AITP
The Printout

The Nashville Chapter
Of
The Association Of Information Technology Professionals

August 2005
Chapter Newsletter

Vanderbilt Children's Hospital - Field Trip

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Please remember that you must pre-register to attend this program. Please arrive no later than 6:00 PM.

AITP Nashville Roster

President:	**Robert Wright** Vanderbilt University 615/322-0004 wrightr@library.vanderbilt.edu
Vice President and Director of Publicity :	**Dr. Charles Apigian** Middle Tennessee State University capigian@mtsu.edu 615/898-2375
Secretary:	**Ella McGill** American General 615/749-1346 fax: 615/749-2840 Ella_McGill@agfg.com
Treasurer:	**Bob Claxton** McKesson 615/352-4888 bob.claxton@mckesson.com
Chapter Liaison & Website Coordinator:	**Frank Reagor** freagor@charter.net
Membership Director:	**Joan Julius** CGI joan.julius@cgi.com
Director of Programs:	**Paul Saunders, CCP** Saunders Systems Corp. 615/367-1717 paul@saunderssystems.com
Student Chapter Coordinator:	**Dr. Gerald Marquis** Tennessee State University 615/ 963-7096 gmarquis@tnstate.edu
Newsletter Director:	**Mike Eischen** Genesco Inc. 615/367-7068 fax: 615/367-7775 meischen@genesco.com
Director of Meeting Arrangements:	**Mary Simpson** Genesco Inc. 615/367-8083 fax: 615/367-7775 msimpson@genesco.com
Past President:	**Jeanine Martin** Oasis Software LLC 615/376-9884 ext. 306 jmartin@oasissoft.com
Internet Information — Chapter: Headquarters: Region 7:	**Web Sites** http://www.aitpnashville.org http://www.aitp.org 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 $15.00 for Members, and students, $20.00 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.

September Chapter Meeting:

Vanderbilt Children's Hospital
2200 Children's Way.
Nashville, Tennessee 37232
www.vanderbiltchildrens.com

TRAINING:

➢ **SYSTEMS ANALYSIS**

➢ **PROJECT MANAGEMENT**

➢ **EFFECTIVE COMMUNICATION**
    INTERVIEWING, SPEAKING, WRITING

➢ **EXECUTIVE OVERVIEWS**

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MESSAGE FROM THE PRESIDENT

Tom Coffey of US LEC was our August speaker. He brought us up to date on developments in the telecommunications industry. Beginning with the mergers and regulatory environment he pointed out the benefits of the 1996 Reform Act:
1. Broke up the phone monopoly.
2. Created competition
3. Accelerated fiber deployment
4. Quality of service improved
5. Spurred investment and innovation (DSL released to public, etc.)

Things changed during the '02-'05 period. Regulations were changed to encourage a conceptually fruitless cable-wireless-wireline competition. Switched resale was eliminated. Generally the rules favored the recreation of the old Bell monopoly. All this resulted in little funding and little progress. Phone companies went from 2000 to 200 through bankruptcies.

The familiar time division multiplexing (TDM) used by the wireline phone service only uses 15% of capacity and is not effective for all types of content. IP is the great cost driver in that it uses all the bandwidth and allows for convergence of voice, video, and music content sources. TCP/IP is the most effective protocol. Some new technologies on the horizon include WiMax wireless transport and Intelligent Ethernet.

Tom is not fond of the merger mania -- MCI-Verizon, Sprint-Nextel, etc. because new technologies come from competition and encouraged his audience to contact their congresspersons to take an interest in the DOJ and FCC investigations.

His company US LEC has 24000 customers, 800 in Nashville, an ATM network in 26 cities, and no layoffs, closed offices, or abandoned customers, with a 99% customer retention.

Like many people during the summer I just took a vacation. When Hurricane Ivan trashed the time-share in Gulf Shores we lost our week in February, and the resort company which will build a new high-rise in its place offered a replacement week. Most of their property is in the Branson, Missouri area. So we headed off to the Ozarks for the first time. Branson has become justly famous for its live shows featuring performances of country classics, often by the original stars who made them famous. But if you don't care for the shows there are many scenic attractions in the area. Views of the hills, and my favorites, restaurants like Shorty Small's, Danna's, and Zoey's. I'm not big on amusement parks, but Silver City and Celebration City should fill the bill of any aficionado. And they have a Ride the Ducks attraction like the one in Chattanooga.

Just don't take any route that has Highway 160 in it unless you enjoy hours of winding road. You will have it pretty much to yourself, however.

Sincerely,

Robert Wright
President, AITP Nashville Chapter
www.aitpnashville.org
(615)322-0004

Meeting Management

No Board meeting was held this month, so we are providing some helpful tips on meeting management courtesy of Paul Saunders.

Meeting Management

We all attend too many meetings. Some meetings are more productive than others. The following points on meeting management are not new but should be reviewed every once in a while. Suggestion: Make a copy of this and attach it to the agenda for your next meeting.

