



## Rich Maggiani

Books authored and designed;  
original editions and revisions

### Utilities

**Anchorage Municipal Light and Power**  
Energy Efficiency Incentives Report

**Arlington (Texas) Utilities**  
Utility Management Systems

**Atlanta Water Works**  
Customer Service Management

**Augusta (Georgia) Utilities Department**  
Utility Financial Processing

**Azusa (California) Light and Water**  
Electric Utility Billing Processes

**Belmont (Massachusetts) Municipal Light Department**  
Customer Service and Electric Utility Management

**Connecticut Energy Advisory Board (CEAB)**  
Electricity Procurement Report

**Denver Utilities**  
Utility Process Training

**Detroit Water Department**  
Utility Billing Procedures

**Electric Power Board of Chattanooga**  
Customer Service and Electric Utility Management

**Electric Power Systems**  
System Security Study and Results

**Freeport Village (New York) Utilities**  
Customer Service and Utility Management

**Green Mountain Energy Resources**  
Cleaner Electricity—Choose Wisely

**Green Mountain Power**  
Integrated Resource Plan (IRP): 2018  
Integrated Resource Plan (IRP): 2011  
Integrated Resource Plan (IRP): 2007  
Solar Installation System Impact Study

**Greensboro (North Carolina) Utilities**  
Utility Bill Messaging

### Hawaiian Electric Companies

Power Supply Improvement (PSIP) Integrated Resource Plan (IRP): December 2016

PSIP Update Revised Analytical Approach and Work Plan: 2016

Power Supply Improvement (PSIP) Integrated Resource Plan (IRP): April 2016

PSIP Update Interim Status Report

Proposed PSIP Revision Plan

Maintaining Reliability as Variable Renewables Proliferate

Smart Grid Foundation Project

Power Supply Improvement Plan (PSIP): 2014

Integrated Demand Response Portfolio Plan

Smart Grid Roadmap and Business Case

Integrated Resource Planning (IRP) Report: 2013

Generation Requirements and Cycling Study: Executive Summary

Investigative Report on Renewable Generation Distribution Circuit Monitoring Plan: Executive Summary

Interconnection Requirements Study: Executive Summary

### Hawai'i Electric Light Company

Power Supply Improvement Plan (PSIP): 2014

### Marquette Board of Light & Power

Customer Service and Electric Utility Management

### Martin County (Florida) Utilities

Utility Information Reporting

### Massachusetts Department of Energy Resources (DOER)

Renewable Portfolio Standard (RPS) Requirements Feasibility Report

### Massena (New York) Electric Department

Electric Utility Management

### Maui Electric Company

Cost Recovery Through a Rate Adjustment Mechanism Application

Power Supply Improvement Plan (PSIP): 2014

### Milwaukee Water Works

Utility Customer Service Processes

### Minneapolis Water Works

Utility Billing Procedures

### Montgomery (Alabama) Water Works

Customer Service and Utility Management

### Oklahoma City Water Department

Customer Service and Utility Management

### Redlands (California) Utilities

Utility Customer Service Processes

### Semco Energy Gas Company

Utility Management and Customer Service

### Solari Communication

Transforming the Creation of Integrated Resource Plans (IRPs)

The Integrated Resource Planning (IRP) Transformation

### Electricity Position Papers

California: Working to Elevate Integrated Resource Planning

The Hawaiian Plan: 100% Renewable Energy by 2045

Net Energy Meeting: An Honest Story

Net Energy Metering Launched the Distributed Energy (R)Evolution

Regulatory or Strategic IRP: A Pivotal Choice  
A Statewide Approach to Integrated Resource Planning

Transitioning to the Utility of the Future

### South Coast (Laguna Beach) Water District

Customer Account Management

### Turlock Irrigation District Water & Power

Economic Impact Analysis of Changing River Flow Requirements

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## Training

### Ameriprise Financial (RiverSource University)

Communication Framework Worksheet and User Guide  
Introduction to Presentation Skills (Level 100) Instructional Design  
Introduction to Presentation Skills Facilitator Guide  
Introduction to Presentation Skills Participant Guide  
Intermediate Presentation Skills (Level 200) Instructional Design  
Intermediate Presentation Skills Facilitator Guide  
Intermediate Presentation Skills Participant Guide

### Fletcher Allen Health Care

Laboratory Test Order & Review System  
Laboratory Test Order & Review Pocket Guide  
Physician's Laboratory Test Review System

### Green Mountain Coffee Roasters

Designing Questions Class and Student Guide  
Interviewing Techniques Class and Student Guide  
Learning to Listen Class and Student Guide  
Technical Writing Class and Student Guide

