



AITP

The Printout

**The Nashville Chapter
of
The Association of Information
Technology Professionals**

**April 2009
Chapter Newsletter**

A Roadmap for the Recently Laid Off and Tips to Avoid Being Laid Off

Our April Speaker is Scott Gordon who wrote an interesting article about what to do if you are laid off. Scott will discuss his article and also give tips to avoid being laid off. He will also discuss current marketing indicators, trends, salary fluctuations, etc.

Scott Gordon is a partner of the Vaco Technology office in Brentwood. He has 10+ years of recruitment experience specifically with senior level software developers, CIO's, CTO's, architects, and DBA's. He managed and produced in a Top 10 office of an IT Staffing and Consulting division of a global Fortune 500 strategic staffing company (100+ offices). While assisting and training recruiters around the United States, he was chosen as one of twelve recruiters nationwide to develop policies and procedures for recruitment and retention in an information technology market. Scott was also recognized as one of the Top Fifteen individual producers worldwide for the same Global 500 staffing firm. He escaped the Fortune 500 company in 2004 to assist in opening an office for Vaco and has been a Partner since joining in 2004.

Vaco is a nationwide consulting and placement company with 24 offices across the country and \$130 million in revenues. The company was started in 2002 and since then, *Inc 500 Magazine* has named Vaco one of the fastest growing companies in America for two consecutive years.

Vaco partners with clients on critical projects and strategic talent acquisitions in the areas of finance, accounting, technology, and administration.

Scott is a published blogger of his own site, www.TheAntiPimp.com, and regularly contributes to FistfulOfTalent.com, ERE.net, HumanResourcesIQ.com, [The Fordyce Letter Network](http://TheFordyceLetterNetwork.com), and RecruitingBlogs.com.



Scott is an active member of just about every technical user group in Nashville. A partial, and ever changing list, is: Nashville Technology Council, SQL Server user Group, Project Management Institute, Nashville.Net Users Group, Nashville Flex Users Group, Nashville Oracle Users Group, and the Nashville Cold Fusion Users Group. (Why not AITP?)

Scott is married and lives in the Bellevue area with his wife and two dogs (one a Golden Retriever) and two cats. Scott has been in Nashville for nine years, but grew up near Memphis. He and his wife like to travel, especially to Europe. Scott likes to motorbike. He is also an avid Chicago Cubs baseball fan. He holds a B.A. degree from Henderson State University.

This should be a great opportunity to learn about where the IT market is going, and how to make sure you are part of the future.

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AITP Nashville Roster

President:	Tom Clark Star Physical Therapy (615) 591-6590 clarktw2001@hotmail.com
Vice President:	JP White jpwhite3@bellsouth.net 615/417-7543
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:	Dr. Gerald Marquis Tennessee State University 615/ 963-7096 gpmarquis@yahoo.com
Membership Director:	Joan Julius CGI JMJulius@bellsouth.net
Director of Programs:	Paul Saunders, CCP Saunders Systems Corp. 615/367-1717 paul@saunderssystems.com
Student Chapter Coordinator:	Marshall Messamore Vanderbilt University Medical Center 615/322-3647 fax: 615/343-1214 marshall.messamore@vanderbilt.edu
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	Walker Morrow Laser One Inc. Nashville, TN 37210 wmorrow@laserone.com
Past President:	Marshall Messamore Vanderbilt University Medical Center 615/322-3647 fax: 615/343-1214 marshall.messamore@vanderbilt.edu
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

April Chapter Meeting:

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



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MESSAGE FROM THE PRESIDENT

Watching the economy these days can be a roller coaster ride. We see it first hand play out in our industry and employment trends with all the ups and downs through these past few months. Are you leveraging your technical skills and career management techniques to succeed in this volatile environment?

At our last meeting Keith Maune, Lead Engineer and Part Owner of Advanced Network Solutions (ANS), did a great job and laid out in broad strokes the rapidly changing hardware environment. Virtualization technology is changing the hardware purchasing, is increasing testing options and is reducing costs all at the same time. By explaining the the VMWare product lineup and implementation options, it was easy to see why Virtualization is taking such a firm hold and changing the way servers are brought online and implemented.

AITP Nashville continues to lead the way in providing timely and relevant programs to keep you up to date on these changes.

This month we move from Information Technology Infrastructure to issues even closer to home, how to stay ahead of the game in managing your career. It can be a roller coaster ride. Buckle up, be ready for the ups and downs. Scott Gordon will be pulling back the curtain on how to stay informed and practice proven methods to be a valuable member of your IT team.

