Expressing an interest in collaboration
21 messages

Etienne-Victor Depasquale <edepa@ieee.org>   Sat, Apr 23, 2022 at 10:33 AM
To: "Perrin, Sterling" <perrin@heavyreading.com>

Hello Sterling,

I'm watching and assimilating the content of your webcast dealing with the evolution of 5G transport networks. It's a good job; well done!

I'm writing a survey questionnaire, dealing with the architecture of the next generation metro area network. My intention is to integrate it into a journal paper that moves towards a standardized representation of the metro area network **for the energy analyst** (a person who analyzes telecommunications from the perspective of the evolution of power and/or energy consumption).

Is there any way you might be interested in collaborating with me on this? A refusal would be gracefully accepted.

Regards,

Etienne

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Ing. Etienne-Victor Depasquale
Assistant Lecturer
Department of Communications & Computer Engineering
Faculty of Information & Communication Technology
University of Malta
Web. https://www.um.edu.mt/profile/etiennedepasquale

Perrin, Sterling <perrin@heavyreading.com>   Mon, Apr 25, 2022 at 7:52 PM
To: Etienne-Victor Depasquale <edepa@ieee.org>

Hi Etienne, I'm glad you found the webinar informative. This does sound interesting and it would be an honor to work with you if it's doable on my end.

Would you have some time later this week to connect on Teams – either Thursday or Friday afternoons your time?

Sterling

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Web. https://www.um.edu.mt/profile/etiennedepasquale

Information Classification: General

Etienne-Victor Depasquale <edepa@ieee.org>   Mon, Apr 25, 2022 at 8:12 PM
To: "Perrin, Sterling" <perrin@heavyreading.com>

That's a good start!

Would Thursday 4pm CET suit you? I can fit in a later time if it doesn't.

Best regards,

Etienne

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Perrin, Sterling <perrin@heavyreading.com>   Mon, Apr 25, 2022 at 8:37 PM
To: Etienne-Victor Depasquale <edepa@ieee.org>

Are you able to meet at 3 p.m. CET instead? If not, we can keep the 4 p.m. time.

I can send a Teams invite out.

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Web. https://www.um.edu.mt/profile/etiennedepasquale

Information Classification: General

Etienne-Victor Depasquale <edepa@ieee.org>   Tue, Apr 26, 2022 at 9:22 AM
To: "Perrin, Sterling" <perrin@heavyreading.com>

Sure, 3pm is fine.

Cheers,

Etienne
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Etienne-Victor Depasquale <edepa@ieee.org>   Tue, May 3, 2022 at 9:38 PM
To: "Perrin, Sterling" <perrin@heavyreading.com>

Hello Sterling,

I'm happy to report some news which I think is conducive to further discussion.

The University of Malta's Director of the Knowledge Transfer Office has told us that in this specific context,
there is no issue in making survey results available to Heavy Reading for dissemination.

I'm hoping that this is helpful to taking the next step, and eagerly await your reply.

Best regards,

Etienne

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Perrin, Sterling <perrin@heavyreading.com>   Tue, May 3, 2022 at 10:14 PM
To: Etienne-Victor Depasquale <edepa@ieee.org>

Etienne, thanks for checking and that is a good start.

I will have a talk with my boss. There is also another colleague on the Omdia side of our organization who may have
interest in results, so I'll speak with him as well.

I will need a few days to get a response on this one.

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Perrin, Sterling <perrin@heavyreading.com>   Mon, May 9, 2022 at 3:28 PM
To: Etienne-Victor Depasquale <edepa@ieee.org>

Etienne,

I have some bad news on the survey. I had hoped a colleague would have use for the survey data in the Omdia report subscription service. But he is not able to justify running a survey, as the topic is currently niche in his view – based on the types of client inquiries he gets today. So, unfortunately, we do not have an avenue to run this survey through Informa (which includes Heavy Reading and Omdia) without the survey fee.

As I mentioned, our surveys have a high client value, and we are limited to how much we can go to our databases for responses. This is the main issue. We cannot replace a revenue-generating survey slot with a non-revenue survey. I'm sorry about this outcome.

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Etienne-Victor Depasquale <edepa@ieee.org>   Mon, May 9, 2022 at 5:12 PM
To: "Perrin, Sterling" <perrin@heavyreading.com>

Thank you for the detailed reply, Sterling. I appreciate your honesty.

I doubt whether I can fund the USD20k price tag, but I'll keep the thought in mind.

