



**Association of Information Technology Professionals
Long Island Chapter**

"Home of the Educated IT Professional"

Fourth Quarter 2008 Newsletter

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Letter from the President
Letter from the President- 4th Quarter 2008



As we see 2008 end, we look ahead with hope to what 2009 will hold for all of us in the IT industry. We have been fortunate over the past year to have learned about the real strength that The Metro New York area and especially Long Island hold within the IT field. We are now considered the largest area in the country for IT skill sets and positions. Could 2009 be the year that Long Island is finally known by the name “Silicon Island”?

Although the economic crisis occurring in our country is not a time for us to be overly optimistic, I think that we need to feel somewhat positive about the role of IT and how it is helping businesses to run more effectively and efficiently. We will be starting the year off in a good way with our January networking cocktail party and on February 24th, we will be hearing a presentation on

“2009 -Preparing for the Upturn – IT as the Re-defining Engine”. *All of these meetings are put together by our very active Program Committee. Fred Strauss of Polytechnic University/NYU, Andy Weitzberg of Brae Group and Ken McCutcheon of Stafford Associates, are all chairing the upcoming February event. Our pre-meeting cocktail party will be featuring George Bouklas of the Bouklas Group presenting "It's Beyond Information. It's About Relationships. How To Make Your Expectations A Reality."*

We are changing our February meeting location to the Melville Marriott Hotel on Old Walt Whitman Road in Melville. This is a big change for our group, after approximately 50 years at one location, so we hope that you will enjoy the change of location and it will prove to be convenient for all of you. Please make sure that you check out the directions on our website to the new location.

On March 24th we will be meeting to hear a presentation on “Business Compliance”.

Looking forward to seeing all of you in February at our new location at the Melville Marriott!

Sincerely,

Barbara Viola
President, AITP Long Island Chapter
631-630-4640
bviola@viatechsolutions.com
www.aitp-li.org

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Meeting Reviews

October Meeting Review

Project Management Office



Tuesday, October 21, 2008 – Milleridge Cottage, Jericho, NY

At the October meeting, speakers discussed the Project Management Office (**PMO**) and how IT professionals can benefit from it. The session included information about Project Management education and certification, and real life PMO experiences from LI Information Technology leaders. The luncheon meeting was preceded by a pre-meeting workshop featuring members of the Project Management Institute's Long Island Chapter, with hors d'oeuvres and wine tasting sponsored by Hofstra University's Department of Continuing Education. The panel of experts included:

- **Scott Bradley**, Brookhaven National Labs
- **Judy Murrah**, Motorola
- **Paul Sita, Ph.D.**, Innovative IT Consulting

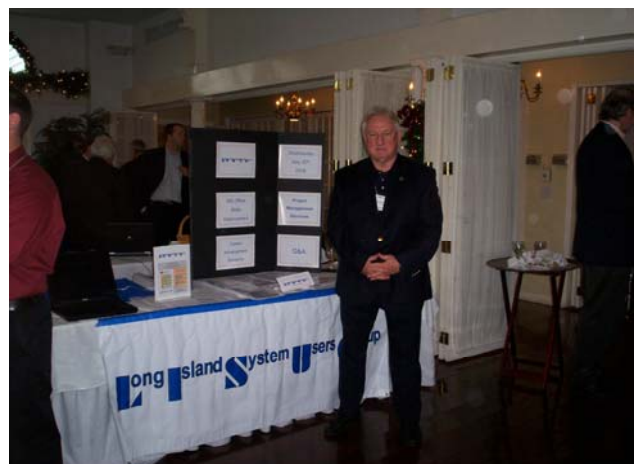
The co-chairs of the event were **Blaine Atkins** from Phoenix House & **Mike Devine** from CIOhelp Group. Thank you to the speakers and organizers and to Hofstra for sponsoring this event.

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November Meeting Review
Annual Technology Showcase

"The Ailing Technology and the Economy:How will it Affect LI's Tech Sector"

Tuesday, November 25, 2008 – Milleridge Cottage, Jericho, NY



The November meeting showcased local technology companies and featured speakers:

- Dr. Pearl Kamer, chief economist of the Long Island Association
- Kevin Hooper, VP TSC Commercial Business Segment, Hewlett Packard
- Dan Finley, Senior Director Business Development, SAP America

Thank you to the organizers and speakers at the successful showcase event.



