



AITP

The Printout

The Nashville Chapter
of
The Association of Information
Technology Professionals

October 2008
Chapter Newsletter

RFID Technology

Radio frequency identification (RFID) is changing the way businesses operate, speeding inventory pass-through and altering the inventory logistics landscape. The most common RFIDs are passive tags – basically tiny, microchip-based targets. When their antennae are hit with an incoming radio signal, the signal provides just enough energy for their microscopic circuitry to power up briefly and transmit a response. At libraries, the response can trigger an alarm, notifying personnel that someone may be leaving with a book that hasn't been checked out. For cars with a window-mounted transporter imbedded with an RFID tag, the response raises a gate, signifying a toll has been paid. For Wal-Mart, the world's largest retailer, the technology means getting the right item to the right place, right on time – and the potential for saving millions, or likely billions, of dollars in the process.

Our speaker is a pioneer in the RFID field. He is Paul Reed who is President of Business Resources Solutions, a Brentwood purveyor of barcode technology and services. Paul Reed's company got involved six years ago when Wal-Mart and the federal government began embracing it. His company developed a \$20,000 software package that allows supply chain businesses to become RFID-compatible. The Windows based software generates and reads the RFID tags that go on shipping pallets

holding goods.

Paul Reed began his business career in the auto identification industry in 1989 with a focus on industrial bar code application and management tracking using bar code services. He formed Business Resource Solutions (BRS) in 2001. The primary focus of the BRS Company is on bar code products from labels, ribbons, to bar code printers, scanners, Wireless Equipment, and RFID. They sell, support, and provide expertise in these fields.



Paul will offer strategic insight on how your business or industry will be impacted by bar coding, RFID, wireless and other digital technologies in the coming years. Paul has spoken with countless plants offering real world solutions for their auto ID needs. Paul will be assisted in the presentation to the AITP Nashville Chapter by Hugh Kirkpatrick who is Business Development Manager of BRS.

Paul's research and writing has been featured in business journals, trade magazines, and newspapers. Paul has a BA degree from Trevecca University. He and his family live in the Brentwood area. For fun, Paul says they like to do long distance bicycling.

This should be an interesting program on a subject that may impact many IT people. Please remember that we have moved our meeting location back to the Holiday Inn Select – Vanderbilt.

IN THIS ISSUE:

Message from the President	_____	Pg 3
Calendar of Upcoming Events	_____	Pg 5
AITP Business Information	_____	Pg 6

AITP Nashville Roster

President:	Marshall Messamore Vanderbilt University Medical Center 615/322-3647 fax: 615/343-1214 marshall.messamore@vanderbilt.edu
Vice President:	Tom Clark Star Physical Therapy (615) 591-6590 clarktw2001@hotmail.com
Secretary:	Ella McGill American General 615/749-1346 fax: 615/749-2840 Ella_McGill@agfg.com
Treasurer:	Beverly Gibson beverlygibson04@comcast.net 615/424-0135
Chapter Liaison:	Frank Reagor freagor@charter.net
Membership Director:	Joan Julius CGI joan.julius@cgi.com
Director of Programs:	Paul Saunders, CCP Saunders Systems Corp. 615/367-1717 paul@saunderssystems.com
Student Chapter Coordinator:	Dr. Gerald Marquis Tennessee State University 615/ 963-7096 gpmarquis@yahoo.com
Newsletter Director:	Robert Wright Vanderbilt University 615/322-0004 r.n.right@gmail.com
Director of Meeting Arrangements:	Mary Simpson Genesco Inc. 615/367-8083 fax: 615/367-7775 msimpson@genesco.com
Website Coordinator:	Mike Eischen Genesco Inc. 615/367-7068 meischen@genesco.com
Director of Publicity	Open
Past President:	Mary Simpson Genesco Inc. 615/367-8083 fax: 615/367-7775 msimpson@genesco.com
Internet Information —	Web Sites
Chapter:	http://www.aitpnashville.org
Headquarters:	http://www.aitp.org
Region 7:	http://members.tripod.com/aitpregion7

AITP
P. O. Box 22038
Nashville TN 37202

Dinner Reservation and Cancellation Policy

AITP members will be notified by electronic mail one week prior to the Chapter meeting. Reservations can be made by responding to the electronic notice or by calling **Mary Simpson at 615/367-8083 fax: 615/367-7775** Dinner reservations can be canceled up to 24-hours prior to the meeting without cost.

Since the Chapter pays for reserved meals, No Shows will be billed at the reservation price of \$20.00 for Members, and \$30.00 for Guests.

