

The Nashville Chapter  
of  
The Association of Information  
Technology Professionals

August 2009  
Chapter Newsletter

## Executive Project Management

Our August program is about project management with the emphasis on what an executive should understand about project control. This, of course, leads to what the project leader must know and steps that can be taken to ensure project success.

Our speaker is Paul R. Saunders who has extensive experience running small and large projects across diverse industries. Paul will discuss a number of topics including:

1. Why projects fail
2. Importance of goals – examples of good goals/objectives
3. Length of projects – how to break up long projects
4. Decision making – the best way
5. Estimating projects – who should do it?
6. Areas of control over projects
7. What to do when you are behind on projects

Paul Saunders is President of the Saunders Systems Training Corporation here in Nashville. Paul's company is a management consulting organization known for training in systems analysis and project management. Paul is active in the AITP Nashville Chapter and is a former International President of ASM. Paul started his business career as a Methods Analyst for the Standard Oil Company of California, now Chevron Corporation, after three years of data processing experience. He became Director of Systems & Procedures for the American Savings & Loan Association in San Jose.

Paul moved to New York City to become the Corporate Systems Manager for Colgate-Palmolive Company where he was responsible for all computer systems worldwide. He then became the Director of the MIS Division for American Airlines and later the Director of Data Processing for Food Fair Stores in Philadelphia before starting his own company. Paul has participated in many projects at all levels.

Paul has a BS degree from UCLA and an MBA degree from the City University of New York. He taught a popular systems analysis course as an Adjunct Assistant Professor of Management for New York University. He is a published author in the business area.



Paul holds certifications as a CCP, CDP, and CSP and is a Life Member of both ASM and AITP. Paul is active on the Board of the Nashville AITP Chapter and has been the Program Director for several years.

Paul and Telse live in the Percy Priest Lake area and are hosts to the monthly AITP Newsletter Folding Parties. Paul is busy with the expanded "Honey Do" list now that Telse has retired.

This should be an interesting session for everyone who is involved, or will be involved, in any kind of project work. In fact, your peers and boss might also benefit from this program.

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## AITP Nashville Roster

## Dinner Reservation and Cancellation Policy

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<b>Internet Information —</b>	<b>Web Sites</b>
Chapter:	<a href="http://www.aitpnashville.org">http://www.aitpnashville.org</a>
Headquarters:	<a href="http://www.aitp.org">http://www.aitp.org</a>
Region 7:	<a href="http://members.tripod.com/aitpreion7">http://members.tripod.com/aitpreion7</a>

AITP  
P. O. Box 22038  
Nashville TN 37202

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](mailto:msimpson@genesco.com).

### August Chapter Meeting:

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



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## MESSAGE FROM THE PRESIDENT

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Facebook. LinkedIn Twitter. MySpace. These are web based services are often referred to as Social Networking. You probably belong to one or more of these with varying degrees of involvement.

Is Social Networking an oxymoron? Wikipedia calls social networking "services that focus on building online communities of people who share interests and/or activities, or who are interested in exploring the interests and activities of others". It is a social activity and it is a network activity. We socialize with others, we network with others.

In groups at work or neighbors, old school friends, we have people that we network with or that we socialize with. These website services add a new dimension and depth as they create and connect us to people that we may have not had contact with for some time. In addition there are geographic barriers that inhibit contact. Now everyone you know or have ever known can be just a click away.

What are these social networking sites unable to do? What they do not do well is create a meaningful social network where one does not exist. That is, they build on existing relationships, from the office, from schools, from neighbors and from old friends.

AITP on the other hand can do what these sites cannot. We have a social networking service, an opportunity for meaningful interaction and presentations that educate and inform us. We meet people, interact with others, have discussions, ask questions and are able to develop as IT Professionals. We learn what is current, we find out what is going on. We hear firsthand the trends in the marketplace. We discover new technology and their application. We enjoy interesting presentations and engaging professionals as they share their expertise and knowledge.

Social Networking sites will continue to grow. They provide a valuable service. AITP is a social networking activity. It provides connections and a way to interact with others in the real world. It is the beginning of a social network. AITP Nashville has a website, [www.aitpnashville.org](http://www.aitpnashville.org). In addition, check out our Group Profile in [www.linkedin.com](http://www.linkedin.com). You can keep up with us there as well, but the heart of every social network is the people. Come and be with us for our next meeting and see first hand what social networking is all about.

