Mobile Computing Trends

Mobile computing is the coming thing in the Information Technology world. Our June program is about this trend and also the impact that Mobile computing has on wireline and wireless technologies. Our speaker is James S. Berkowicz who is a Solution Engineer with Sprint here in Nashville.

Jim will discuss using Smartphones, Tablets/Notebooks and other devices in mobile computing. He will also discuss the Broadband Tidal Wave, Part 1 – 1995 to 2012 and the Broadband Tidal Wave, Part 2 – 2010 and forward. This will include applications, video, presence, NFC, and Secured versus Trusted.

Jim will outline the challenges to carriers (macro networks) and the impact on wireless and wireline, as well as the challenges to business (impact to wi-fi) and end users.

Jim will discuss the network of the future as seen by Sprint including points on Bandwidth 101, towers, radio heads, power, core, and devices. He will also give us some general thoughts on what the future holds.

Jim has over 30 years experience in the IT field, the last 17 years with Sprint. He has held positions as CFO, CIO, and VP of

Sales in a number of industries including Healthcare, Manufacturing, Retail, Energy, and Mining. Jim has been involved with two start-up companies.

Jim has B.S. degrees in Accounting and Business Management from Saint Joseph's Calumet College and an M.S. degree in Information Systems from Roosevelt University. He is Nortel VoIP QSP certified.

Jim lives in the Franklin, TN area. He has two grown sons who work and live in other states. Jim is being married again the end of June.

Jim likes to travel on his Harley motorcycle, but has also been around the world, including China and Korea. He enjoys scuba diving in Florida as well as mountain climbing. He holds a Black Belt in Tae Kwon Do and is a martial arts instructor.

Jim Berkowicz is an interesting person with a solid background in computers and telecommunications. His comments on the future of Mobile Computing and networks should be of interest to everyone in IT.

REMEMBER
Dinner Cost Reduced With Early Registration:
$15 – Members, $25 - Guests

AITP Nashville Roster

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Chapter: http://www.aitpnashville.org
Headquarters: http://www.aitp.org
Region 7: http://members.tripod.com/aitpregion7

AITP
P. O. Box 22038
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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.

<u>**June Chapter Meeting**</u>

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

Our May program was a great program. Ron Styers with Healthtron Consulting presented to us "The Good, Bad and the Ugly" of consulting.

Ron graduated Nashville State Tech in 1972 and began his journey with consulting after 'retiring' from Bellsouth/AT&T. He began a business called the The Computer Shoppe based around sales and service of Apple II computers. After writing a program in Basic on an Apple III it was noticed and his company was purchased by Service Merchandise. He started another company called Cottonwood technologies with just one customer, HCA. He says his best idea was to start this company, his worst idea was to sell it!!

Whenever setting up a consulting business hiring the correct skills and people are key. The old adage of surrounding oneself with people smarter than oneself served Ron well through the years.

Ron shared with us that attitude is a key attribute for employees. It is very difficult if not impossible to teach people how to have a god attitude, one either has a good attitude or not! Technical skills on the other hand can be taught to those with an aptitude for technology. Once you have well trained employees with the right attitude one has to inspire them to greatness. The desire to do great things is what will create new customer opportunities.

When building a consulting business (or any business) there is always a choice between W2 employees or 1099 employees. Once a company employs more than 3 W2 employees, workers comp, social security matching etc become mandatory. A business has to be mature enough to handle the extra administrative load of W2 staffing, doing so too early in a business can create a drag on profits and growth. As rule of thumb if you are not billing at greater than 75% you won't be profitable either.

Running his own business has been a joy for Ron, however there are dark sides to consulting. Ron discovered that users lie (sometimes if they are embezzling). Customers lie and Employees lie. Tactfully discerning the truth is important in maintaining a healthy business and good business relationships.

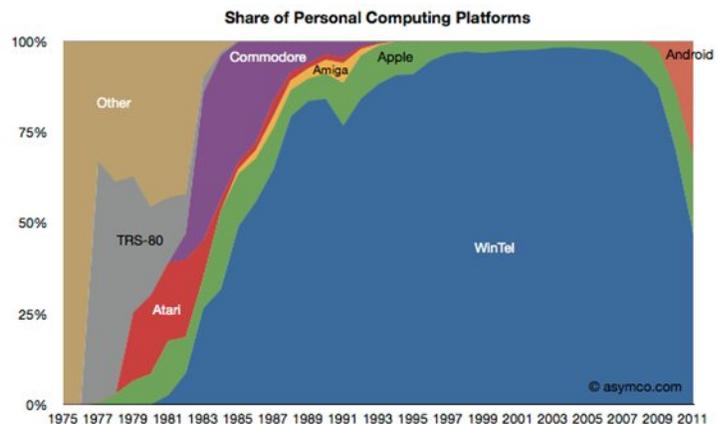**In June we will have a talk on Mobile Computing Trends from Sprint, a great topic, as you may have already know** as of January 2012 more smart mobile devices (which are small computers) are sold than other computing devices such as laptops and desktops added together. Mobile is the future so come in June and hear what the future holds!!

Share of Personal Computing Platforms

AITP is determined to continue bringing technology from all walks of life to our monthly gatherings. Don't miss out!!