### Phoenix Geophysics

Presentation Skills Training Participant and Facilitator Guides

### Province of Ontario Government

Engaging and Influencing Your Audience  
Introduction to Presentation Skills  
Advanced Presentation Skills

### Vermont School Boards Insurance Trust

Programs and Procedures

### Vertek Corporation

Customer Communication Learners Guide

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## Communication

### Solari Communication

#### Social Media Position Papers

Cloud Computing Intersects with Social Media Effectively Managing Twitter  
Embrace Social Media: Blogging and Microblogging  
The Generational Effect on Social Media  
How Useful Is Your Twitter Stream?  
Influence Your Community by Engaging Them  
Social Media and Its Effect on Communication  
Social Media: Four Steps of Engagement  
Social Media Strategies

#### Communication Position Papers

Communication Sometimes Requires Persistence  
The Costs of Poor Communication  
How Does It Look?  
The Nut as an Effective Marketing Tool  
Reading Is Dead  
The Ten Tents of Effective Communication (part one)  
The Ten Tents of Effective Communication (part two)

#### Communication Plan Position Papers

A Communication Audit Helps You Communicate Better  
Communication by the Numbers  
A Communication Plan Establishes a Foundation of Success  
Evaluate and Analyze Your Communication with a Comprehensive Assessment  
The Many Benefits of Effective Communication Plans  
The Many Reasons for Needing a Communication Plan  
The Most Successful Companies Communicate Better

#### Listening Position Papers

How to Be an Effective Listener  
How to Truly Listen  
The Many Benefits of Listening  
Personality Traits of an Exceptional Listener  
Why Is Listening So Under-Appreciated

#### Presentation Position Papers

Identifying Your Three Presentation Audiences  
It's All About Your Audience  
Nine Engaging Ways to Open a Presentation  
Open Your Presentation with Pizzazz—Tell a Story  
Twenty-Eight Qualities of a Skillful Presenter  
Where Are You Going with that Presentation? Yes, I See That

#### Writing and Editing Position Papers

Another Take on Editing: Three New Levels  
An Editor: Your First Reader and Collaborator  
Five Extraordinary Editing Tasks  
The Five Levels of Editing  
The Increasing Importance of Technical Communication  
The Inexorable Rise of the Technical Communicator  
The Nine Tasks of an Editor  
The Value of The Society for Technical Communication  
Writing 201: Analyzing the Writing Process

#### Published Articles

Are You Drowning in Social Media?  
Boost Your LinkedIn Profile with Recommendations  
Effective Business Communication  
The Generational Effect on Social Media  
How to Better Manage Your Twitter Stream  
Making Time for Social Media  
Marketing Your Service: On Becoming Visible On Twittering  
Social Media as Chaos  
Staying Competitive with Social Media  
Technical Communication in a Social Media World  
Town Manages Money Responsibly Using LinkedIn To Get Work  
The Value of Your LinkedIn Connections  
Why Social Media Is So Wonderful  
Your Flowing Twitter Stream

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## Marketing

### Blue Cross and Blue Shield of Vermont

Response to RFP for IDX Systems Corporation  
Response to RFP for State of Vermont  
Response to RFP for The Taylor Group

### Daymark Energy Advisors

Daymark: Brand of Excellence  
Daymark Writing Style Guide

### ipCapital Group

#### Potential Linux intellectual property inventions

A Single Login Process for External; Internet-based Online Services  
Adding an Extra Security Level to Credit Card Data Transmissions to Better Thwart the Data's Unauthorized Use  
Authenticating a Smart Card When Used for an Electronic Transaction  
Consolidating Disparate Supplier Database Structures into a Customized Database System  
Creating a Personalized Graphical Interface that Balances Individualized Content with Content Provider Requirements  
Creating Task-Specific Virtual Machines to Test for Malicious Code  
Customizing Queries Based on User Preferences for Searching Online Content and Returning Customized Results  
Efficiently and Securely Purchasing Goods from Online Services  
Initially Configuring New Devices and for Installing Software-related Upgrades and Fixes When Available  
Implementing a Single Login Process for Internal Computer Services  
Installing Only Those Application Features That Are Actually Used  
Installing Software Upgrades with Improved Uninstall Capabilities

Method for an Online Merchant to Offer Competitive Product Pricing and Promotions Attractive to their Global Customers  
Operating Multiple Applications on a Standard Smart Card  
Querying Online Content to Obtain Customized Results Based on Your Particular Requirements  
Searching Online Content to Obtain Meaningful Results Using a Web-based Hierarchical Database  
Securely Sending Financial Data While Thwarting Attempted Thefts  
Securely Transmitting Information Online When the Security Is Enabled by the Sender  
Updating New Application Installations and for Installing Upgrades and Fixes When Available  
Upgrading Software and Related Data Files on a Need Basis Without Querying a Database