Best regards,

Etienne
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Perrin, Sterling <perrin@heavyreading.com>   Mon, May 9, 2022 at 5:17 PM
To: Etienne-Victor Depasquale <edepa@ieee.org>

Etienne, again, sorry about that. I was hoping my colleague was seeing enough demand in the subscription service to justify a survey based report. But you may be a bit ahead of the demand curve right now. Which is not surprising, as academia would typically be ahead of industry.

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Web. https://www.um.edu.mt/profile/etiennedepasquale

Etienne-Victor Depasquale <edepa@ieee.org>   Mon, May 9, 2022 at 5:20 PM
To: "Perrin, Sterling" <perrin@heavyreading.com>

Don't worry, I'm just a bit crestfallen. I eventually pick myself up again, though :)

Cheers,

Etienne
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Perrin, Sterling <perrin@heavyreading.com>   Mon, May 9, 2022 at 5:36 PM
To: Etienne-Victor Depasquale <edepa@ieee.org>

One possible option – though it would still require some budget – is to use SG Analytics.

https://www.sganalytics.com/market-research/

We use them for our enterprise surveys or when there are very specific service provider requirements (such as by country and with language translation).

The charges can run $50-$100 per complete, depending on complexity. But one the low end/best case, you could be at $5,000 for 100 completes.

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Web. https://www.um.edu.mt/profile/etiennedepasquale

Information Classification: General

Etienne-Victor Depasquale <edepa@ieee.org>   Mon, May 9, 2022 at 5:38 PM
To: "Perrin, Sterling" <perrin@heavyreading.com>

Wow, yes, thank you, that does seem feasible.

Thank you for the tip - very much obliged !!!

Cheers,

Etienne
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Etienne-Victor Depasquale <edepa@ieee.org>   Wed, May 25, 2022 at 11:25 PM
To: "Perrin, Sterling" <perrin@heavyreading.com>

Sterling, would you by any chance happen to have a contact at SG Analytics whom you could refer me to?

I'm either falling into some spam trap or the e-mail address they've published at https://uk.sganalytics.com/contact-us/ is a dead one.

Best regards,

Etienne
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Etienne-Victor Depasquale <edepa@ieee.org>   Fri, Jun 3, 2022 at 12:29 PM
To: "Perrin, Sterling" <perrin@heavyreading.com>

Just a quick note to let you know that this week I got through and the good folk at SG Analytics are working on a proposal that addresses my requirement :)

Cheers,

Etienne
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Perrin, Sterling <perrin@heavyreading.com>   Fri, Jun 3, 2022 at 2:47 PM
To: Etienne-Victor Depasquale <edepa@ieee.org>

Etienne, this is great news! I realize I never responded to your last email – I was traveling and then just lost track of getting back. But I do not have a contact at SG so I'm glad you got through. Please let me know how this progresses.

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Web. https://www.um.edu.mt/profile/etiennedepasquale

Etienne-Victor Depasquale <edepa@ieee.org>   Fri, Jun 3, 2022 at 5:02 PM
To: "Perrin, Sterling" <perrin@heavyreading.com>

Sure :)

Cheers,

Etienne

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Perrin, Sterling <perrin@heavyreading.com>   Fri, Jun 3, 2022 at 10:38 PM
To: Etienne-Victor Depasquale <edepa@ieee.org>

Does the 7th at 9 or 9:30 a.m. Eastern work for you? If so, you can send an invite.

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Web. https://www.um.edu.mt/profile/etiennedepasquale

Etienne-Victor Depasquale <edepa@ieee.org>   Sat, Jun 4, 2022 at 9:47 AM
To: "Perrin, Sterling" <perrin@heavyreading.com>

Done.

Cheers,

Etienne
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Perrin, Sterling <perrin@heavyreading.com>   Tue, Jun 7, 2022 at 3:29 PM
To: Etienne-Victor Depasquale <edepa@ieee.org>

Etienne,

Here are the basic demographic questions we typically use. For a specific project 1 additional classification/demographic might be OK to add. But you don't want them to have to spend much time on this section.

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Web. https://www.um.edu.mt/profile/etiennedepasquale

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Etienne-Victor Depasquale <edepa@ieee.org>   Tue, Jun 7, 2022 at 4:14 PM
To: "Perrin, Sterling" <perrin@heavyreading.com>

Much obliged, Sterling.

I owe you!

Cheers,

Etienne

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