Member Events

AITP HOLIDAY EVENT 12/6/2008

The December meeting was a social event at GOVERNOR'S COMEDY CLUB in Levittown. Our members shared lots of laugh at this festive and fun gathering.

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Meet the Membership

Introducing Jean Gillman, Vice President of Systems and Technology for Broadridge Financial Solutions, Inc.

(Interviewed by Ellen Tufano, AITP-LI Education Committee Co-chair & Newsletter Co-Editor)



It was my pleasure to interview Jean Gillman, Vice President of Systems and Technology for Broadridge Financial Solutions, Inc., a spin-off of Automatic Data Processing Inc. that focuses on Investor Communications, Securities Processing, and Securities Clearing and Outsourcing solutions for the financial services industry. Jean currently manages a staff of 21 technical professionals. Her team develops applications for electronic, print and hardcopy delivery of regulatory material to investors on behalf of banks, brokers, mutual funds, retirement administrators and insurance providers. Jean joined Automatic Data Processing in mid 2000, with a team of 7 developers. Since then, the Fulfillment business her group supports has grown by over 500%. Jean's group has been

responsible for designing and building several new products during her tenure, which have helped drive revenue and decrease expense. Jean was one of the inventors on the patent application for Broadridge's Intelligent Print solution.

Prior to joining ADP, Jean worked in the travel sector for Cendant, as Program Manager of their Enterprise Data Warehouse initiative, for which she received a Destination Excellence Award from their business partners. Jean held various positions over 14 years at Avis Rent a Car, in roles spanning from Manager of Marketing Automation, to progressive management levels within the Systems Development organization. Jean's educational background includes attending the University of Connecticut bachelors program for Business Management; programmer training at Grumman Data Systems Institute; and Computer Science courses at Long Island University. She stated that her first full time position after graduation was at a local bank, where it became apparent to her that there were very limited opportunities for advancement, and there were virtually no women in middle to senior management. This led her to reevaluate her

career goals and enroll in the Grumman accelerated program. The technical training enabled her to obtain her first position as a Junior Programmer. The business management background from UCONN was also useful, as she advanced into supervisory roles.

Jean's recommendations for success in the IT field include technical certification programs, as well as PMI certification, on top of degreed programs, all of which can give a job seeker an edge over other candidates. She highly encourages diverse candidates, women and minorities to consider science and technology, as enrollment over the last 10-20 years has dropped dramatically and this can only open up opportunity for those who choose this path. She recommends that college students be aware that some hiring managers will ask for your GPA and may favor students who graduate with honors such as Magna or Summa Cum Laude. Finally, she suggests the use of internships as a way to determine if the path you have chosen is something you like to do. Finding this out during summer break is better than going through four years and then discovering a field is not for you. Be willing to reevaluate and adjust as you go along.

In addition to membership in the Long Island chapter of AITP, Jean is a member of the Women's Bond Club. She believes that diverse candidates add tremendous value to the workplace, and demonstrates her support by participating in mentoring, diversity, Management Trainee, and internship programs. Jean feels that building a successful "performance" team starts with hiring the right people, and is proud to have personally connected over a dozen talented individuals to roles at Broadridge. For the past two years, Broadridge was selected as one of the 30 to 40 Best Companies to work for in New York.

In 2005, Jean was one of five founders of the Support Our Autism Rainbow (SOAR) Foundation, a 501c3 not for profit, whose mission is to fund and operate programs for children with autism in the critical areas of social and life skills. Jean served as VP on the Board of Directors until 2007, and has continued as an active member. The foundation is run solely by parent volunteers, so 100% of funds raised are used towards operating Social Development programs, Autism Awareness seminars and sponsoring keynote speakers for students and parents in western Suffolk County. She served on a Parents of Autism Panel for college students at C.W. Post in the Special Education masters program. Jean has been happily married for fourteen years, and has two daughters, the younger of whom has developmental disabilities.

NOTE: "Meet the Membership" articles are reviewed and approved by interviewees prior to publication.

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Members & Member Companies in the News

Westbury Schools Introduce Innovative Technology-Based Education to Special Elementary Students

This article submitted by Walter Ebe of Game Builders Academy.

