



Summer 2011

Corridors



*Charlie Swift and
Catherine McDonald;
Swift & McDonald, P.S.*

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“There are two things in life that never disappoint: the Grand Canyon and the Supreme Court,”

says Charlie Swift, attorney at Swift & McDonald, located in suite 1108 of the Tower Building. Since 2008, he and Catherine McDonald have combined their respective strengths to provide criminal defense services, primarily for professionals.

Charlie would know about the Supreme Court. One of his appointed cases was decided there in his client’s favor.



Partners for Justice

In 2006, as a Lieutenant Commander in the US Navy and JAG lawyer appointed to the Office of Military Commissions, Charlie served as defense counsel for Salim Ahmed Hamdan, who was charged with conspiracy to commit terrorism while working as a driver for Osama bin Laden. According to a Wikipedia page about Charlie, the justices

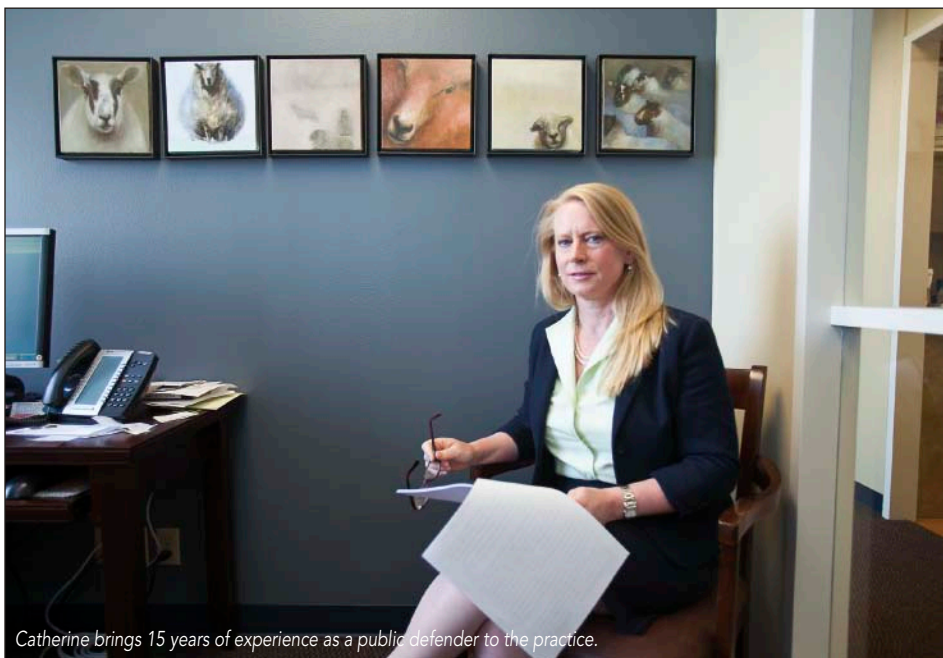
held that the military commission to try Hamdan was illegal and violated the Geneva Conventions as well as the US Uniform Code of Military Justice.

“Whether they voted for or against me, watching those Supreme Court justices in action – the deliberate and fair process they followed – drove home my respect for our Federal system and constitution,” Charlie says. “They understood the extreme importance of the case.”

The high-profile case was a time of intense media attention for Charlie. He made dozens of appearances on news and political shows. A book about the case was written, along with several national magazine and newspaper articles about Charlie’s role. A well-known Hollywood actor may even turn the events into a movie.

Something New in Seattle

Life has settled down since Charlie retired from the Navy and moved back to Seattle. He originally lived here while attending Seattle University School of Law during the same time as Catherine. They met again



Catherine brings 15 years of experience as a public defender to the practice.

at an alumni reunion and started talking about setting up a practice together.

"Charlie and I realized that our JAG criminal and public defense backgrounds were a good combination," Catherine says. She was a public defender for 15 years, working on state criminal cases, both felonies and misdemeanors. Catherine is also an experienced negotiator who can gain clients' trust and stay calm while presenting their story – both the good and bad facts. "All great negotiators are great listeners," Charlie adds. "The key is that the other side wants to believe it is being heard."

Catherine says their distinct personality types work well together. "Charlie is a big picture guy, while I do the day-to-day management of the firm and continue to take on cases in Washington."

