



# AITP

## The Printout

The Nashville Chapter  
Of  
The Association Of Information  
Technology Professionals

February 2007  
Chapter Newsletter

### How To Get The Most From Your Software Vendor

We all have had to deal with software vendors at some time, or as software vendors, have had to deal with IT professionals. The relationship between software vendor and IT professional is often a rocky road. Each side seems to have a different goal or objective. In truth, the overall management objective is probably a better-run company operation at a lower cost. The program this month is on creating a win-win situation with software vendors.



Christopher Daugherty

Our speaker is Christopher Daugherty who is a Principles Solutions Architect Director with Computer Associates. Christopher has over 13 years of experience in consulting focused on technical assessments, ERP implementations, IT infrastructure management, and information security. Over the course of his career, Christopher has worked with IBM, Royal Cinemas, and Deloitte. He is a Certified

Information Systems Security Professional as well as a Certified Public Accountant. He also holds certifications with Microsoft, Cisco, and Netware.

Computer Associates is one of the world's largest IT management software providers. They were founded in 1976 and now have 16,000 employees in 150 offices in more than 85 countries. They had \$3.8 Billion in sales in 2006.

All of us must work with vendors through support, product evaluations, buying decisions, implementation, maintenance, and other similar activities. We should maximize the benefits of the relationship. Christopher will discuss how to get the most from a software vendor while still providing what the vendor needs. This may require the IT professional to re-examine his or her approach to managing vendor relationships.

Christopher is in an excellent position to discuss vendor relationships due to his extensive work with Fortune 500 companies developing solutions for both processes and technologies. This should be a great opportunity to ask questions about vendor relationships.

Christopher and his family live in Nashville. He spends his "free time" playing fantasy sports, fishing, golfing, and reading. He is actively involved in teaching Sunday School at his church and serves as the Programs Director for the Nashville Information Systems Security Association.

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## 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/aitpregion7">http://members.tripod.com/aitpregion7</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 \$15.00 for students.**

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)

### **February Chapter Meeting:**

Holiday Inn Select - Vanderbilt  
2613 West End Avenue  
Nashville, TN 37203  
(615) 327-4707

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## MESSAGE FROM THE PRESIDENT

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I hope everyone's 2007 is off to a good start! I'm excited to be your AITP President this year! I'm looking forward to hearing from **ALL** of you! I want to hear all of your ideas and collaborate with you about ways we can make AITP better than ever! So, speak up! 2007 is going to be a good year for IT in Nashville and we want AITP to be the "premier" IT organization in the area, well serving the Nashville IT community! Come and get involved - attend the meetings - share the year with us!!!

I would like to take this opportunity to personally invite everyone to our February 2007 AITP meeting. Our speaker will be Christopher Daugherty, Principles Solutions Architect Director with Computer Associates. Christopher's topic will be "How to Get the Most From Your Software Vendor". If you haven't been to a meeting in a while, I would like to encourage you to come and join in the fun, network with other local IT professionals, and learn about maximizing your company's investment in third-party software by working better with your software vendors.

Mike Cunningham, Executive Director of Information Technology from the United Methodist Publishing House, visited with us at our January meeting and shared information about technology at UMPH. He described their current operations and talked about the changes in technology and publishing that he's seen at the Publishing House over the past 30+ years of his career there. He discussed their strategies, methodologies, challenges, and some of the frustrations they've experienced, some of which were unique to a non-profit religion-based organization. If you missed the January meeting, you definitely missed an excellent opportunity to learn more about a great Nashville-based business!

We are looking forward to seeing you at the February meeting!

Mary Simpson  
AITP President  
msimpson@genesco.com

## AITP February Student Conference

The Nashville Chapter of AITP is again sponsoring a one-day Student Conference hosted by High Tech Institute. The Second Annual Student Conference and Contests will be held on Saturday, February 24, 2007. It will be at the High Tech Institute facilities at 540 Royal Parkway in Nashville.

The event will include two seminars and six contests. The morning seminar is "Developing Your Career Connections" presented by Tim Fusco, and the afternoon seminar is "Resume Writing" by Telse Saunders. These seminars should be of great interest to all students looking to enter the real world of employment.

The six contests are Database Design, .Net Programming, Network Design, PC Troubleshooting, Graphic Design, and Web Design. The contests will give students an opportunity to hone their skills in these areas. Contest teams may be either one or two persons. There will be a debriefing session after the contests are completed so students can see where they went right or wrong.

The Student Conference and Contests event was first held in February 2006. There was general agreement that it was a "fun" event, and that we should hold it again. The timing is such that it gives students a chance to practice their contests prior to the National Student Conference held around April 1<sup>st</sup>.

The Conference is open to all college students regardless of whether they belong to a college AITP chapter. The registration fee, which includes all contests and lunch, is \$30 for AITP student members and \$40 for non-AITP student members. If you know a college student taking IT courses who is not an AITP member, you may want to share this information about the Student Conference with them.

Additional information is available on our web site: [www.aitpnashville.org](http://www.aitpnashville.org), or by calling the Conference co-chairs: Dr. Gerald Marquis at TSU (615-963-7096) or Donna Womack at High Tech Institute (615-232-3757).

# Calendar of Upcoming Events 2007

Date	Event	Location	Information
February 8	Chapter Meeting	Holiday Inn Select-Vanderbilt	How to Get the Most from Your Software Vendor Christopher Daugherty, Solutions Architect, Computer Associates
February 24	Student Conference	High Tech Institute	Dr. Gerald Marquis 615-963-7096
March 8	Chapter Meeting	Holiday Inn Select-Vanderbilt	IT at State of Tennessee Walter Mullen, Manager, IT Projects

## 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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### Welcome New Members

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615-251-5070  
E-mail: [pbhjack@aol.com](mailto:pbhjack@aol.com)

### WELCOME TO AITP!

Please send any changes to: Joan Julius, Membership Director  
[Joan.Julius@cgi.com](mailto:Joan.Julius@cgi.com)

### AITP BOARD MEETING SUMMARY - January 18, 2007

Prepared by Ella McGill

This meeting was held at the board transition meeting held at the Firefly Grille.

Attendees: Charlie Apigian, Gerald Marquis, Bob Claxton, Mike Eischen, Eddie Pardon, Robert Wright, Paul Saunders, Beverly Gibson, Geoff Mason, Mary Simpson, Marshall Messamore, and Ella McGill.

The only business discussed at this meeting was whether we should hold the 2007 Region 7 Student Conference in Nashville. We had committed to the Region that we would be holding it, but there were several concerns brought up by board members. After a good deal of discussion on whether it was in the best interest of the chapter to continue making plans in this direction, Marshall made a motion that the Nashville AITP Chapter not hold the Region 7 Student Conference in the fall of 2007, but we will be willing to hold the Leadership Conference. The motion was seconded by Gerald. Motion carried.

### High Tech Institute Advisory Board

High Tech Institute is looking for people to serve on their IT Program Advisory Board. If you are interested, or would like more information, please contact Donna Womack at High Tech Institute. Phone (615)232-3757, e-mail [dwomack@hightechinstitute.edu](mailto:dwomack@hightechinstitute.edu)

### AITP Student Conference

This February the Nashville Chapter of AITP will once again be hosting a one day student conference. The conference will include two seminars, and six programming contests. Please see page 4 in this newsletter for more details on the conference.

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Contact Mike Eischen for more information! 367-7068

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February 2007



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