AITP
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The Nashville Chapter
Of

March 2006

Chapter Newsletter
The Association Of Information

IT OUTSOURCING

Our March program is about the outsourcing of computer related work and what drives companies to outsource. Our speaker is an expert in the area of outsourcing. He is Mike Gonce of Eastman Chemical Company where he is Worldwide IT Procurement & Contracts Manager.

Mike will discuss IT outsourcing in general, and what Eastman has done and why. He also will discuss their sourcing strategy, negotiating contracts and supplier relationship management. This should be an interesting insight into what a large, global company is doing in the IT area.

Mike Gonce

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A recognized world leader in using e-commerce, Eastman was the first chemical company to offer customers this faster, more efficient way to do business. Customers have convenient, secure access to the information and expert help they require at the precise moment they need it, from account status to product and technical data. A proponent of Web-based solutions, Eastman exploits its expansive Web globalization capabilities and electronic infrastructure to benefit existing customers and attract new customers. Eastman Chemical Company won the 1993 Malcolm Baldrige national Quality Award in the Large Manufacturing category.

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     Geoff.mason@mwchc.org

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       Vanderbilt University
       615/322-0004

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 students, $25.00 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.

March Chapter Meeting:

Holiday Inn Select - Vanderbilt
2613 West End Ave.
Nashville, Tennessee 37203
(615) 327-4707

MESSAGE FROM THE PRESIDENT

As the snow continues to fall in the middle of February, it did not damper the spirits of many students from the Middle Tennessee area. On February 11th, HighTech Institute – Nashville and your AITP Nashville chapter hosted a local student conference and contests. The seven schools that we support were invited to participate, and even though the snow kept away our students from Memphis and Kentucky, we did have close to 30 students. The day started with breakfast for all participants and we quickly commenced to our first three contests: web design, network design, and systems analysis and design. Joan DuNard also conducted a seminar on personal networking for the students not in the morning competitions and did a wonderful job showing a unique was to network.

After lunch, the afternoon session of PC trouble-shooting and database design were fiercely competitive. At one point, every student at the conference was participating in a competition. It was pretty neat to see the fun and enjoyment that they were exhibiting, and after all of the competitions were over; we presented the winners with their awards. Every student left the conference with at least one award, which was extremely gratifying to see. It was a great day and I know I can speak on behalf of everyone involved when I say that the hard work was worth it. Thanks again to Donna Womack and HighTech for hosting the conference.

Our speaker for our February meeting was Tommy Norman from Compuware and he spoke about tablet PCs. He talked about the different type of tablets, the users, and how to design and develop applications for a tablet PC. He also demoed five different types of tablet PCs and it made me want to go out and buy one. Do I need a tablet PC? Of course not, but that has never stopped me before from buy a new gadget or new computer.

We continue our campaign to get more members involved with the decisions and actions of our chapter. Please see the committee needs in the newsletter for more details and consider helping out in any way that you feel is appropriate.

I look forward to seeing you at our March meeting; it looks like Paul has booked another great speaker in Mike Gonce from Eastman Chemical. For more information, please visit our website at www.aitpnashville.com.

Sincerely,

Charles Apigian, PhD.
 President, AITP Nashville Chapter
capigian@mtsu.edu
(615) 898-2375

AITP Board Meeting

AITP BOARD MEETING SUMMARY
February 2, 2006
Prepared by Mike Eischen

This meeting was held at the home of Paul Saunders.

Attendees: Paul Saunders, Charlie Apigian, Bob Claxton, Gerald Marquis, Frank Reagor, Mike Eischen, Robert Wright, Geoff Mason and Ella McGill.

The Board Meeting Minutes outlined below are preliminary minutes. The official minutes will be distributed to the Board Members when the AITP Secretary returns.

1.   Each Board Member gave a brief review about what they wanted to accomplish in 2006.

2.   Two applications for the Nashville AITP scholarship have been received. Copies of the AITP Student Chapter Scholarship essays were distributed to board members for review. Funding   for the AITP scholarships was also discussed.

3.   Plans were discussed and finalized for the one day Student Conference scheduled for February 11th at HighTech Institute.

4.   The Board discussed the Vice President vacancy. The Board decided to leave the position vacant for now while continuing to look for an appropriate candidate.

5.   Bob Claxton gave a Treasurer's report.

6.   Board Member voting proxy forms were renewed.

7.   The new special committee Structure was discussed. The Special Committees have been proposed as a way of getting more members involved in Nashville AITP activities.