### MobiRez--Advertising Associates International

Tourist Attraction Marketing Materials

### Vermont TelEmergency (TDS TELECOM)

Enhanced 911 Request for Proposal Response

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## Machinery

### Country Home Products

DR Gear-Driven Power Take-off System  
DR Trimmer/Mower Operating Instructions  
DR Zero-Turn Radius Riding Mower  
Neuton Garden Cart Operating Instructions  
Neuton Mower Operating Instructions  
Neuton Trimmer Operating Instructions

### Hearthstone Stoves

Homestead Gas Stove User Manual

### Sung An Machinery

Tandem Extrusion Coating Machine User Guide  
Pilot Extrusion Coating Machine User Guide

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## Software

### Ascension Technology

driveBAY Setup Guide  
medSAFE Setup Guide  
trakSTAR Setup Guide

### Bio-Tek Instruments

#### MicroTrak XL

Assay Software Detail Design  
Detailed Look User's Guide  
Host Link Functional Specification  
Host Link Integration Test Plan  
Host Link Requirements Specification; v1.1  
Host Link Requirements Specification; v1.2  
Host Link Requirements Specification; v1.3  
Instrument Releases Notes; v1.0  
Instrument Releases Notes; v2.0  
Instrument Releases Notes; v3.0  
Instrument Releases Notes; v4.0  
Instrument Releases Notes; v5.0  
Instrument Releases Notes; v6.0  
Instrument Releases Notes; v7.0  
Motor Controller Communications Protocol Specification; v3.1  
Motor Controller Functional Specification; v2.2  
PC Message Communications Protocol Spec; v0.1  
PC Message Communications Protocol Spec; v1.0  
PC Message Communications Protocol Spec; v2.0  
PC Message Communications Protocol Spec; v3.0  
PC Software Detailed Design; v1.0  
PC Software Functional Specification; v3.0  
PC Software Functional Specification; v3.1  
Product Architecture; v1.0  
Product Architecture; v2.0  
Product Architecture; v2.1  
Product Architecture; v3.0  
Software Architecture; v2.0  
Software Architecture; v2.1  
Software Architecture; v3.0

Software Integration & Release Procedures; v1.0  
Software Integration & Release Procedures; v2.0  
Software Integration & Release Procedures; v3.0  
Software Integration & Release Procedures; v4.0  
Software Integration & Release Procedures; v5.0  
Software Release Notes; v0.1  
Software Release Notes; v1.0  
Software Release Notes; v2.0  
Software Release Notes; version A  
Software Release Notes; version B  
Software Release Notes; version B1  
Software Release Notes; version C  
Technical Reference; v0.1  
Technical Reference; v2.0  
Technical Reference; v2.1  
Technical Reference; version A  
Technical Reference; version B  
Technical Reference; version C  
Technical Reference; version D

#### **ELs1000**

ELs1000 Operator's Guide; version A  
ELs1000 Operator's Guide; version B  
ELs1000 Operator's Guide; version C  
ELs1000 Operator's Guide; version D

#### **Champlain Software**

##### **Windows Library**

fx/Report User Guide  
fx/Scholar Getting Started  
fx/Tools User Guide

##### **Personal Computer Library**

Accounts Payable User Guide  
Admissions User Guide  
General Ledger & Budget User Guide

##### **IBM AS/400 Library**

Admissions User Guide  
Cash Receipts User Guide  
Pre-Admissions and Recruiting User Guide  
Payroll User Guide  
Registration and Records User Guide  
Student Billing User Guide

#### **GE Healthcare (formerly IDX Systems)**

Admissions; Discharges; and Transfers (ADT)  
System Manager User Guide  
Admissions; Discharges; and Transfers Tutorial  
Hospital Patient Accounting (HPA) System  
Manager User Guide  
Hospital Patient Accounting Tutorial  
IDXConnectR Getting Started  
IDXConnectR Procedure Online Help

