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Bruce Claremont, November, 2006

Adventures in Consulting: The Job's Reward

I just finished up a job for a client in upstate New York. It was a VAX 3100 replacement at a large industrial facility. The machine supported critical automated tooling out on the manufacturing floor, so doing the replacement correctly was important.

The job went extremely well. I used a CHARON-VAX hardware emulator to replace the VAX system, installing it on a Windows 2003 server. The three people I worked with were very supportive and considerate. We enjoyed each other's company, swapping stories as we installed the system and tested it out. It was a pinch yourself kind of project, which wrapped up in two short days.

Just when I thought things couldn't get much better, they did. As I prepared to take my leave late on a Wednesday afternoon, the project directory handed me a plate of homemade chocolate chip cookies. What a surprise and what a great thank you. In my business, I often meet customers face-to-face just once for a short time. We always get along well, but the only expectations are that I will do my job well and they will pay me in a timely manner. Going above and beyond to say thank you for a job well done with a plate of homemade cookies was really appreciated. It put a smile on my face all the way home. It's experiences like this that elevate my work from profession to pleasure.



About the author: Mr. Bruce Claremont runs a consulting business concentrating on OpenVMS, software migration, and hardware emulation. More information is available at www.MigrationSpecialties.com