



Newsletter - November 2014

Special Offer—Webinars

MIL-STD-882E

SSPPs

PHA & HL

D&SHA

For more information, check out our associated web pages.

Finder's Fees

More and more people are supplementing their income as a result of our finder's fee arrangement.

www.hcrq.com/finders_fees.html

System Safety Course

Attending our most recent offering were representatives of L-3, General Dynamics, Aselsan and Northrop Grumman.

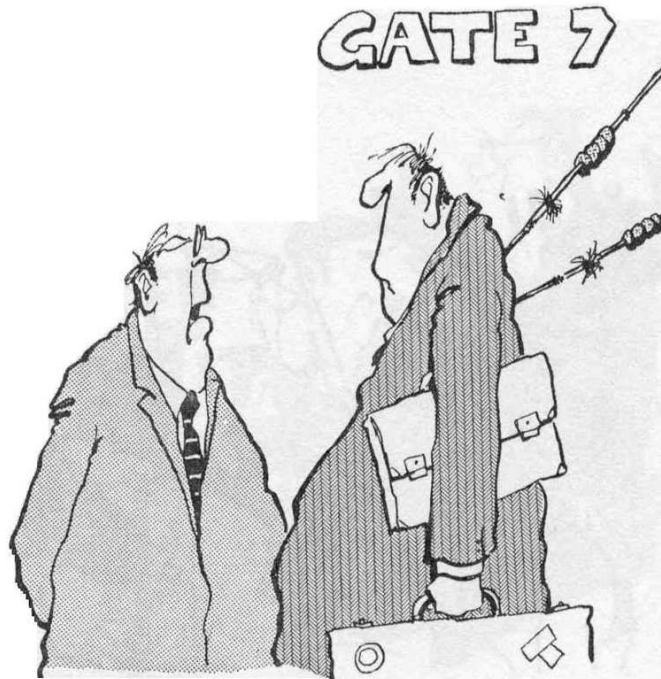
You Might Be A System Safety Engineer If (continued)

You find that you are lecturing your family on the household safety culture.

You feel you have to keep explaining the difference between occupational safety and system safety when people ask what you do for a living.

Your idea of fun is watching an accident reconstruction video.

Sometimes Project Manager, Sometimes Safety Manager



So, how did your meeting with the client go?

Telephone: 757-564-7703

Fax: 757-564-7704

Web: www.hcrq.com

General Inquiries: info@hcrq.com

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Continued Misconception

We continue to hear about people who have the misconception that RTCA DO-178 is a software safety standard.

Reciprocal Referral Partnerships

HCRQ continues to enter into Informal Reciprocal Referral Partnerships with companies that offer complementary offerings with the net effect being increased business opportunities for both parties.

E-mail info@hcrq.com for further information.

2015 Course Schedule

This schedule will be announced prior to the end of the month.

Overseas Training

In the past few months we have witnessed an increase in interest in overseas on-site training.

Some clients have requested multiple, sequential courses (e.g., System Safety, Software Safety, Hands-On Fault Tree Analysis) plus focused webinars.

Safety Cases vs. SARs, ISAs

This year, here in the U.S., we began seeing more interest in Safety Cases versus Safety Assessment Reports (SARs) that are often the norm.

We are also seeing an increase in interest in Independent Safety Assessors (ISAs).

Client Representation

We are also seeing an increase in interest in our either representing clients at meetings with their clients OR being in attendance with them for added support.

One of the primary reasons for this is the end-client's specification of ridiculous safety or RAM requirements.

Our representation is requested either prior to or immediately after contract award.

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