The attorneys worked with The Vance Corporation to establish office space in January 2010 – just a stone's throw from the Federal court house. "We were in the middle of a big trial in New York and the Vance team made it extremely easy to move in," Charlie says.

One of the advantages of private practice is that Charlie and Catherine can now choose the cases where they think they can be the most helpful. They mainly represent professionals in business, legal, medical, educational, military and law-enforcement but also

Charlie's background as a JAG lawyer serves him well in private practice.



appreciate variety. "We just finished an attempted murder and aggravated assault jury trial, and I'm working on an environmental defense case now," Charlie says.

In addition, the firm is handling several national security and military cases, as well as a growing number of cases about people improperly transferring money between countries. "The war on terror has heightened things that weren't issues in the past," Charlie says.

Since they travel extensively, the partners rely on office manager Christine Williams, who is also a "whiz at accounting," says Catherine, as well as IT expert Ian Hagemann, who helps Charlie and Catherine login and work from anywhere. Their other advisor is travel agent Tim Dallas, who helps them find cost-efficient and convenient ways to meet with their clients – whether in San Diego or Jordan in the Middle East.

Back in Seattle, in a not-so-surprising twist, the term partners took on a new meaning for Charlie and Catherine last year.

They married in August 2010 after more than two years in business together.

"We're even stronger as a team," Charlie says.

LLOYD
BUILDING

SharePoint Specialists

Authors around the world have received their fair share of rejection letters. But it's different if you get one from Bill Gates.

So says Ken Withee, president of Portal Integrators, which is located in suite 612 of the Lloyd Building. Ken has been doing consulting work and software development for more than a decade. He is also the author of several technology books, including the recently released *SharePoint 2010 Development for Dummies*,¹ which helps non-technical readers customize Microsoft® SharePoint sites, build applications and more without writing software code.

Above: Ken Withee and Matthew Chan work on a SharePoint implementation for a client.

"I tried to get Bill Gates or Steve Ballmer to write a forward for the book," Ken says. "After about a week, I got a rejection letter from Bill. I was so excited that he thought about it before saying no." After another week, Ken got the same rejection letter from Steve. "I didn't feel as special after that," he adds, with a laugh.

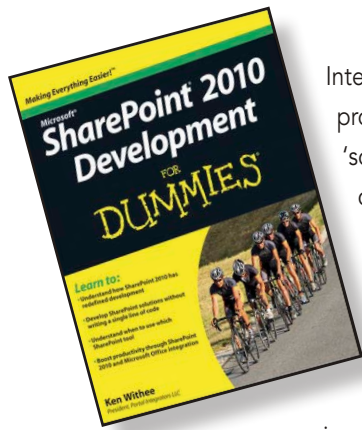
Foundation for a Business

Of course, to write a book about SharePoint technology, Ken had to be an expert on the subject – and he is. In fact, his business is built entirely around the software product.

"Companies like SharePoint because it provides an enterprise solution for the four Cs: content management, consolidation, communication and collaboration."

Portal Integrators, founded in 2009, provides consulting services to help organizations use SharePoint to increase efficiency and boost productivity. According to the Microsoft web site, the product makes it easier for people to work together...to set up Web sites to share information with others, manage documents from start to finish, and publish reports to help everyone make better decisions.

Ken adds this explanation: "Companies like SharePoint because it provides an enterprise solution for the four Cs: content management, consolidation, communication and collaboration." The software helps businesses organize and report on all of their digital data in a single location, while also helping employees work with each other, for instance by viewing and editing a document directly from a SharePoint portal.



Portal Integrators provides 'soup-to-nuts' consulting services around SharePoint, including

assessments to help companies use the product more effectively, as well as disaster recovery planning, installation, implementation, upgrades and training.

The company also offers service contracts to manage and support a SharePoint platform on behalf of another organization. And for businesses that want a function-specific SharePoint solution, Portal Integrators is working to cover that angle, too. The company is developing a packaged product for the SharePoint environment to help HR organizations hire and onboard new employees.

Ken says that SharePoint is a versatile tool that organizations can use in many ways. His company has completed SharePoint implementations in nearly every industry. "We have helped clients set up internal SharePoint libraries for content management – the process of document versioning, check-in/check-out, security and workflow," he says. Portal Integrators has also used SharePoint for consolidating various company applications, such as a customer information, product documentation and customer interaction tracking systems, into a portal. "Think of it as a sort of one-stop-shop for employees," he says.

