

The Aerospace & Defense Forum



Facilitating Business Communication, Collaboration, & Commerce

"What Aerospace Suppliers Need to Know  
about Cloud Computing"

Guest Presenters:

Aaron Johnson

Business Development Manager  
Tribridge

Gary Rubenstein

Managing Partner  
Rubenstein / Justman Management Consultants

Thursday, October 13, 2016

(This is a date change to avoid Yom Kippur holiday)

South Bay Chapter Meeting

7:00am: Networking & Breakfast

7:30am-9:00am: Meeting

[Click here to register.](#)

Please note the date change to October 13 to avoid the Yom Kippur holiday.

Tickets are limited to 25 people on a first-come first-served basis.

**Registration Fees:**

- Free - A&D Forum member
- \$30 - Non-member Early Bird (until October 6)
- \$40 - Non-member (after Oct 6)
- Free - Guest (may guest 2 times)

You will receive multiple invitations, regardless of whether you have already registered. Please do not register more than once!.

See meeting logistics information at the end of this e-mail.

**Invitation to be a Breakfast Sponsor**

If you sell to the aerospace and defense industry, you are invited to be a Breakfast Sponsor. For the cost of one breakfast (a few hundred dollars) your logo will be on the meeting invitations sent to over 100 members and you have the opportunity to present to the attendees at a South Bay Chapter meeting.

Please contact [Ivan Rosenberg](#) to register for a meeting date.

**Breakfast Sponsor**



**Chapter Sponsors**



**"What Aerospace Suppliers Need to Know about Cloud Computing"**

**Guest Presenters:**

**Aaron Johnson**

**Business Development Manager  
Tribridge**

**Gary Rubenstein**

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Most of us have heard of "the cloud," but for many the whole concept is still surrounded by confusion. This session seeks to clarify a range of key ideas and principles around Cloud Computing and help you make sense of it all. This is an issue that aerospace suppliers and organizations will continue to grapple with even more in the coming months and years, so we are offering this presentation to help prepare you better for that journey.

Cloud computing enables a fundamental paradigm shift in how businesses deploy and deliver computing services. In order to appreciate the true value of the cloud, it is important to fully

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## October 13, 2016 Meeting

- Attire is business casual.
- Parking is available in the parking lot in front of the building
- Please check-in on arrival at the conference room and provide your business card.
- Attire is business casual.
- A light continental breakfast and networking will be available starting at 7:00AM.
- Bring a business card - they will be duplicated and everyone be e-mailed a copy of all attendee's cards.
- Please place any marketing literature near the registration desk. Please do not distribute material during the meeting.
- Introductions will be minimal - your name, company, industry, and a 5 word "elevator speech". We encourage you to be creative!

**Feel free to pass this invitation on to others you think would be interested.**

### Event Info

**Wednesday, October 13, 2016**

**7:00am-7:30am: Networking & Breakfast**

**7:30am-9:00am: Meeting  
California Manufacturing  
Technoloav Consultina**

understand some of the myths surrounding its adoption. This session will also clarify the confusion surrounding many of those myths.

Aaron will be discussing these concepts in general terms and not focusing on any one option or offering.

A number of Gary's clients have deployed solutions in the cloud, and he will offer a perspective on how to approach a cloud deployment of a solution if you ever face that kind of initiative within your operation.

## Guest Presenters



**Aaron Johnson** is an ERP software industry veteran, having served in various account management, business development and director roles with several companies for 20 years.

He has been a partner to several of the largest and best known enterprise software developers in the world, including Infor Global Solutions and Microsoft. His responsibilities with Tribridge, Microsoft's largest partner (by number of customers in North

America), include helping companies understand the value cloud computing can bring to their enterprises.



**Gary Rubenstein** is a highly respected professional who was with PriceWaterhouseCoopers in the Management Advisory Services group in Los Angeles for over seven years prior to co-founding Rubenstein / Justman Management Consultants in 1987. Throughout his career, Gary assists clients with their

information system and operations management needs solving for enterprise-wide solutions to support an organization's growth.

**Recently Posted  
Presentation Recordings on the  
A&D Forum Website**

690 Knox St., Suite 200  
Torrance, CA 90502

## Planned South Bay Chapter Meetings

November: Tour of Avcorp  
Composite Fabrication

December: (Dark)

January 2017: Cyber & physical  
security, esp. new DoD regulations

## Other A&D Forum Chapter Meetings

Times shown are local time.

San Diego Chapter: **"Strategy: Is It Time for a Gut-Check?"**, Timothy Gendreau and Susan Wayo, The Gendreau Group, Sept 27, 5:30-7:45pm

Los Angeles Chapter: Presenter on October 21 will be **Tom Fitzgerald**, Director of Engineering, Space and Missile Systems Center, Los Angeles Air Force Base (webstreamed).

Orange County Chapter: **"What the A&D Industry is learning from Automotive"**, Ryan Blanchet, Director of Supply Chain for Defense Electronics, Cobham plc., October 6

Arizona Chapter: On October 13 presenter will be **Jonathan (Woody) Woodruff**, President and CEO at ORSA Technologies

Dallas-Ft. Worth Chapter:  
**"Knowledge-based Automation for the Next Industrial Revolution"**, (presentation and tour), Aditya N. Das, Ph.D., Lead, Autonomous and Intelligent Systems Division, UTARI, October 13

**"A Perspective on Working with SPAWAR"**, Ms. Nancy J. Gunderson, Director of Contracts, Space and Naval Warfare Systems Command, San Diego Chapter, July 26

**"Additive Manufacturing (3D Printing) Has Arrived!"**, Scot Thompson (West Area Account Manager, EOS of North America), Ivan Madera (Founder and CEO, Morf3D), Al Devile (Moderator) (CEO, SoCal Aerospace Group, Orange County Chapter, August 4

**"Farnborough 2016 International Airshow - Impressions & Opinions on the Show"**, David Conrad, Vice President, Sales; Marketing and Customer Support, Zodiac Aerospace Water & Waste, South Bay Chapter, August 10

**"Enabling a New Way of Doing Space"**, Dr. Jenny Gautier, Director of Commercial Programs, The Aerospace Corporation, Los Angeles Chapter, August 19

**Airshows: How to successfully navigate the "Flying Circus"**, Michael Shields, Vice President, Safran North America Purchasing, Dallas - Ft. Worth Chapter, September 8, 2016

## South Bay Chapter Steering Committee

- **George Uhl (Chapter Chair)**, First Vice President, Senior Relationship Manager, Community Bank
- **David Patterson (Chapter Vice-Chair)**, CEO, Aerospace Manufacturing & Engineering
- **Marwan Hammouri**, President & CEO, Brek Manufacturing
- **David Conrad**, VP Sales; Marketing and Customer Support, Zodiac Aerospace
- **Marty Jones**, General Manager, Defense, Avcorp Composite Fabrication
- **Ward Olson**, President, Dasco Engineering Corporation
- **John Anderson**, Director, California Manufacturing Technology Consulting
- **Ivan Rosenberg**, Executive Director & Co-Founder, The A&D Forum

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- **Ivan Rosenberg**, President & CEO, Frontier Associates, Inc.

**A&D Forum Executive Director**

**Ivan Rosenberg**  
818-505-9915

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**The Aerospace & Defense Forum Website**

[AerospaceDefenseForum.org](http://AerospaceDefenseForum.org)