

The Nashville Chapter
of
The Association of Information
Technology Professionals

June 2010
Chapter Newsletter

How Our Past Drives Our Future

Our June meeting is about an aspect of Information Technology that has not had wide publicity. We are talking about Building Integration and fully integrated systems for all areas of building construction and maintenance. Past events have driven many changes in integrated building design.

Our speaker is Clark M. Druesedow who is presently a Buyer with Nissan North America, Inc. Clark, however, spent 28 years with Verizon Wireless and General Telephone and Electronics (GTE was merged into Verizon in 1999) as Manager – Real Estate and Senior Engineer – Land and Building. Clark has years of experience as a project manager in many types of building construction – from concept to final completion. Clark is presently assigned to the Nissan Electric Vehicle Capital Investment Team. Nissan made news recently announcing their construction of a battery plant for electric vehicles.

Clark will discuss building integration and why smarter building systems integration is needed. He will tell us how past experience drives the need for future integrated systems. Clark will give us several examples of past experiences such as the Richmond fire that have led to changes.

Clark will outline the need for a database that provides monitoring and reporting, not only of building design and construction but also the installation of power and distribution equipment,

HVAC, computer equipment, lighting, furniture, maintenance requirements, and everything else it takes to operate a business. The database should be one system, fully integrated, and provide reports that are easy to generate. It should also provide ease and accuracy of input and be relatively fast.

Clark will include some discussion on the Nissan robotic manufacturing and how/why a fully integrated systems needs to talk/listen to the robots.



Clark has a B.S. degree in Construction Contract Management from Purdue University. He also has A.S. degrees from Purdue in Supervision and Architectural Technology. Clark is a Certified Facility Manager (CFM) and active in the International Facilities Management Association (IFMA). He is the current President of

the IFMA Chapter in Nashville and Past President of the Fort Wayne, IN Chapter of IFMA.

Clark and his wife Margaret live in the South Nashville area and have been in Nashville about four years. They previously lived in Chicago, but were originally from Fort Wayne, IN. They enjoy traveling with the condition that the travel includes an ocean view. Clark enjoys woodworking as a hobby.

Come to our June meeting and learn about the IT needs in building systems integration.

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AITP
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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.

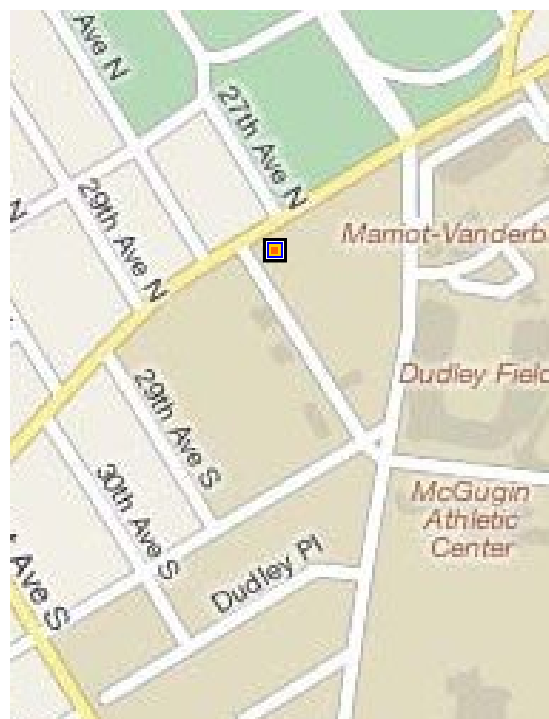
Since the Chapter pays for reserved meals, No Shows will be billed at the reservation price of \$20.00 for Members, and \$30.00 for Guests.

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

June Chapter Meeting

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



President's Message



May's program was given by Bill Vance of Waller, Lansden, Dortch & Davis, a Nashville law firm.

Bill's presentation was entitled Remote Office Connectivity. Anyone involved with providing remote access to home office computers and systems knows the challenges, even today in our connected society in doing so in a reliable and cost effective manner. Bill begun by taking us down memory lane recalling some of the early technologies he used at the beginning of his career for remote connectivity. This provided us all with a good frame of reference in understanding how far the technology has come over the years. Bill detailed the three basic choices for remote access. Server based (terminal services, Citrix), VPN and Web Based. He carefully navigated us thorough the pros and cons of each approach. He then asked the rhetorical question, which of these does Waller Lansden use? The answer as one might guess is 'all of the above'. Depending on the specific need Waller Lansden utilize Citrix solutions where server based solutions make the most sense. They also use VPN for remote access to physical desktops within their facilities using IP-Sec security to ensure confidential access. Applications such as casual email access, time entry applications and some specific legal applications lend themselves to a web-based approach.