Members are responsible for their guests' reservations. *If you are a member and have not been receiving this notification, please contact Mary Simpson at:*

615/367-8083 fax: 615/367-7775
msimpson@genesco.com

October Chapter Meeting:

Holiday Inn Select Vanderbilt
2613 West End Ave.
Nashville, TN 37203
615-327-4707



TECHNOLOGY LEARNING COOPERATIVE
BELMONT
UNIVERSITY

"IT TRAINING FOR IT PROFESSIONALS"

Select Programs:

Six Sigma for Service Industries
Business Analyst Certification
Project Management
Finances for the Non-Financial Professionals
Unix — Java — Microsoft — Oracle

www.belmont.edu/tlc
TLC@mail.belmont.edu
Contact: mclanec@mail.belmont.edu
615.460.5566

MESSAGE FROM THE PRESIDENT

Who's your favorite team? The Red Sox, Cardinals, Braves, Cubs? Hopefully, none of you said the Yankees, but that's a topic for another place and time. For here and now, have you ever thought about what makes them a team? Is it the uniform? The presence of a coach? A team nickname, along with a mascot? In the Wisdom of Teams, Jon Katzenbach and Douglas Smith say teams are committed to common goals, have complementary skills and abilities, and hold each other accountable. The teams mentioned above would certainly qualify, but what about the team you are on at work? Does it fit this definition? Victoria Davis, Vice President of Strategic Operations at Dale Carnegie Training, believes it should. Ms Davis presented a scaled-down version of an exciting workshop on how to engage team members to help create a common purpose, examine and define team values, and create a team environment of mutual support.

Having a common purpose is the glue that holds teams together. For most of us our work teams were established along with a purpose even before we became members; we chose whether to accept the purpose and become a member or seek another team. This is seldom true for teams formed in response to specific projects or challenges; they must explicitly create a common purpose, using the experience and ideas of all team members. Either way, the common purpose should be understood and supported by all team members. This allows each team member to use their unique skills and abilities to enable more efficient problem solving and decision making. Furthermore, with strong support for the common purpose, team members work through conflict for the good of team goals. The desire to work through conflict becomes a team value.

Ms Davis reminded us that team values are guiding principles that enable us to interact with each other more effectively to achieve better outcomes. Identifying and sharing team values are critical aspects of successful teams. When everyone on the team knows the shared values and acts upon them the team is able to move toward the common purpose without wasting time and effort in conflict making the team is more efficient. Ms Davis suggests all teams openly identify and agree to team values. With team values openly discussed and shared, team members are able to more effectively support each other.

Mutual support is another vital characteristic of successful teams. It takes the form of accepting and using the diversity of skills, abilities, and experience on the team in addition to providing moral and emotional support for other team members in the accomplishing tasks and acting out team values. Ms Davis coached us through a fun, instructive exercise to help us remember ways to be a friendlier person. "Give honest, sincere appreciation." "Become genuinely interested in other people." "Make the other person feel important—and do it sincerely." Performing these activities go directly to the heart of providing support to your fellow team members and making them, thus your entire team, more successful.

There's not much we can do to make our favorite sports team successful other than go to games and cheer loudly. But we know how to make our work teams successful... start with making sure the team knows and supports a common purpose, identify and share values, and support each other. The common purpose of AITP Nashville is to be *where IT professionals meet*.

Marshall B. Messamore

AITP President

marshall.messamore@vanderbilt.edu

AITP New Member Profile

WILLIAM STACK



Our profile this month is on William Stack who recently joined AITP to better network and find his next project. Will sold his partnership interest in Thermsavers, Inc. where he was a Network Architect and Vice President of Business Development. He was with Thermsavers, Inc. for six years. Thermsavers, Inc. is an industrial energy conservation consulting organization that helps companies reduce their energy costs.

Will has extensive experience in implementing and managing automated meter reading and energy devices. This includes controls, SAP Best Practices Configurations, user energy applications, billing and metering solutions, and network architecture. As VP-Business Development, Will worked with a team that brought in over 1.35 million dollars of new business in 2007.

Prior to Thermsavers, Inc. Will worked for the Dell Computer Company as the Master Scheduler and Inventory Control Supervisor. He was with Dell for four years. Will previously spent six years as Owner and V.P. Operations of Stack Incorporated, an OEM supplier of bicycle parts to Murray of Ohio. Will started his business career as a Staff Intern for Albert Gore, Jr. doing research for the then Senator. Will still has an interest in politics.

Will has an M.B.A. degree from Belmont University, did Post-Baccalaureate work at the Georgetown University Institute for Comparative Economic and Political Studies, and a B.A. degree in History and International Relations from Auburn University.

Will and Hadley live in the Brentwood area with their four-year-old daughter Parker. Will enjoys traveling, fly fishing, and both water and snow skiing. One of his best vacations was snow skiing in Europe.