JP White

President, AITP Nashville Chapter
http://www.aitpnashville.org

The end of multitasking as you know it — Part 1
By Bob Lewis

The case against interruptions

If you need to demonstrate the damage interruptions do, either to employees who take pride in their multitasking abilities, or to managers who confuse their enthusiasm for the organization's priorities, here's an exercise that should do the job, courtesy of my friends at Realization. On a whiteboard, write:

MULTITASK

ABCDEFGHI

123456789

Have each participant copy them down on a piece of paper while you time them. Then have them do the same thing, only this time writing the first character of each line in columns (MA1), followed by the second character (UB2), and so on until they're done.

You'll find the second run is about 50 percent longer. Look at the results and you'll probably also find that they look more ragged -- like individually written characters, not words. Ask the participants what else is different between the two runs and you'll hear that the second one was more stressful, too.

This isn't one of those showboating B.S. demos, either. The second run is actual multitasking, not just something that vaguely resembles it to make a point. It requires the shifting of mental gears every time a participant changes to a different character string. That's multitasking in action.

Thus, multitasking -- interrupting interruptions with interruptions -- costs more, delivers worse results, and creates stress. Let's do it again! If evidence and logic ever persuaded anyone, that would be the end of it. Case made, case closed.

Given a choice between what evidence and logic dictate and what someone wants to believe, evidence and logic don't stand a chance. This won't help those whose interruptions are interrupted by interruptions in the slightest. Those who interrupt them will criticize them for their inability to multitask and go their merry way, looking for someone else to interrupt with their next bout of enthusiasm.

Next month: What to do about interruptions

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This article was submitted by Dr. Gerald Marquis.

Calendar of Upcoming Events 2012

AITP Calendar of Upcoming Events - 2012

Date	Event	Location	Information
June 14	Chapter Meeting	Holiday Inn Vanderbilt	Mobile Computing Trends Jim Berkowicz, Sprint
June 17	Father's Day	U.S.A.	Take Him to Dinner
June 28	Folding Party	Saunders' House	Come network with other AITP folks
July 4	Independence Day	U.S.A.	Celebrate the U.S.A.!
July 12	Field Trip	Aegis Science Corporation	Metro Center To Be Confirmed

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.

AITP Business

AITP has membership discounts for everyone! Please read through our various programs at www.aitp.org/join and try to take advantage of them. AITP is a valuable resource for any IT professional or student and a great investment in their own career, both now and in the future!

Multi-Year Professional Membership Discount: Save money by joining or renewing for 2, 3 or 5 years.

Unemployed Member Initiative: Reduced association dues for those members who are temporarily unemployed, on family leave, on medical leave or on education leave.

Enterprise Membership Program: Significant dues discount for companies with 3 or more employees as AITP members.

Student to Professional Membership: Upon graduation, students are able to join AITP with all the rights and privileges of a Professional Member at a significantly discounted rate for 3 years.

Student Membership Dues Reduced to $30: Take advantage of the new lower rate to join and participate in an AITP Student chapter, attend the National Collegiate Conference, and apply for scholarships exclusively for AITP student members.

Faculty Advisor Membership Initiative: Significant reduction in Association dues for faculty members who agree to serve as a student chapter faculty advisor for a year.

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On June 22nd, the Association Board of Directors unanimously approved renewal of the popular Unemployed Professional Discount to be effective for a full year - from 9/1/11 until 8/31/12. To qualify for this discount a person must have been previously employed in the IT profession and must now be unemployed.

Current AITP members may use the discount when their membership comes up for renewal anytime in the coming year, but new members are welcome at any time, provided they meet the qualifications above. The discount of $50 reduces the Association dues to $55. Chapter and Region dues (if applicable) must also be paid and are not discounted.

Last year, over 200 individuals took advantage of the program and extended or joined AITP. Naturally the association leadership wishes that all IT Professionals regain and retain full employment, but we also realize that there is currently a nationwide unemployment rate hovering around 10%, and the economy has been slow to recover.

What better way to network among your peers, than at a chapter, region or national event? Most chapters meet every month from September through June, and some meet throughout the entire calendar year. The opportunity to network and share your professional interests and talents could assist you in getting back on track to gain full time employment.

The association dues have been reduced to $55; which is a savings of $50 off of the normal amount. Local Chapter and Region dues if applicable must be paid and are not reduced. Members who previously took advantage of this Unemployed Membership Discount will be eligible for this promotion as long as they are able to validate that they are still unemployed. This membership discount will not be available online.

Be sure to take advantage of this limited offering. The total membership or renewal for the Nashville chapter will be $85, compared to the regular $135 membership fee.

For more information, email memberservices@aitp.org.

AITP Nashville is located on

Linked in.

You can find us in the Group Directory. If you have a question, please contact Walker Morrow at

wmorrow@laserone.com

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Contact Mike Eischen for more information!   367-7068

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June 2012

aitp

Companies of all sizes, in all sectors, even governments have fallen victim to digital unrest:

- Attacked by hackers who have stolen personal and sensitive data

- Loss or theft of data storage devices containing personal and sensitive data

- An employee performing malicious behavior through sabotage, stealing data or physical devises or purposely leaking confidential information

Now, an increasing number of businesses are realizing the security vulnerability and doing something about it by purchasing Privacy & Security insurance.

If you use e-mail, have networked PCs, a Web site, or collect private customer data in your computer systems, you have a lot to lose. You may have firewalls, virus protection, anti-spam systems, and prudent procedures to protect passwords and prevent employees from downloading dangerous material, but these measures are not foolproof.

When they fail, Privacy & Security insurance kicks in. Be protected!

For more information on this coverage please contact Laurie Andrews at lvandrews@bbandt.com or 615-346-0355

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