Reading between the lines, Bill's message is that these technologies are constantly changing and the use of the appropriate technology on a case-by-case is the best approach. One cannot simply bet the farm on a single technology and expect to meet all needs equally; one size does not fit all. Waller Lansden's multi-faceted approach to remote connectivity ensures they have the ability to adapt to changing business needs and technological advances as they occur. Advancements are constantly occurring and Bill sees some new technologies that have emerged that will be utilized now or in the near future. Technologies such as Unified communications, smartphones, new types of devices like the iPad and low cost video conferencing all of which Waller Lansden are piloting the use of in their organization.

The flood of 2010

The business and physical landscape of Nashville took a body blow as biblical downpours fell on us for 2 straight days. Less than a month later only two main attractions remain closed in Nashville, the Schermerhorn Symphony Center downtown and the Gaylord Opryland complex at Two Rivers. The greatest tragedy isn't the damage to the fabric of the city, but the 20 lost lives of flood victims. Please join me in remembering and praying for the victims and their families.



Vietnam Veterans Blvd looking towards Hendersonville from Rivergate Mall

I look forward to seeing you all again in June for another exciting and informative program.

JP White
President, AITP Nashville Chapter
<http://www.aitpnashville.org>

AITP Article

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 list 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 “mini” article was submitted by AITP member Paul Saunders. If you have an article appropriate for the AITP Newsletter, please forward it to Robert Wright, Newsletter Editor.

Calendar of Upcoming Events 2010

AITP Calendar of Upcoming Events - 2010

Date	Event	Location	Information
June 10	Chapter Meeting	Holiday Inn Vanderbilt	How Our Past Drives Our Future, Clark Druessedow, Nissan North America, Inc.
June 14	Flag Day	U.S.A.	Show Your Colors
July 4	Independence Day	U.S.A.	Be Careful – Fireworks
July 8	Chapter Meeting	Holiday Inn Vanderbilt	TBA

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.



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Resume Tips: Five Ways to Grab Employers' Attention

With today's level of competition for good jobs your resume has got only one chance to make a great first impression. Here are five strategies for transforming a blah document into a WOW resume that will get employers calling you.

1. Keep your focus clear and to the point.

In the past job seekers have used an objective statement at the top of their resume to indicate their employment interest. At the speed that recruiters take in viewing resumes, a wordy objective statement just doesn't get the job done. Instead, write a short summary that clearly illustrates your career focus. Your statement should include your profession, how long you've done it and your particular areas of expertise. For example:

Senior purchasing professions with 10 years' procurement expertise in: strategic sourcing, contract negotiation, financial analysis, strategic planning, leadership, contract law and process improvement.

Remember, keep your focus clear and make sure that everything following in your resume relates to your focus.

2. Stuff your resume with key words.

The more key words you use the more frequently your resume will show up in online searches like LinkedIn, TheLadders and CareerBuilder, etc.. Additionally, employer resume data bases also use key words to query for qualifying candidates. Without appropriate key words your resume will be electronically ignored.

A good way to make sure your resume is full of key words is to check it against job postings. As much as you can, match up your terminology with what you find in job postings.

3. Keep your resume reader-friendly.

Nothing gets ignored like a resume full of lengthy blocks of text. Resume screeners need to be able to absorb your information quickly. Leave out extraneous details so that key facts show up easily. Separate blocks of text into smaller easy-to-digest snippets of information. Use white space to separate bullet points so that each stand out. Be sure that your font size is readable: nothing smaller than 11 point.

4. Include plenty of accomplishments.

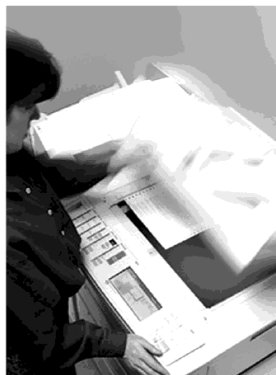
Stand out from the crowd with accomplishments that show how you solve universal problems such as saving time, cutting costs, improving performance and increasing customer satisfaction. Your accomplishments should stand out on your resume in bullets separate from your responsibilities. Don't make the common mistake of combining responsibilities and accomplishments in a long list of bullets. List your responsibilities in a small block of text and your accomplishments in bullet form following.

5. Get your best information on page one.

If you can't grab their attention on page one they won't read the wonderful things you've got on page two or three. This presents a problem for those who experienced their most productive work five or more years back. The solution is to use the hybrid resume format that allows you to create a highlight of accomplishments section at the top of page one. This area of your resume is reserved for the best examples of your work. The accomplishments you include should illustrate the key transferable skills needed for the position you are interested in.

Don't delay in implementing these resume changes. Employers are waiting for you with opportunities for a better career and a better life.

~~~~~  
Deborah Walker, Certified Career Management Coach  
Read more career tips and see sample resumes at:  
[www.AlphaAdvantage.com](http://www.AlphaAdvantage.com)



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You can find us in the Group Directory. If you have a question, please contact Walker Morrow at **[wmorrow@laserone.com](mailto:wmorrow@laserone.com)**

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Contact Mike Eischen for more information! 367-7068

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June 2010



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