Westbury Public Schools has introduced innovative teaching techniques in its elementary school curriculum to help students retain and appreciate the value of academic basics like science, math, engineering and technology. Two special technology programs are currently underway in this Long Island school district. At the Drexel Avenue School in Westbury, a class of 5th graders, comprised of students from both the Gifted and Talented Program and the Special Education Program, recently began a ten-week program in Robotics. Once a week for two hours, these 24 students, working in teams of two, design, build and program their own LEGO robots from scratch. The students apply their mathematics, engineering and technology skills in an educational and enjoyable manner. In early observation, the effects of matching a student from the Gifted Program together with a student from the Special Ed program have been extremely positive.

At Westbury's Powell's Lane School, a group of twelve 4th graders from the Special Ed Program have been applying their basic math, science, literacy, art and technology skills – as well as logical and critical thinking skills – all while doing something they enjoy: *creating their own video games*. Students are learning, applying what they learn, and having fun doing it.

The concept for instituting both of these programs originated from Dr. Marjorie Toran, the Director of Special Education and Special Services for the Westbury School District, working with Game Builders Academy, a STEMbased educational services and products provider of innovative, technology-based instruction. Reports indicate that computer and video games have the potential to increase student engagement in science and engineering, as well as teach important concepts. Robotics programs make it possible for the students to practice and learn many necessary skills, like collaboration, cognitive skills, self-confidence, perception, and spatial understanding.

Achieve IT Solutions Offers a Series of SAP Business One Web Seminars

Achieve IT Solutions of Commack is offering a webinar on SAP Business One for project and service companies on February 4, 2009 at 11:30 am. The seminar will offer information on managing projects and services in real time with SAP Business One. To register, visit www.achieveits.com or email Neil Swanson at nswanson@achieveits.com.

Donnelly and Moore Corporation Has New Sales Director

Donnelly & Moore Corporation has announced that Mike Devine (formerly of the CIOhelp Group, PricewaterhouseCoopers, and Coopers & Lybrand) has joined the firm in the position of Sales Director. Mike's experience in marketing and delivering professional technical services positions him to expertly capture and define client

requirements. Mike is very active in several NYC metro area professional IT organizations including the Association of Information Technology Professionals (AITP), the Long Island Systems User Group (LISUG), and the Project Management Institute (PMI). Mr. Devine is also a frequent lecturer and presenter at local colleges and universities promoting careers in Information Technology.

SAP, PAETEC, and Tatum LLC Offer Business Strategy Seminar

A seminar titled GROWTH STRATEGIES IN A CHALLENGING ECONOMY is being offered by SAP, PAETEC and Tatum LLC on February 11 from 8 to 10 am at the Courtyard by Marriott, Republic Airport Plaza in Farmingdale. To register, visit http://www28.sap.com/mk/get/PAETEC_REG?SOURCEID=1. For more information, contact Nanette Lazina nanette.lazina@sap.com.

Two Long Island Firms Partner to Create Jobs for U.S. Workers

This article submitted by Brian Greene of LloydIT.

In an economy where job cuts are increasing, MedSave USA has contracted with LloydIT (Lloyd Staffing) to generate employment opportunities for Medical Records Retrieval Technicians. MedSave, one of the nation's leading providers of medical record retrieval services and cost containment is tapping into Lloyd's talent database in order to provide support services to national health plans requiring large volumes of patient medical records. This is a new service line that complements the well established service lines in the legal and insurance communities. Both MedSave and Lloyd Staffing offer clients strategic business solutions for reducing costs, increasing operational efficiency and improving quality control. Within the Long Island marketplace, more than 20 temporary associates have already been assigned to handle information coming in from the field representatives.

MedSave USA is a health and legal support services company, headquartered in Hauppauge, New York. Lloyd Staffing is headquartered in Melville, NY. The company brings together job candidates and employers in a variety of fields including Information Technology, Sales, Accounting, Office Administration, Supply Chain and Strategic Leadership. The American Staffing Association announced in October that Lloyd Staffing was a recipient of the first ASA Care Award for corporate social responsibility in the midsize staffing firm category (\$15 million-\$100 million in annual sales). These national awards recognize outstanding corporate social responsibility initiatives—business processes that produce an overall positive effect on society—among ASA member companies and affiliated chapters.

Member Articles

If you are an AITP-LI member and you have an interesting technology topic, promotion, achievement, or speaking engagement that you'd like to publicize, we would love to include it in the next issue of your AITP-LI monthly newsletter!

Articles must not exceed 800 words. Authors and submitters must be clearly identified. Advertising is prohibited. Newsletter articles will be edited. Please email submissions to Richard Scorce (richardscorce@hotmail.com) or Ellen Tufano (tufanoe@stjohns.edu).