Tom Clark

AITP President

clarktw2001@hotmail.com

AITP New Member Profile

Glenn Gentry



Our profile this month introduces a new member of AITP. He is B. Glenn Gentry who is an independent IT contractor working for Mars PetCare in Franklin, Tennessee. Glenn has been working for Mars PetCare since April 2008 and currently is managing the conversion and integration projects for several recent Mars PetCare acquisitions.

Glenn has a long history in the IT industry with over 33 years of experience, including computer programming, systems design, project management, and IT management. He built and ran three successful consulting companies. Glenn founded Absolute Management, Inc. (AMI) in 1983 to provide contract programmers to Middle Tennessee companies. AMI was sold to Econotech, Inc. in 1996.

Glenn founded New Century Systems (NCS) in 1994 to provide ERP software consulting to Eastern United States companies. NCS was sold to New Century Technologies, Inc. in 1998. Glen then founded Alltech, Inc. in 1998 to provide business consulting services throughout the Eastern U.S.

Prior to forming his own companies, Glenn worked for several companies here in Nashville. He was the Manager of Information Technology Consulting for Kraft Bros., Eastman, Patton, & Harrel, C.P.A.'s, the Assistant Director of Information Systems for Martha White Foods, Inc, and a Programmer Analyst for Commerce Union Bank.

Glenn says his present assignment with Mars PetCare is interesting in that Mars PetCare is the world's leading provider of pet care products. They market Pedigree dry dog food, Whiskas dry cat food, and Cesar canned dog food, among many other brands. Mars PetCare has about \$4 Billion in sales and is one of five sectors of the \$22 Billion Mars, Inc. global sales. Mars PetCare has about 600 employees in the Franklin, Tennessee area.

Glenn has a BS degree in Accounting and an MBA degree in Finance from the University of Tennessee at Nashville. He is a member of the American Production and Inventory Control Society (APICS), the Project Management Institute (PMI) as well as AITP. He is a former member of ASM.

Glenn is married and lives in the Franklin area. His wife graduated from Tennessee Tech and is a former schoolteacher. They like to travel and spent a number of days last summer touring Italy and a good part of Europe. Glenn is also involved with his Church of Christ activities, especially the inner city ministries.

Glenn joined AITP to get back into continuing education and to talk with old friends in the Nashville IT world. Say "Hello" to Glenn at our next dinner meeting.

Calendar of Upcoming Events 2009

Date	Event	Location	Information
April 9	Chapter Meeting	Holiday Inn Select Vanderbilt	Scott Gordon, Vaco Technology
May 14	Chapter Meeting	Holiday Inn Select Vanderbilt	TBA

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.

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AITP NEW MEMBER

Michael Bohannon
Vice President of Administration
Nationwide Studios, Inc.
400 N Belvedere Drive
Gallatin, TN 37066
615-452-8353
mbohannon@nationwidestudios.com

Welcome to our new member!

From <http://rinkworks.com/stupid/>:

- **Tech Support:** "What operating system are you running? Windows 95?"
- **Customer:** *(a little too excited)* "95, 97, 98, I've got them all!"
After conferring with her husband, it turned out she owned a Macintosh with System 8.1.



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Nashville Convention Center

Nashville, Tennessee

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Keynote Speakers and Topics

- ◆ Thursday, April 30th—Keynote Speaker, **Chuck Millhollan**, Director of Program Management, Churchill Downs Incorporated, will present, "The Real Competitive Edge - Pragmatic Critical Thinking."
- ◆ Thursday, April 30th—Keynote Speaker, **Emily Hoffman**, M.D., Director of Training with Vital Smarts, will present "Silence Fails—The Five Crucial Conversations for Flawless Execution."
- ◆ Friday, May 1st—Keynote Speaker, **Jeri Hasselbring**, Director of Education for the Adventure Science Center, will present "Space Chase and the New Sudekum Planetarium: One Giant Leap."

Career Networking Reception hosted Thursday evening, April 30.

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Price Schedule:	Early Discount	Regular
	(until 04/10/09)	Registration
Member Full Symposium	\$395	\$445
Non-Member Full Symposium	\$445	\$495
Member One Day Pass	\$275	\$315
Non-Member One Day Pass	\$315	\$345

*Legal disclaimer - Information herein is subject to change *

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