Computer Consulting

Dr Heinz (Μπάμπης) Kabutz

Javaspecialists.eu
java training

Our Jobs As Software Developers

- **We write software that makes people unemployed**

- **We produce systems that spy on citizens**

- **We design fast trading systems to help hedge funds**

- **We build social networking sites that destroy families**

Is there a worse job in the world?

Drug dealers only destroy a few lives

We have the potential to destroy millions

Or destroy entire countries!

Do Good

- **We can also do good to millions of people**

- **Software is the only thing that can fix Greece**
  - **Order your new electricity connection online**
  - **Publish all tax returns online for everyone to see**

- **For Greece to succeed, we *need* good software**
  - **Greeks, please don't let these contracts go to Germany or India!**

Consulting, Contracting, Employee

- **An employee works for a single company**

  - **Paid his regular salary of €1000 a month**

  - **Gets his annual leave, IKA contributions, sick leave**

Consulting, Contracting, Employee

- **A contractor works for lots of companies**

    - **But usually only for one at a time**

    - **Contracts can take from 2 months to 2 years**

    - **Gets paid a bit more, but gets no leave pay**

    - **Can easily work for companies outside of Greece**

Consulting, Contracting, Employee

- **A consultant works only 10 weeks a year**
  - **The rest of his time is spent marketing, learning new things, research**
  - **Each day he consults, he needs to earn at least €500**

Consultants Have To Be Expensive

- **Gerard Weinberg in Secrets of Consulting**

> **The more they pay you, the more they love you**

Heinz's Mistake

● **Gave *contracting rate* of €35 an hour to new customer**

– **Customer wanted to pay *employee rate* of €10 an hour**

– **Should have asked for consulting rate of €150 an hour**

– **Solved their problem on the phone**

• **But they did not listen because I was too cheap**

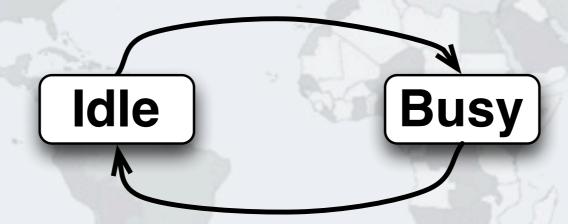## The more they pay you, the more they love you

Kirk's Coup

- **A friend gave is standard *consulting rate* to another customer, thousands of Euros for a week of work**
  - **Customer listened to every word he said!**
  - **Problem solved in two days and it saved them a million dollars**
    - **Customer was about to throw out Java and use .NET**

The more they pay you, the more they LOVE you

Finding New Clients

- **A consultant is in one of two states**

Idle → **Busy**

- **When you are busy, you need to find new clients**

  – **It is easier to find clients if you already have some**

- **Never sell more than ¼ of your time to one client!**

- **Always have one week completely free per month**

  – **No admin, no marketing, no research, just *free time***

Greece - The Biggest Opportunities Ever!

- **Greece urgently needs us software geeks**

  – **The software here looks like it was written in the 90s**

  – **People need to learn how to use "the computer"**

- **"Productivity" is not about cheap labour**

  – **"Productivity" has to do with automation, efficiency**

- **There are tons of opportunities to make a real difference!**

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<u>We</u> are the solution to Greece's problems

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