Ken adds that SharePoint is also scalable regardless of company size – from global organizations, which can use an enterprise version, to small businesses, which can leverage the solution in the cloud. (For more about how Vance tenants can transfer computing resources to the public cloud please see sidebar below.)

Given its emphasis, Portal Integrators uses SharePoint internally to manage content and track customers, too. "The workflow capabilities helped us launch a new product with feedback from people all over the world," Ken says.

Upgrading Office Space

Like many consulting firms, Portal Integrators operates somewhat virtually, with approximately 12 Seattle-based contractors working onsite at clients and another eight employees in an offshore location in Manila, working on packaged software development. "Three of us regularly work out of the office in the Lloyd Building," Ken says, noting that

the company took occupancy in December 2010.

He adds that the Lloyd Building is an upgrade compared to the company's former space in Ballard. "You can't beat the central location of the Lloyd Building and quick access to the bus tunnel, South Lake Union Line or SoundTransit Link light rail to the airport," he says. As Portal Integrators grows, Ken is confident The Vance Corporation can accommodate the company in one of the four buildings that Vance owns.



Vance Tenants Can Look to Cloud

How do you manage onsite server room creep, especially when it adds IT cost as well as increases the need for dedicated cooling?

Vance's goal is to adequately meet each tenant's need for cooling capacity, however, the buildings have a limit to the amount of cooling that can be done onsite.

Luckily, technology advancement is providing a solution: the cloud.

According to the National Institute of Standards and Technology, cloud computing is a model for enabling ubiquitous, convenient, on-demand network access to a shared pool of configurable computing resources (e.g., networks, servers, storage, applications, and services) that can be rapidly provisioned and released with minimal management effort or service provider interaction.

Ken Withee, president of Portal Integrators, says companies have three options for server management:

- Maintain onsite data centers and expand if budget and space allow.
- Rent space in a hosted data center, which provides rack space and dedicated cooling for a company's servers.
- Transition to cloud and connect to data over the Internet.

"Cloud is especially useful for companies with dispersed locations and employees, or developing companies that don't have dedicated IT infrastructure," Ken says.

¹ SharePoint 2010 Development for Dummies, by Ken Withee, published by Wiley, John and Sons, 2010.



Nate Miles shares a smile and encouraging words with Sebastian, whose leg was amputated after the Haitian earthquake.



Community Leader for Today

Last February, Nate Miles packed for a weeklong trip. But he wasn't going on vacation. As a board member of Medical Teams International, he was headed for Haiti on a humanitarian mission to provide aid and help people reestablish their lives after the earthquake.

"It was life changing to see the disaster," Nate recalls. Despite the destruction, Nate saw hope in the eyes of the Haitians he met. People waited days to see a doctor, but passed the time with singing. He entertained a boy with a broken arm by showing him a video on his mobile phone. Medications supplied by Nate's company, Eli Lilly, and other pharmaceutical companies were snapped up as fast as they could be dispensed.

"I came home inspired to give more deeply – to support my community even more – because there is so much work to be done," Nate says.

Given Nate's track record of selfless giving and longtime community service, this is truly saying something. During the course of his 25-year career, Nate has served on several boards, such as the Seattle Urban League and University of Washington Foundation, and tirelessly supported dozens of nonprofits – all while working to strengthen Seattle's business community.

As such, he has been recognized repeatedly as a mover and a shaker in our state and nation.

Award Acknowledges Top Qualities

Most recently, Nate received the Edward E. Carlson Outstanding Alumni Award from Leadership Tomorrow, a Seattle-based, nine-month program that works to develop community leaders from the private, public and nonprofit sectors. The award recognizes individuals who have demonstrated significant leadership in volunteer or civic activities, and who regularly engage others in collaborative problem solving.

Nate was a natural choice.

He graduated from Leadership Tomorrow in 1990, and has continued mentoring other leaders through the program. "I was teamed with a diverse group of high-caliber people to work on a project to help the region – in this case, a diversity directory to help organizations more easily diversify their workforce," Nate says. His team also participated in intensive learning sessions on issues related to transportation, economic development, healthcare and the environment. Ideally, graduates are better prepared to collaborate across a variety of stakeholders and resolve major issues, such as the viaduct replacement or cleaning up Puget Sound.

