Business Analytics in 2015

Upgrading to IP Video Surveillance
Leadership Award Nominations

By: Ann Gallaher, COO, Technology First

Again, this year Technology First will hold its second Leadership Awards dinner on May 14, 2015 at the University of Dayton Flight Deck. If you remember from last year, the Technology First Leadership award recognizes the contribution of information technology professionals ensuring a vibrant Dayton community. Recognizing Individuals and Teams exemplifying Technology First Values: creating a community to share knowledge, grow business, and explore the future.

There will be one major change this year in that the planning committee wanted to recognize emerging technology talent at the college and university level. This year we are looking for student teams working on senior capstone projects in area businesses. If your company is hosting a UD, WSU, Sinclair or other local college team and think they should be recognized in the community please nominate them!

Another new category will be recognizing innovation in the workplace. This could be an internal project lead by the IT department or a customer project lead by an IT services company. How has your company taken a technological leap to improve your business function?

The 2015 categories include:

Emerging Technology Team
An IT college student team that exhibited excellence while delivering a capstone project.

Outstanding Technology Team
An IT department that has impacted the efficiency, productivity, and performance of their company.

Innovative Technology Team
An IT company or IT department that has designed and implemented an innovative use of technology.

Best IT Services Company
An IT company that has increased its investment in the Dayton region through revenue, jobs, or capacity.

IT Executive of the Year
A senior level professional responsible for influencing progress and developing teams through leadership excellence.

Nominating an individual and team only takes a minute. We just want to know why you think they should be nominated for the award. Please have their contact information ready when you nominate them at http://bit.ly/1JOGfzB.

See you on the 14th!

Do you want a blog site where everyone knows your name?

Technology First’s blog features members of Dayton’s IT community commenting and linking to posts that they find valuable. There are several new posts every week. Other ways that our community is getting interactive is our Twitter account @technologyfirst and our LinkedIn group.

If you would like to contribute to this blog, please contact Ann Gallaher at agallaher@technologyfirst.org.
# Events

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<th>Time</th>
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<td>7:45–8:30</td>
<td>Registration and Breakfast</td>
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<td>8:30–9:30</td>
<td><strong>BREAKFAST KEYNOTE:</strong>&lt;br&gt;<strong>A Logical Leap — How Modern Cyber Attacks Threaten our Physical Safety</strong>&lt;br&gt;Waylon Krush, CISSP, CISA, CAP, CEO, Lunarline, Inc&lt;br&gt;Charity Auditorium</td>
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<td>Room # 131 120 127 116</td>
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<td>9:45–10:45</td>
<td>A Risk-based Approach to Identity Management&lt;br&gt;Kampmann, Gartner</td>
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<td>Compliance vs. Security — How to Build a Secure Compliance Program&lt;br&gt;Foresman, Rook Security</td>
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<td>A Gentle Introduction into Quantum Key Distribution Technology&lt;br&gt;Grimaila, AFIT</td>
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<td>A Detailed Break Down of a Data Breach&lt;br&gt;McGladrey</td>
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<td>10:45–11:10</td>
<td>Networking and Exhibition Time</td>
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<td><strong>LUNCH KEYNOTE:</strong>&lt;br&gt;<strong>Changing Security Laws — Federal and International Legislation</strong>&lt;br&gt;John S. Bommer Jr., Former Director, Cyberspace Professional Continuing Education, Center For Cyberspace Research Air Force Institute Of Technology&lt;br&gt;Charity Auditorium&lt;br&gt;Presentation from 12:30 to 1:15 pm</td>
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<td>1:45–2:45</td>
<td>Insurance Coverage for Privacy and Data Breaches — Hot Topics and Critical Issues&lt;br&gt;Taft - Wagner</td>
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<td>Does Anyone Remember Enterprise Security Architecture?&lt;br&gt;Brockway, Black Box</td>
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<td>Cyber Tradecraft or Espionage?&lt;br&gt;Booz Allen Hamilton</td>
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<td>3:00–4:00</td>
<td>Building Better Business Cases with Quantitative Risk Analysis&lt;br&gt;Garcia, HealthGuard</td>
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<td>The Physical Security Evolution: Bridging the Divide between Facilities Management and IT&lt;br&gt;Blair, Savvux</td>
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<td>Why Not Trust Your Hardware?&lt;br&gt;O’Hair, ATIC</td>
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<td>4:10–5:00</td>
<td><strong>FINAL KEYNOTE:</strong>&lt;br&gt;<strong>Current Cyber Threats: An Ever Changing Landscape</strong>&lt;br&gt;MSSA Kevin P. Rojek, Squad 13, Cyber Cincinnati Field Office, Federal Bureau Of Investigation&lt;br&gt;Charity Auditorium</td>
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Business Analytics in 2015

By: Dr. Shu Schiller, Wright State University

A few years ago, when it seemed that everyone was riding the hype of big data, experts alerted us that big data was evolution — big data or small data, every organization needs data and the capability to manage them for business insights. When things are evolving, changes happen. Today, “the revolution has begun” (Franks, 2014). The operational analytics that Bill detailed in his book, in my opinion, is the key to data-driven organizations and businesses. The secret to building a data-driven business is to engage everyone (technical and business) with analytics based decision-making. It will take a lot more discussion to explore this topic in depth and I certainly hope that I will be able to write a few more articles on data-driven organizations in the near future. For now, when we welcome the new year of 2015, I would like to share some quick thoughts on the things to watch about business analytics.