Tell Will hello at the next AITP meeting and let him know of any leads in the energy conservation field.

Calendar of Upcoming Events 2008

Date	Event	Location	Information
October 9	Chapter Meeting	Holiday Inn Select Vanderbilt	RFID Technology Paul Reed, Business Resource Solutions
November 13	Chapter Meeting	Holiday Inn Select Vanderbilt	Computer Game Development Tyson Tune, MTV Network
December 11	Chapter Meeting (guest night)	Holiday Inn Select Vanderbilt	Patsy Hatfield Lawson, Front Porch Productions

SPEAKERS

We are always interested in good speakers to make presentations at our AITP Chapter Meetings. If you know someone who is interested in making a presentation on a topic, on their company, or company's products, please contact Paul Saunders at (615) 367-1717 or Paul@SaundersSystems.com.

Computer Room Spot Cooling Sales & Rentals



Port-A-Cool Distribution

P.O. Box 1152 Franklin, TN 37065 ♦ 615-794-8070

www.portablecooling.com

AITP NEW MEMBER

Laurie Pewitt
Assistant Professor
Columbia State CC
1665 Hampshire Pike
Columbia, TN 38401
Lpewitt2@columbiastate.edu

Welcome to our new member!

FALL 2008 PROFESSIONAL MEMBERSHIP PROMOTION - AITP Member Message

AITP Member Communication:

In June 2008, the Membership Committee approved the following plan for its 2008 Fall Promotion. This recruitment promotion will be the largest and most comprehensive one AITP has conducted. The promotion will run from October 1 through December 31, 2008. It features three components:

- 1) Free memberships for chapter use
- 2) Cash prize incentives for sponsoring members
- 3) Gifts for joining members

1) Free memberships for chapter use - Each chapter in good standing will receive free memberships for their use. At least one of the memberships must be a renewal. Chapters with 50 or fewer members will receive two memberships, and chapters with more than 50 members will receive three memberships.

2) Prizes for sponsoring members - Every time a member sponsors/refers a new member, s/he gets one entry into a drawing at the end of the promotion. There will be one first prize of \$500, a second prize of \$300, and a third prize of \$200.

3) Gifts for joining members - The delay from the time a member joins and the member receives a "welcome" for HQ can be several weeks. To provide a more rapid turnaround, we will send an invitation quality card and a gift to joining members within one week of their joining.

Please contact Joan Julius.

Joan Julius, Membership Director Joan.Julius@cgi.com

REGION 7 FALL CONFERENCE

October 17-19, 2008

Lakeland , Florida

www.polkaitp.org

To All Professional/Student Chapter Members in Region 7

Just a reminder that our Regional 7 Conference of AITP will be held in Lakeland, FL on Saturday October 18, 2008. The Region 7 Board meeting will be held Sunday morning, October 19 . Should you desire to do an early check in, we will have registration beginning at 5:30pm on Friday the 17th and also through 9am on Saturday the 18th at which time our Education and Student Conference will begin. *The conference is open to ALL Professional and ALL Student members.* This will be an excellent opportunity to network with other chapter members from SC, TN, AL, MS, GA, and FL.

If you have not yet registered for the conference, **please visit the Polk County Chapter Website at www.polkaitp.org** get the information needed and do so **soon!** You will also want to make your hotel reservations by **September 30th** at the Hampton Inn, Lakeland to get the special AITP block booking price of \$105. Again, all information is listed on the site. If you have not yet received a brochure, detailing the events taking place, please let Kathy Drew of the Polk County Chapter know via a note on the website. She will be happy to put one in the mail for you. If you would like additional brochures to hand out to professionals in your area, again your contact is Kathy Drew.

We look forward to seeing you in Lakeland!

Thanks to our advertisers:

Portable Cooling & Heating Systems

Belmont University

Saunders Systems

Promote your Company's Products or Services

The Printout (this Newsletter)

Half Page	(5" x 8")	\$300 for 12 issues
Quarter Page	(4" x 5")	\$150 for 12 issues
Business Card	(2" x 4")	\$ 50 for 12 issues

Contact Mike Eischen for more information! 367-7068

AITP
P.O. Box 22038
Nashville, TN 37202
Address Correction Requested

The Printout

October 2008



MANAGERS TRAINING
in
PROJECT MANAGEMENT

Need a refresher on how to run projects?

ONE ON ONE SESSIONS

Will tailor to suit your needs and schedule

**WORK WITH A PROFESSIONAL
AND IMPROVE YOUR SKILLS**

Call for information

SAUNDERS SYSTEMS

615-367-1717

P.S. Tell your boss about this.