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Technology in the News

Google Announces Version 2 of its New Web Browser



E-Week, in its Jan. 12, 2009 issue, covered Google's new developer's release of its Chrome Web browser in the following article:

"Less than one month after Google released Version 1.0 of its [Google Chrome Web browser](#), the company is providing an early peek at what Version 2.0 of Chrome will offer.

On Jan. 8 a developer's release (which is basically pre-beta) of Chrome 2.0 became available from Google. Most of the new features and changes are fairly modest and in many cases simply add capabilities that are already found in other browsers. If this is all that the final version of Chrome 2.0 will offer, then it will be more in line with point releases from competing browsers rather than a big, full new version release. However, I expect that when Google Chrome 2.0 is eventually fully released there will be more new features and capabilities than are showcased in the current release."

Computerworld Worldwide Survey of IT Pros

In its January 19th issue, Computerworld presented the results of its worldwide survey of IT professionals which addressed the question "Who are you?". Some of the findings:

- 51% of us said that company politics get in the way of decision making
- 40% replied that they spend more time putting out fires than setting strategy
- 37% said that acquired technology doesn't work as promised

On the more positive side:

- 32% feel enthusiastic when things are going well at work
- 22% feel in control
- 19% feel validated

Some of the less quantifiable findings:

- Hotel California is a favorite among IT pros
- The Harry Potter books and The World Is Flat are the popular books
- Preferred TV channels are The History Channel, CNN and ESPN

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AITP-LI CHAPTER MEMBERSHIP REPORT

(Contributed by Ken Mole and Blaine Atkins, AITP-LI Executive Board Members & Co-Chair - Membership Committee)

Announcing New Member Incentive Program Think there's no such thing as a free lunch? Think again.

AITP-LI is now one of the largest chapters in the national AITP organization. Our goal is to become the largest chapter in 2009. In this regard, we are announcing a New Member Incentive Program. At the January meeting we will announce an initiative whereby an existing member can receive a free regular luncheon meeting for each new member that joins as a result of his/her referral. The program will be in effect until the date of the AITP-LI May meeting. All "free meeting" passes would be required to be used in 2009. There will be no limit to the number of free meetings a current member can earn. We are asking all our current AITP-LI members to participate in this program for the benefit of our chapter.

AITP-LI Welcomes New 4th Quarter 2008 Corporate and Individual Members

We Extend a Hearty Welcome To Our New and Renewing Members. As of mid-January our Chapter has 216 members and 13 Corporate Members. We are one of the largest chapters in the United States and our goal is to become the largest in 2009. We will be announcing shortly a membership incentive program wherein we will give free admission to a regular luncheon meeting to any current member who recommends someone who subsequently becomes a member. Details to follow.



New Members since our last Newsletter include:

Michael Bielawski ----- SAVVIS
William Bradley ----- Brookhaven National Laboratory
Steven Fernandez ----- Liberty Mutual
Howard Fritz -----
Errol Gaznabbi ----- Bohler Engineering
Michael Gencarelli ----- nGeneYes, Inc.
Gasper Ilasi ----- NnG Consulting
Susan Johns -----
Michael Kravetz -----
Steve Krogman -----
Elizabeth LaBarbera ----- ClearVision Optical
Nanette Lazina ----- SAP Business by Design
Dan Lunde ----- LIDARC
Nicholas Lydakakis -----
Jill Meadow ----- Broadview Networks

Lewis Merle ----- JPMorgan Chase
Karen Oaks ----- Stony Brook University
Lorraine Rizzuto ----- Girl Scouts of Nassau County
Bryan Rojas ----- New York Islanders
Jose Santiago ----- SAVVIS
Steven Scheitel ----- CTG Solutions
Diana Schrage ----- Cusom Computer Specialists, Inc.
Doris Schwartzblat -----
David Watts ----- Computer Evolution
Stacy Zager ----- Briarcliffe College

We appreciate your support of AITP-LI's mission and hope you will take advantage of the educational and leadership opportunities provided by chapter activities.

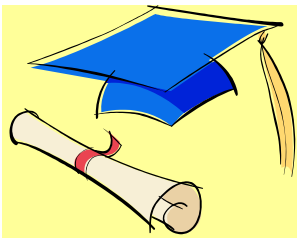
Important Message to AITP-LI Members

All AITP members are requested to review their contact information on the www.aitp-li.org web site. This is the only mechanism we have to keep you informed, so please take a minute to sign onto the site and check your data. If you have any problems please feel free to contact Ken Mole (kenmole@aol.com). The updated data you provide will be useful to you and our local chapter.