Tom Clark

President, AITP Nashville Chapter

[www.aitpnashville.org](http://www.aitpnashville.org)

## AITP New Member Profile

### Howard C. White



Our New Member Profile this month is about Howard C. White who is President of VCCH, Inc. VCCH, Inc. is a small consulting organization headquartered in Cedar Hill, Tennessee, helping companies with information and telephone systems problems. VCCH, Inc. was founded by Howard in 1995 after he spent four and a half years with White Hydraulics, Inc. of Hopkinsville, Kentucky, as Information Support Manager.

Howard, as President of VCCH, Inc., organized the incorporation, established financial systems, and managed all aspects of the business. VCCH, Inc. has had as many as eight employees working on concurrent projects such as designing and installing Asterisk telephone systems, installing Linux servers, and managing customer networks with automated backup servers for networks.

Prior to working for White Hydraulics, Inc. in Hopkinsville, Howard was an Application Consultant for Consilium, Inc. in Raleigh, North Carolina, where he learned systematic factory floor management and manufacturing execution systems. Howard also spent three years in Greenville, South Carolina, as a Senior Systems Representative for Honeywell. He started his IT career with three years as a Programmer for Michelin Tire Corp. in Greenville.

Howard, his wife, and their 11 year-old son live on 200 acres in Cedar Hill, Tennessee. They had a house built there in 1995 and do not plan to move again. Howard's wife teaches both yoga and Pilates classes. Howard says a traffic jam in Cedar Hill is when two harvesters meet on the same road.

Howard keeps down the grass and brush on his 200 acres with an 80 HP Diesel tractor with an air-conditioned cab pulling a 10 foot bush hog. Howard buys trees in batches of 500 from the State Forestry Service and plants them every year. He has planted ash, oak, pine, and tulip trees so far, but will have to wait 15 years to harvest anything. He has some trees for sale now, but the price of lumber doesn't make harvesting them worth the effort.

Howard is busy in community affairs. He is active in both the Springfield Kiwanis and the Robertson County Chamber of Commerce. Howard is on the Board with the Kiwanis and is Chairman of the Technology Committee for the Chamber of Commerce. They are trying to bring broadband communications to the area to improve Internet access. Howard is also active in the Nashville Linux Users Group.

Howard holds a B.S. in Computer Science from Purdue University and has attended a number of seminars in sales and leadership.

Tell Howard hello at our next dinner meeting and encourage him to join us on the AITP Board.

# Calendar of Upcoming Events 2009

Date	Event	Location	Information
August 13	Chapter Meeting	Holiday Inn Vanderbilt	Executive Project Management Paul Saunders, President Saunders Systems Training Corporation
September 10	Chapter Meeting	Holiday Inn Vanderbilt	TBA
October 8	Chapter Meeting	Holiday Inn Vanderbilt	A Day in the Life of a CIO Jim Gray, Compass Executives

## 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](mailto:Paul@SaundersSystems.com).



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**AITP NEW MEMBER**

**Marcus Johnson**  
**Owner**  
**Tehillah Technology Consulting**  
**PO Box 4010**  
**Clarksville, TN 37043**  
**E-mail: [marcusjohnson@tehillahtechonology.com](mailto:marcusjohnson@tehillahtechonology.com)**

Welcome to our new member!

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From the AITP Communications Broadcast

Upcoming Events and Region Meetings for Aug-September 2009

Aug 6, 2009 – Voting Opens for Association Officers/Directors – 2010 Elections

Aug 25, 2009 – Chapter Leaders [Virtual Water Cooler](#) - Monthly Teleconference/Webinar

Aug 26, 2009 – Association Board of Directors Teleconference Meeting – RSVP [aitp\\_hq@aitp.org](mailto:aitp_hq@aitp.org)

Aug 27, 2009 – Region Presidents Conference Call

September 8, 2009 – Voting Closes for Association Offices/Directors – 2010 Elections

September 18, 2009 – Region 4 Fall Conference, Lincoln, NE: registration is open now.

September 30 - October 1, 2009 – Region 5 Fall Conference, Wausau, WI: registration is open NOW for both at <http://www.aitp.org/media/events/events.jsp>

Inside Business partners with AITP

Keeping aligned with our 2009-2011 Strategic Plan, we have entered into an agreement with Inside Business with Fred Thompson to provide a resource of expertise for their on air programs. This brand exposure is a tremendous opportunity for AITP.

Over the next few months, we will be working with the Inside Business Sr. Producer and VP of Productions to develop a topic calendar and filming schedule for interviews with selective AITP leaders for their TV/web shows.

Stay tuned! For more information, view the press release that has been posted to the portal: <http://www.aitp.org/media/pressReleases/releases.jsp>.



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Contact Mike Eischen for more information! 367-7068

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August 2009



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