When Nate first heard about the Leadership Tomorrow award, he says he was simply proud to be honored. Then he started talking to people who had known

Eddie Carlson, a prominent business figure in Seattle.

"Seattle was in a transitional period then – just like it is now. By accepting this award, I also accept my responsibility to step forward with big ideas

that will help sustain our city as Mr. Carlson did," Nate says.

Blending Work with Service

Nate's office in suite 1014 of the Lloyd Building is just the right size to contain his energy. In his role as Corporate Director of State Government affairs for Eli Lilly, Nate is responsible for the oversight and management of state government relations and public affairs activities in a multi-state region. He adds that Eli Lilly has been flexible and encouraging of his many volunteering commitments. "I'm proud of the civic and social aspects of my job, and of Eli Lilly, which supports many national organizations for diabetes, cancer, mental health and more," Nate says.

Nate attributes his ability to give gener-

ously of his time to his supportive family. "My wife and three children understand when I have to miss a game or a family dinner to help others, although I try to make it infrequent," Nate says. His actions have rubbed off on his children, too. For example, his daughter started a program she calls Buy a Bag for a Neighbor, which encourages people to buy groceries for homeless individuals.

"Knowing that I'm sharing my values... that makes it all worth it," Nate says.

"I came home inspired to give more deeply – to support my community even more – because there is so much work to be done."



Nate Miles received the Edward E. Carlson Outstanding Alumni Award from Leadership Tomorrow for his leadership in volunteer and civic activities.

Jaime Quick and Nicole Fallat – Scoville PR – Tower Tenant



Getting to Work on Two Wheels

On May 20, the official Bike to Work Day in Seattle, Vance co-sponsored with Commute Seattle a commuter station located near the entrance of the Plaza 600 Building. Several tenants and bicycle commuters passing through joined in to celebrate bicycling to work as well.

Commute Seattle handed out bike lights and information about alternative transportation options. Vance and the Downtown Seattle Association partnered to provide Starbucks coffee, pastries

and cycling swag. Club Zum sponsored a drawing for a 30-day membership, a training session and bike shorts. And Weldon Barber provided quick neck trims to keep bicyclers looking their best. Truly, it was a Vance community effort.

As part of the larger Bike to Work month, The Vance Corporation also assembled a team of seven riders to participate in the Group Health Commute Challenge, which is sponsored by the Cascade Bicycle Club. Vance encouraged tenants to compete in the challenge, too. Over 30 participants joined in the Vance Community League from Commute Seattle, Transportation for Washington (aka Team 4 Bikes), GeoEngineers, and HDR and Washington State Department of Transportation (aka 520 Riders).

The *So you think you can Vance?*

team included Sulaiman Muied, Teresa Studebaker, Dave Hoare, Chris Mckenzie, Neal Whitney, Paul Favro and Dana Bollinger as team captain. Nearly all of the

riders were first-time bike commuters. Some of the team members had to pull bicycles out of storage, remove baby seats, replace tires or purchase helmets. Each Vance rider worked toward the goal of logging at least four trips during the month.

“Our team’s motivation was our commitment to community spirit, fitness and desire to personally engage with Vance’s sustainability efforts,” Dana says.

First-time Vance participant Teresa Studebaker said she joined the team to fit exercise into her daily routine. “To prepare, I took my mountain bike to REI for refurbishment and practiced riding in downtown traffic with co-workers.” In total, Teresa commuted 118 miles between West Seattle and downtown

during the month. And she plans to keep at, saying that bicycling will be faster than driving due to tunnel construction.

Altogether, *So you think you can Vance?* rode 543.4 miles, made 35 trips, and had a commuting rate of 18.3 percent. The

entire Vance Community League rode a total of 3739.9 miles for the month of May.



Patrick Moore with Integrated GIS – Tower Tenant

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Welcome Your New Neighbors

Plaza

Resource Media 12th floor
Geo Engineers 17th floor
Coe Law Group 6th floor

Tower

Special Olympics of Washington 15th floor
Hunt Marketing Group 4th floor
James Bowman & Assoc. 6th floor