*For information on the benefits of AITP membership, please contact:
Ken Mole (kenmole@aol.com) - AITP-LI Executive Board, Membership Committee Co-Chair
Blaine Atkins (batkins@optonline.net) - AITP-LI Executive Board, Membership Committee Co-Chair*

“Members working together make a better membership!”

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Education Report



Education News – Training – Internships – Scholarships

(Contributed by Ellen Tufano and Richard Scorce, AITP-LI Executive Board Members & Education Committee Co-Chairs)

Internships – Help Us Find Internships For LI College Students

AITP-LI serves as an internship coordinator between member companies and the colleges and universities on Long Island. The Education Committee of the AITP-LI Chapter is seeking information regarding internship positions in the Computer Science/Information Technology fields, available at local companies. We will include the information in our newsletter and forward it to our academic institutional members who may have qualified students to fill these positions. If your company needs a college intern, access the Internship Form at <http://www.aitp-li.org/news/internships.doc>. Email the completed form to Ellen Tufano, co-chair of AITP's Education Committee (tufanoe@stjohns.edu).

Scholarships – Submission Deadline for 2009

The deadline for submission of Scholarship Applications for 2009 is April 17, 2009. For 2008 our AITP-LI chapter awarded seven \$500 scholarships for a total of \$3,500 to some very deserving students. This year we are in the process of enhancing the scholarship form and the process itself to make it easier for our members to apply. Keep any eye on our web site and your e-mail for more information regarding the new 2009 Scholarship application and process.

Colleges Offering More "Service Learning" Projects in Their Computer Science Courses

Many universities and colleges across the country are substituting a new type of project in their Computer Science courses to take the place of instructor designed assignments. The "service learning" type of project is a real life project where the Computer Science class (Software Engineering, Database Management Systems, Systems Analysis, for example) assists a needy organization such as a small to modest sized non-profit organization with their computer automation needs. A Database class might convert a myriad of unrelated Excel spreadsheets into a cohesive relational database. The non-profit

gains from having some of their IT needs fulfilled at virtually no cost and the students gain from experiencing real life interactions with a user.

There are some potential drawbacks to be managed. The non-profit typically becomes dependent upon the educational institution for some of its IT needs so the institution must be prepared to support them. Also the instructor now doubles as a Project Manager and should possess those related skills and experiences. It becomes critically important to select a modest sized and technically feasible project that is a good fit for both the non-profit and the students.

Students involved in these "service learning" projects tend to be very enthusiastic and heavily involved. They especially welcome the interface with a "live" user. Instructors also acquire a sense of accomplishment since, through their efforts, a service was performed for a needy organization.

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Richard Scorce

Notes from the Editors



Ellen Tufano

Membership Continues to Grow - Meeting Format Expanded

Our chapter has 216 members as of mid-January and we have become the second largest chapter in the nation. A new incentive program will reward members with a free lunch (yes, there is such a thing) if they recommend someone who becomes a member. Chicago chapter don't look behind because we are gaining on you.

In order to allow more time for networking and the sharing of information, many of our regular meetings have been expanded to allow for an extra hour before the regular noon starting time as well as another hour (usually 2 to 3PM) after the luncheon. Response from our members has been very positive regarding these additional time periods where they found more time to circulate and hold discussions with other members.

Quote of the Month



Treat your password like your toothbrush. Don't let anybody else use it, and get a new one every six months.

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- Clifford Stoll, computer scientist and author

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2009 Calendar of Future Events Membership Meetings

Date	Event	
Jan 22, 2009	Cocktail party –The Northport Yacht Club Dave Kotowski, NY Islanders “Differentiating Yourself in Today’s Business” & business Networking.	
Feb 24, 2009	“2009 -Preparing for the Upturn – IT as the Re-defining Engine” – George Bouklas of the Bouklas Group presenting "It's Beyond Information. It's About Relationships. How To Make Your Expectations A Reality."	
March 24, 2009	“Business Compliance”	
April 21, 2009	“Operational Efficiencies”	
May 19, 2009	Annual CIO Panel Pre-meeting - Education and Business summit, “Skill Sets in Demand”	
June 19, 2009	Annual Boat Trip–Web 2.0	
July, 2009	No meeting planned	
Aug, 2009	No meeting planned	
Sept 22, 2009	“Cyber Security”, "Tools for Cyber Security”	
Oct 20, 2009	”How the Greening of IT can be cost Effective” “Software as a Service”	Pre-Meeting –
Nov 17, 2009	Annual Technology Showcase – Dr. Kamer etc.	
Dec 5, 2009	Holiday Event	

2009 Board Meetings*

January 13th

February 3rd

March 3rd

April 7th

May 5th

June 2nd

September 1st

October 6th

November 3rd

*All meetings 11:30 am - 1 pm

Members Working Together for a Better AITP- LI

HELP WANTED!

