D Blair 36404	Heidelberg	Germany	July 5
2016 MIKON (Wireless Communications)	?			Tbd
2016 International Radar Symposium (IRS)		Krakow	Poland	May
CIE Radar Conference	M Davis		China	October



# Disposition Of Xplore TCS Paper Charges

- **2016 EuRAD – MOU says TCS Paper Fee Divided Equally Between AES, MTT and APS**
- **2016 ESA EMC – EMCS Agreed To take 3% Finance Sponsor in lieu of TCS Paper Charges**
- **2016 ESA TTC – AES Agreed To Pay Paper Charges**
- **2016 FUSION – ISIF would like AES 3% Finance Sponsor**
- **Need to have policy on St Petersburg ICINS, and European Navigation Conferences**

# Options For Xplore TCS Paper Costs

Option	Positives	Negatives
Have Non-IEEE Entity Fund the Costs	<ul style="list-style-type: none"> <li>• Publications in Xplore Attracts New Attendees</li> <li>• Circumvents IEEE Contract and Finance Rules</li> </ul>	<ul style="list-style-type: none"> <li>• Tough Selling Of New IEEE Policy to historical Partners</li> </ul>
Have AES and other OUs split costs	<ul style="list-style-type: none"> <li>• Removes other Entities from demanding revenue</li> <li>• Helps with strategic new Conferences e.g. ESA</li> </ul>	<ul style="list-style-type: none"> <li>• Funding cost for first few years, until Xplore downloads</li> </ul>
Establish AES as nominal Financial Sponsor	<ul style="list-style-type: none"> <li>• Eliminates the \$1000 + \$15/paper costs</li> <li>• Potential For Increased attendance – If AES steps up</li> </ul>	<ul style="list-style-type: none"> <li>• Some Entities Consider IEEE bureaucracy a Major burden</li> </ul>

**All These Options Requires More Involvement From AES Board Members In Working With “Outside” Conferences**

# Summary And Actions

- **AES BoG Has Changed Significantly**
  - Do we still want to support Digital Avionics (AIAA) and Integrated Navigation (ION)
- **IEEE ICX “automation” has made it increasingly difficult to set up and manage conferences**
  - Lag in MOU process
  - MOU wording is “non-binding”
- **TCS Policy Changes has taken our historic alliances by surprise**
  - This will be a major drain on AES budget if not addressed

- **Action: Establish Small Committee to address strategy on staffing conference committees and TCS policies**

- **OLD Business**

# Impact of New TCS Rules

- **TCS Fees based on current year uploads**
  - Roughly offsets “Indirect Content” Credit of \$18K+
- **Revenues from past years are substantial**
- **New TCS commitments will run at a loss until 3-5 year tail is created**
- **Policy agreement with TCS partners needed**

Conference	# IEE TCS	No. Years	2013 Revenue	Assuming New Rules		Change
				2013 Est. TCS Fee	2013 Revenue Est.	
Fusion	1	6	\$ 29,608	\$ (5,635)	\$ 23,973	-19%
EURAD	3	8	\$ 13,980	\$ (2,498)	\$ 11,481	-18%
Int'l Radar (IRS)	1	3	\$ 9,724	\$ (3,880)	\$ 5,844	-40%
RAST	2	5	\$ 7,617	\$ (1,895)	\$ 5,722	-25%
Waveform	3	3	\$ 7,209	\$ -	\$ 7,209	0%
NAVITEC	1	2	\$ 6,406	\$ (3,970)	\$ 2,436	-62%
Carnahan	1	3	\$ 3,756	\$ -	\$ 3,756	0%
			\$ 78,300	\$ (17,878)	\$ 60,422	-23%

## Recommendations

- **Committee to set AESS Policy**
  - Discuss with our TCS partners
  - Be careful about new TCS
  - Consider taking FCS position
  - Strengthen our program committee participation