#### **IBM Corporation**

##### **System Logic Library**

31-Bit Addressing; v2.1.2  
Auxiliary Storage Management; v1.3.4  
Auxiliary Storage Management; v2.1.2  
Auxiliary Storage Management; v2.1.3  
Availability Manager; v2.1.6  
Checkpoint/Restart; v2.1.2  
Checkpoint/Restart; v2.1.3  
Checkpoint/Restart; v2.1.3  
Communication Management; v2.1.2  
Contents Supervision; v2.1  
Contents Supervision; v2.1.1  
Contents Supervision; v2.1.2  
Converter/Interpreter; v2.1  
Converter/Interpreter; v2.1.1  
Converter/Interpreter; v2.1.2  
Dispatcher; v2.1.1  
Dispatcher; v2.1.2  
Dump Analysis and Elimination; v2.1.1  
Dump Analysis and Elimination; v2.1.2  
Dumping Services; v2.1.1  
Dumping Services; v2.1.2  
Event Notification Facility; v2.1.1  
Event Notification Facility; v2.1.2  
Expanded/Extended Memory Specifications;  
v2.1  
Functional Subsystem Interface; v2.1.1  
Initialization and Tuning; v1.3.5  
Initialization and Tuning; v2.1.3  
Input/Output Supervisor; v1.3  
Input/Output Supervisor (Part 1); v2.1.2  
Input/Output Supervisor (Part 2); v2.1.2  
Job Entry Subsystem/Scheduler Services;  
v2.1.1  
System Initialization Logic; v1.3.4  
System Initialization Logic; v1.3.5  
System Initialization Logic; v2.1.3  
Virtual Storage Management (Part 1); v2.1  
Virtual Storage Management (Part 2); v2.1  
**Documentation Tool**  
System Logic Library Documentation Tool  
Guide; v1.0  
System Logic Library Documentation Tool  
Guide; v2.0  
**Technical Newsletters; OS/VS2  
(Operating System/Virtual Storage 2)**  
Initialization and Tuning Guide; v1.3.4  
Input/Output Supervisor; v1.3.1  
Input/Output Supervisor; v1.3.2  
Input/Output Supervisor; v1.3.3  
System Initialization Logic; v1.3.3  
System Logic Library; Volume 3; v1.3.1  
System Logic Library; Volume 3; v1.3.4  
System Logic Library; Volume 3; v1.3.5  
System Logic Library; Volume 5; v1.3.4  
System Logic Library; Volume 6; v1.3.3  
System Logic Library; Volume 6; v1.3.4  
System Logic Library; Volume 11; v1.3.3

#### **Technical Newsletters; MVS/XA (Multiple Virtual Storage/Extended Architecture)**

31-Bit Addressing; v2.1.1  
System Initialization Logic; v2.1.2  
Auxiliary Storage Management; v2.1.1  
Auxiliary Storage Management; v2.1.2  
Checkpoint/Restart; v2.1.1  
Checkpoint/Restart; v2.1.2  
Master Subsystem/Subsystem Interface; v2.1.1  
Master Subsystem/Subsystem Interface; v2.1.2  
PC Authorization Service Routines; v2.1.1  
PC Authorization Service Routines; v2.1.2  
Recovery Management Support; v2.1.1  
Recovery Management Support; v2.1.2  
**Supplements; MVS/XA**  
Initialization and Tuning; v2.1.2  
System Initialization Logic; v2.1.2  
Master Subsystem/Subsystem Interface; v2.1.1  
Master Subsystem/Subsystem Interface; v2.1.2  
PC Authorization Service Routines; v2.1.1  
PC Authorization Service Routines; v2.1.2  
Recovery Management Support; v2.1.1  
Recovery Management Support; v2.1.2  
**Supplements; OS/VS2**  
Initialization and Tuning; v1.3.4  
System Logic Library; Volume 1; v1.3.1  
System Logic Library; Volume 6; v1.3.3  
System Logic Library; Volume 6; v1.3.4  
**Project Management**  
System Logic Library; 16 Volumes; v1.3  
System Logic Library; 42 Volumes; v2.1

#### **Kestrel Technologies, LLC**

SV1 Application Programmer Interface (API)

#### **LPA Software, Inc**

CARRI Macintosh Installation Guide  
CARRI Training Manual (co-authored)

#### **National Life of Vermont**

Automated Correspondence Standards

#### **Portfolio Software**

Day-to-Day Calendar (Macintosh) Quick  
Reference Guide  
Day-to-Day Calendar (Macintosh) User Manual  
Day-to-Day Contacts (Windows) Quick  
Reference Guide  
Day-to-Day Contacts (Windows) User Manual

## Systems & Software

### enQuesta Customer Information User Guides

Backflow and Cross Connections User Guide  
Billing Rates Guide  
Billing User Guide  
Call Tracking User Guide (co-author)  
Cash Receipts User Guide  
Credit and Collections User Guide (two versions)  
Hydrant-Valve-Tap and Transformer User Guide  
Meters and Hand-Helds User Guide  
New Sites User Guide (two versions)  
Tax Billing User Guide  
Work Order Overview