AITP-LI Needs You! As a non-profit association, AITP-LI relies on its member volunteers to build or enhance programs that benefit all AITP-LI members. You can further the IT profession while enhancing your own skills by taking part in work groups or committees. You can discover many opportunities to share your talent and expertise, while networking and building new relationships. By participating on a committee, you can form new alliances while gaining experience that could improve your performance on your job and enhance your resume. Contact your chapter leaders about opportunities in your local community. If you want to help to build a better AITP-LI, and you have skills that you believe are needed in our chapter, please contact Barbara Viola, AITP-LI President, at (bviola@viotechsolutions.com).

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Member Companies

Achieve IT Solutions
Acupath Laboratories, Inc.
Adecco
Adelphi University *
Array Networks
Arrow Electronics, Inc.
Astoria Federal Savings *
Automobile Club of New York
Bank of Smithtown

BlackRock, Inc.
Bohler Engineering
Bowne Management
Systems, Inc.
BRAE Group, Inc.
Briarcliffe College
**Broadridge Financial
Solutions ***
Broadview Networks
Brookhaven National
Laboratory
Cablevision Systems
Corporation
Capricorn Consulting Inc
Casey Systems

CCP Solutions, LLC.
CCSI Inc
CIOZone.com

Citibank

ClearVision Optical
CompanyName

Computer Associates
Computer Evolution
Contemporary Computer
Services, Inc.
Correctnet, Inc.
CSDNET, Inc.
**Custom Computer
Specialists, Inc ***
CW Post, Long Island
University
Cypress Communications
Delta Computer Group
Donnelly & Moore Corp.
DX Corporation
Eagle One Consulting
EMC

EMQUE CONSULTANTS,
INC.
ePlus
Farmingdale State College
First Data Corp
FirstCall iT, Inc.
Fortunoff
Game Builders Academy
Geneva Consulting Group
George Weston Bakeries

Girl Scouts of Nassau County
Group Health Inc.

Henry Schein, Inc. *
Hewlett Packard
Hofstra University *

*Honeywell Life Safety
IAC/InterActiveCorp

IBM

Innovative IT Consulting
Invision.com Inc.
JPMorgan Chase
Juvenile Diabetes Research
Foundation
Kemp Technologies
Kimco Realty Corporation
LaGuardia Community
College

Liberty Mutual
Lloyd Staffing *
Long Island Data &
Recovery Center (LIDARC)
Long Island Univeristy

M&P Systems
MindSHIFT *
Motorola

Network Mapping Associates

Network Outsource
New York Islanders
Newsday, Inc.
nGeneYes, Inc.
NnG Consulting
Nortel
Northrop Grumman IT

Optimal Software
Development
OSI Pharmaceuticals *
Paradigm Systems Integration
Phoenix House Foundation
Polycom
Polytechnic University
Prevalent Networks
Psion Teklogix
Publishers Clearing House
Rapid Access Communication
Enterprises, Inc.
SAP Business By Design

SAVVIS
SCCO
Servinskas Career Coaches

SII
SITA

SL Com, Inc.

Slomins Inc.
Speco Technologies
SR Consulting Service, LLC

St John's University *
St. George's University
Stafford Associates

Star Multi Care Services, Inc.
Stevens Institute of
Technology
Stony Brook University

Suffolk County Clerk
Suffolk County National Bank

SureData Corporation
Symantec *
Technology Monitoring, Inc.

TEKsystems

The Long Island Rail Road
The NPJ Group, Inc.
TMP Worldwide
Total Computer Group
Total Systems Education, Ltd.
Total Telecom Solutions, LLC
Trine Aspects Ltd

Emerson Network Power
Empire National Bank

NYRA

TSR Consulting Services, Inc.
Uni-Data & Communications
Viotech Solutions, Inc.

****Corporate / Institutional Members***

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