

AITP

The Association of Information
Technology Professionals

Monthly Meeting of the Nashville Chapter

Date: Thursday November 12, 2015

Place: Holiday Inn Vanderbilt

Cost: Members - No Charge

Guests - \$30.00

Note: Meeting fees have been waived for AITP members, however reservations are required. The \$20 meeting fee will apply to members who make reservations after noon on the Tuesday before our Thursday meeting!

Meeting Schedule

5:30 - 6:00 Social/Networking

6:00 - 6:45 Dinner

6:45 Business Meeting/Speaker

\$5.00 Discount for early registration

Contact Mary Simpson for reservations at

615-367-8083 or msimpson@genesco.com

Outsourcing: the Good and Bad

Brad Staats - VP of Business Development, Single Source Management

Outsourcing is a topic that is not pleasant for many IT people, especially when the outsourcing is the IT function itself. However, IT management is often the advocate of outsourcing activities such as the Help Desk.

Our November speaker will discuss outsourcing including: Why do companies outsource? What functions can, or should, be outsourced? Where does IT management fit into the outsourcing question? What can IT do to prevent outsourcing?? What are the problems in outsourcing? How does a company protect proprietary systems that they want to outsource? Why have companies brought back in-house functions they outsourced?

Our speaker is Brad Staats who is currently VP of Business Development at Single Source Management which specializes in telecommunications and technology expense management.

Brad is also the senior partner in ConsultTel, LLC, a security consulting firm that has been providing physical security solutions for over a decade. He is also a senior partner in a retail security company, Security AllStar, the largest website in the US committed to providing quality security products for every facet of life.

Brad previously worked as Director of Sales and Marketing for IRIS Networks, Regional Carrier Account Manager for XO Communications, and Major Account Executive for Quest Communications. In 2012, Brad was a candidate for the office of Tennessee's 5th Congressional District.

Brad has a B.A. degree in English Literature from Oral Roberts University and a second degree in music. While continuing his education at Florida State University, Brad was offered an opportunity to perform on Broadway and travel with a touring group. His performances include several well-known hits.



Brad Staats

Brad and Bethany have four children and live in the Madison, TN area.

Brad is a good speaker and loves being an entrepreneur. In addition to outsourcing, we can probably get him to talk about why and how he has started so many companies.

This should be an interesting session about a subject that may affect you personally, either now or in the future.

Please post this copy on your company bulletin board

AITP November 2015 Meeting Announcement

REMEMBER
Dinner Cost Reduced With Early Registration:
Guests - \$25