### enQuesta Financial Management User Guides

Equipment Maintenance and Scheduling User Guide  
Inventory User Guide  
Job Costing User Guide  
Work Order Costing User Guide

### enQuesta Training Guides

*enQuesta* Course Catalog  
Inquiry & Navigation e-Learning Interactive CD

### Client-Specific Training Guides

Billing Guide  
Billing Work Orders  
Call Tracking and Letter Generation  
Cash Processing  
Cash Receipts  
Credit and Collections  
Meters Management  
Pre-Billing Guide  
Work Order Overview  
Work Order Update

### enQuesta System Guides

Configuring the Inquiry Portal  
Security Guide (two versions)  
System Administration Guide

### Initial Setup Guides

Customer Information Initial Setup Guide  
Finance and Accounting Initial Setup Guide  
*enQuesta* Control File Initial Setup Guide

### enQuesta Features & Benefits

*enQuesta* Version 2 Features & Benefits  
*enQuesta* Version 3 Features & Benefits  
*enQuesta* Version 3.7 Features & Benefits  
*enQuesta* Version 4 Features & Benefits

### Version Level Enhancements

Version 2.0 Enhancements  
Version 2.1 Enhancements  
Version 2.2 Enhancements  
Version 2.3 Enhancements and Instructions  
Version 2.5 Enhancements and Instructions  
Version 2.6 Enhancements and Instructions  
Version 2.7 Enhancements  
Version 3.0 Enhancements and Instructions  
Version 3.5 Enhancements and Instructions  
Version 3.7 Enhancements

## Customer Information Learning Guides

ACH Procedures  
Active and Status Codes  
Adjusting a Bill (multiple versions)  
Average Winter Consumption  
Cash Receipting  
Collection Agency Work Order  
Consumption History and Financial Codes  
Creating Banner Messages  
Customized Reporting Code  
Disputing a Bill  
Electronic Bill Presentment and Payment  
Working with the EMPAC Interface  
Ensuring Accurate Meter Readings  
Fixed Billing  
Inquiry and Navigation (two versions)  
Online Readings Edit  
Reconciling Accounts Payable Checks  
Time-of-Use Billing  
Transferring Delinquents to Tax Rolls  
Using Standard USPS Zip Codes  
WordPerfect Printer Setup  
Writing Messages on Bills

### Introductory Guides

*enQuesta* Basics  
*enQuesta* Glossary  
Inquiry and Navigation (two versions)

### Introducing enQuesta

### Marketing Sell Sheets

*enQuesta* VoiceConnect  
*enQuesta* WebConnect  
New Sites and Services  
Reporting Solutions

### MUPS—Municipal & Utility Package Software

Accounts Payable Reference Guide  
Accounts Receivable Reference Guide  
Cash Receipting Reference Guide  
Continuing Property Records Reference Guide  
Cross Connections Reference Guide  
Customer Information System Reference Guide  
Customer Service & Inquiry Reference Guide  
Customer Service & Work Order Reference Guide  
Electric Utility Billing Reference Guide  
Fixed Assets & Facilities Reference Guide  
Gas Utility Billing Reference Guide  
General Ledger Reference Guide  
Inventory Reference Guide  
Job Costing Reference Guide  
Payroll Reference Guide  
Purchase Orders Reference Guide  
Refuse Utility Billing Reference Guide  
Sewer Utility Billing Reference Guide  
System Admin Reference Guide  
Tax Billing Reference Guide  
Water Utility Billing Reference Guide

## Foundational Documents

Applying FrameMaker Styles to *enQuesta* Documents  
*enQuesta* Style Guide  
FrameMaker Templates for *enQuesta* documents (nine templates encompassing a single FrameMaker Book)  
Using FrameMaker to Create *enQuesta* Documents  
Word Template for Customer Documentation  
**Online Help**  
Electronic Billing Online Help  
WebConnect Online Help

## Vermont Creative Software

Vermont Views GraphEx User Guide

## Vermont Department of Taxes

Grand List User Guide

## Vermont State Colleges

### User Guides

Admissions User Guide  
Billing User Guide  
Data Element Dictionary  
Financial Aid User Guide  
Fiscal User Guide  
Registration User Guide  
Report Generator User Guide

### Report Samples

Admissions Report Samples  
Billing Report Samples  
Financial Aid Report Samples  
Fiscal Report Samples  
Registration Report Samples

### Newsletter

Editor, designer, and writer for bimonthly *Computing* newsletter