8.   Possible participation in the 2007 Regional conference was discussed.

9.   Board Member voting proxy forms were renewed.

10.   It was decided to continue using the same style name tags for AITP Members and Board members.

AITP
The Association of Information Technology Professionals

Monthly Meeting
of the
Nashville Chapter

Date: Thursday March 9, 2006   **Cost: Members =**
$25.00
Place: Holiday Inn Select -Vanderbilt   **Guests   =**
$30.00

   Students = $20.00
   Meeting Schedule

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Calendar of Upcoming Events 2006

Date	Event	Location	Information
March 9	Chapter Meeting	Holiday Inn Select - Vanderbilt	IT Outsourcing, Mike Gonce, IT Procurement & Contracts Manager, Eastman Chemical Co.
April 13	Chapter Meeting	Holiday Inn Select - Vanderbilt	On Demand Middleware, Hector Hernandez, IBM, Miami
May 11	Chapter Meeting	Holiday Inn Select - Vanderbilt	Blogging for Business, Rex Hammock Hammock Publishing

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.**

WELCOME TO OUR NEW MEMBERS:

Mike Alleyne
758 Overbrook Point Court
Brentwood, TN 37027
E-mail: malleyne@comcast.net

Tom Clark
District Sales Manager
Fujifilm Recording Media Div
1517 Cabot Dr
Franklin, TN 37064
E-Mail Tom_Clark@fugifilm.com

Jerry Chandler
CEET Instructor
ITT Technical Institute
157 Brook's Cove
Atoka, TN 38004
E-Mail JWChandler@itt-tech.edu

WELCOME TO AITP!

Please send any changes to :

Joan Julius, Membership Director
Joan.Julius@cgi.com
CGI Information Systems & Management Consulting, Inc.

Promote your Company's Products or Services

The Printout

(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 information!   367-7068

PROJECT MANAGEMENT TRAINING - CONCEPTS OR TOOLS ?

Project management training is a necessity today. Management has begun to understand that computer projects can have a major impact on the organization. Part of this realization has been due to the Year 2000 Problem. The Y2K situation is different from other computer projects in that it has an external determined completion date. The fact that the completion date is not flexible, and there is the risk of being put out of business, compound the problem.

In addition to the Y2K problem more computer projects today involve how an organization operates its business. Computer projects are no longer mechanization of a manual operation or a conversion to a larger computer.

Management looks at major projects and is concerned that the past history of completing computer projects on target has not been good. The management concern then becomes questions of how to improve project performance. A frequent answer is to install a project management software tool. One of the most popular tools is Microsoft's Project.

Microsoft's Project package, as well as packages from other vendors, will prepare GANTT charts and PERT networks, calculate the critical path and slack times, level resources, print reports, and generally do everything you ever wanted on project control. The tool will give you blinking lights on the screen and print graphics and charts in splendid color. These packages are reasonably complete and are complex.

Does the management decision to install a project control tool solve all the problems of managing projects? Unfortunately the forced installation of a complex software package may create additional problems. Many organizations have found that their project people are not ready for such a tool. Project teams have to stop and learn to use the tool. Some project teams have abandoned the use of a project control package, with or without the approval or knowledge of management, after spending valuable project time trying to learn a package and applying it to their project needs.

The bigger question in installing a project control package is whether the project team understands the basic concepts of project management and control. Without understanding the concepts, a fool with a tool is still a fool. If project team members and leaders do not understand what the critical path means and how it can change, or what can be done with slack time, giving the team a tool that calculates the critical path and slack time by task in microseconds does little good for the project.

We should step back for a moment and consider the varied aspects of project management. Managing a project involves many areas including estimating tasks, evaluating alternatives, selecting and controlling vendors or other suppliers, establishing goals and milestones, managing people, dealing with Users and management, communicating with everyone, and making the changes required to bring the project in on time, within budget, and with the right deliverable. Using a project control package such as Microsoft Project helps in several ways, especially in the communication areas. Unfortunately the package does not define tasks, determine who is qualified to perform which task, estimate task length, determine task relationships, or establish User reviews to insure quality of work.

Your project teams and team leaders should be given training in project management concepts before they are given a project control tool. This includes experienced staff who have probably learned on-the-job to manage projects.

Project management training in itself is a good investment. A three-day project management and control concepts course should result in saving several times that number of days in projects over the next year. We believe that training pays rather then costs.

This article was written by Paul R. Saunders. Paul is President of the Saunders Systems Training Corporation. He can be reached at 615-367-1717 or Paul@SaundersSystems.com for questions or comments.

AITP New Member Spotlight: Tom Clark

This months New Member Spotlight features Tom Clark. Tom is a District Sales Manager for Fujifilm Recording Media Division. Fuji provides Data Center Storage Products and Services, and Professional Video Products. They have been in business for 72 years. With their U.S. headquarters located in Valhalla, New York, Fuji employs 75,000 people worldwide and has 223 consolidated subsidiaries. According to Tom, "Fujifilm has a great story to tell with lots of Value Added products and services."

Tom earned his BE in Materials Science from Vanderbilt University. As a District Manager for Fuji, his territory includes Alabama, Mississippi, Tennessee, Kentucky, West Virginia and Virginia. The opportunity for employment with Fuji came after brief employment with an Internet Startup company. Tom has been personally associated with the Magnetic Recording Industry for nearly 30 years. Originally from Ohio, he was raised in California and Mexico. Tom and his wife now live in Franklin, Tennessee. Tom joined AITP to network with End-Users. In addition to Nashville, Tom has attended AITP meetings in Birmingham, AL and Richmond, VA. When not traveling the Southeast for Fuji, Tom likes to help his wife with the gardening. They have four grown sons and two dogs.

Welcome to AITP Tom Clark!

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
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meischen@genesco.com

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