1. Explore alternatives to meeting—conference call, FAX, E-Mail, correspondence, etc.

2. Limit attendance to only those involved in a project/assignment.

3. Keep the participants to a minimum.

4. Choose an appropriate time. (Late meetings are usually the least productive.)

5. Choose an appropriate place/environment.

6. Define the purpose clearly in your own mind before calling the meeting.

7. Distribute the agenda in advance and give fair notice (2-4 days in advance).

8. Time-limit the meeting and the agenda.

9. Start on time.

10. Assign minutes-taking responsibilities.

11. Hold a stand-up meeting if appropriate.

12. Start and stick to the agenda.

13. Control Interruptions—allow only for emergencies.

14. Accomplish your purpose—make assignments or obtain approvals/agreements.

15. Restate conclusions and assignments to be carried forward, at the closing of the meeting.

16. End on time.

17. Expedite the preparation and distribution of the minutes.

The above points on meeting management come from the "Red" workbook used as a reference and resource in the Saunder's Systems' seminar on Project Management & Control. Paul Saunders is a member of the Nashville AITP Chapter and can be reached at 615-367-1717 or Paul@SaundersSystems.com.

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Monthly Meeting
of the
Nashville Chapter

Date: Thursday September 8, 2005
Place: Vanderbilt Children's Hospital

Meeting Schedule
5:30 -6:30   Networking/Dinner
6:30   Hospital Tour

Cost: Members = $15.00
Guests   = $20.00
Students = $15.00

Contact Mary Simpson for reservations at
615-367-8083 or msimpson@genesco.com

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Please post a copy on your company bulletin board

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Calendar of Upcoming Events 2005

Date	Event	Location	Information
September 8	Field Trip	Vanderbilt Children's Hospital	David Cochran, IT Manager

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.**

New AITP members this month:

Ravi Kashyap
Sesco Information Systems Inc.,
1023 Market Street
Franklin, TN 37067
E-mail: rkashyap@sescois.com

Larry Stumpf
Whirlpool Corporation
1714 Heil-Quaker Blvd
Lavergne, TN 37086
E-mail: larry_c_stumpf@whirlpool.com

Welcome to AITP!

Please send any changes to: Joan Julius, Membership
Joan.Julius@cgi.com
CGI Information Systems & Management Consulting, Inc.

Promote your Company's Products or Services

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(this Newsletter)

Half Page   (5" x 8") $300 for 12 issues

Quarter Page (4" x 5") $150 for 12 issues

Business Card (2" x 4") $50 for 12 issues

Contact Mike Eischen for more info!   367-7068

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AITP Chapter News

AITP Region 7 Student Conference Information- 'Bring It On Home'

October 13-15, 2005
Embassy Suites Hotel - Birmingham, Alabama

For more information and a registration form, please visit AITP Birmingham's
website at **www.aitpbirmingham.org**

AITP Student Chapter Scholarships

We are raising money for scholarships for our student chapters. Each year these will be awarded
to students based on scholarship and extracurricular activities.

At our AITP chapter meetings, Charlie Apigian will be asking for donations. Anyone donating will
be given a ticket, and at the end of the meeting a drawing will be held. The person holding the
ticket drawn will receive half the money collected that evening, and the chapter will keep the
balance to be used for the student scholarship. $238.00 has been raised in five meetings.
Please help the chapter by contributing to our scholarship fund.

If you are interested in learning more about the AITP Student Chapter Scholarship, please
contact Dr. Charles Apigian:

Charles H. Apigian, PhD.
Assistant Professor
Computer Information Systems
Middle Tennessee State University
(615) 898-2375

AITP Student Chapter Speakers

Would you be willing to be a guest speaker at one of our student chapter's monthly meetings?
To volunteer, please contact Gerald Marquis:

Gerald Marquis
Tennessee State University
(615) 963-7139
gmarquis@tnstate.edu

AITP New Member Spotlight: Barbara Webb

Barbara Webb is this month's New Member Spotlight. Barbara is employed as a Business Development Manager at Comframe Software Corporation. Comframe provides life-cycle software development, outsourcing and business intelligence consulting. They are headquartered in Birmingham, Alabama, with a local office in Nashville. Comframe has been in business for 8 years and employs 85 people.

Barbara joined ComFrame in April. As a Business Development Manager for ComFrame, she is responsible for finding new opportunities, building relationships with the technology community, branding the ComFrame name, closing opportunities, and continuing to look for additional work within their client base. Barbara was recruited to Comframe due to her relationships, networking strengths, technical sales experience, and work history with a former employer.

She joined AITP for success in her new position. Originally from Ohio, Barbara has lived in Nashville for 16 years. She is a prior officer and 8 year member of the National Association of Sales Professionals, member of Sandler Sales Institute Blackbelt Club, former board member of the Greater Nashville Hotel Lodging Association, member of Women in Technology, and former Scout Leader. When not working, Barbara loves gardening, cooking, outdoor activities, and meeting people. She is married with 2 sons, 2 stepchildren and 3 step granddaughters.

 Welcome to AITP Barbara Webb!

Each Month we would like to feature a new or recent member in our Newsletter. This gives current AITP members a chance to get to know our new members. If you are a new or recent member and would like to contribute to the AITP Newsletter, please contact me for a New Member Profile.

Mike Eischen, AITP Newsletter Director
Genesco Inc.
(615) 367-7068
meischen@genesco.com

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