Business Analytics. Still the Hottest Job!

The term Data Scientists was created by D. J. Patil (former LinkedIn) and Jeff Hammerbacher (Founder and Chief Scientist of Cloudera) in 2008. In October 2012, Thomas Davenport and D. J. Patil (2012) published the famous article in Harvard Business Review, naming data scientists the sexiest job of the 21st century. Today, this “new breed” of talent is still the hottest in the market. A recent report by Accenture shows that one-third of companies are aggressively using analytics across the entire enterprise and two-thirds have appointed a senior leader of data analytics such as a Chief Data Officer (Accenture, 2013). Others predicted that by 2018, the United States alone may face a 50 to 60% gap in deep analytics talent (McKinsey Global Institute, 2014). When we turn the page to 2015, big data will need 4.4 million jobs globally, only one-third of which is expected to be filled, leaving almost 3 million positions open (Gartner, 2012).

Data Scientists? Build Your Team!

There is no doubt that you will need the next rock star business analyst. The challenge is — they are rare. In October 2014, Dr. Dave Schrader (Teradata, retired) and I gave a talk on How to Train Your Own Data Scientists. We emphasized that the needed skill sets for a successful data scientist is complex, dynamic, and often across different disciplines. For instance, Dice.com and Bigdatajobs.com collect about a dozen job roles such as business/data architect, developer, consultant, visualizer, engineer, etc. under the name of data scientist. The typical interdisciplinary domains of knowledge needed in the daily data scientists’ jobs go across business, computer science, statistics, and increasingly, big data (development and applications).

In addition to hiring the right data scientists, Dave and I proposed to build your TEAM, where each has specialized areas of expertise and together, the team function effectively and seamlessly to ask questions, build theories, test hypotheses, seek patterns, discover insights, and drive business actions. It will take time to train your team (think about the Avengers) but with the right approach and a good plan, you can be successful. One thing to keep in mind is that every organization and business is different. It is the business context that is the most important element for the successful integration of data expertise and domain expertise.

Partner with Higher Education

To answer the challenge of the massive shortage of data analytics skills, academics across the globe have started to launch educational and training programs in various formats and lengths to produce professionals in analytics and big data, many of which integrate business intelligence and analytics in core business curriculum (Gillon et al. 2014; Wixom et al. 2014). In the arena of higher education and in the U.S., there are currently over a hundred graduate programs and a significant number of undergraduate concentrations offered in business and data analytics. The blossoming of these educational programs, to a great degree, will ease the sky-high demand for big data and the considerable shortage of analytics expertise worldwide.

Partnering with higher education can take many different approaches. In addition to degree seeking efforts, companies and businesses can collaborate with universities to create curricula and programs that will produce the most desirable outcomes such as practical and interdisciplinary skills needed for business analytics. Many institutions have required practicum such as internships and capstone projects, which are suitable for deep integration of education and industry practices. Furthermore, universities often can offer resources such as teaching and research labs so students can learn and experiment in a safe environment.

One model of collaboration, to use as an example here, is the DAVE (Data Analytics & Visualization Environment) lab (business.wright.edu/DAVE) to be completed in June 2015 at the Raj Soin College of Business, Wright State University (see the image). Related to the practical aspect, DAVE will become a hub for data analytics training, education, and research that engage students, business partners, and faculty. We will partner with local companies and businesses to integrate curricula with real-world practices that will benefit both partners. In reference to the education, the degree programs offered in the Department of Information Technology First | February 2015 (continued on page 5)
Systems & Supply Chain Management are analytics driven, linking the “learning” with the “doing.” Students will be able to conduct class projects and assist research projects utilizing the technical capabilities of the DAVE lab. Businesses are a key player in this model and will greatly influence what higher education deliver and achieve.

Summary
Looking forward, the landscape of business analytics will be more exciting in 2015. Business analytics are transforming organizations and businesses, in all sizes and in all industries. Companies will need to begin supporting analysts and teams with data, tools, and training to become a true data-driven organization. It is critically important for each of us to identify an effective approach to understand, experiment with, and apply analytics across the entire organization to achieve strategic advantage.

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Visit our websites for more – business.wright.edu/isscm

Reference:
Utilizing mobile apps within your business processes can be extremely beneficial for your company, but, to be successful, you must decide what you want from your applications. The challenge for many companies is without a clear strategy, applications do not truly enable the business to alleviate pain points such as time and expense. Many of these common difficulties can now be automated, making your company perform more efficiently.

For example, in a paper-based environment, it can frequently take over a week to generate a quote for a client. Often, these processes do not truly take a week of work; however, slotting it with other work, circulating it to necessary parties and collecting signatures take valuable time. With today’s technology, a mobile app can create a template, allowing employees to meet with a client, determine their needs and deliver a solution the following day, if not instantly. The time from proposal to closing is expedited, leading to a better success rate.

The importance of integrating apps within your organization is two-fold. First, they introduce more efficiency for your employees, partners and customers; secondly, they allow you to gain more visibility and a better feel of data and business processes instantly, rather than attempting to stay up to date through a paper trail. An effective mobile application strategy helps to refine and streamline processes for employees at all levels within the organization, as well as customers.

A wide variety of mobile apps are currently available for all platforms, both general and industry specific. As technology and capabilities evolve, the depth of potential solutions grows. However, even with explosive growth in the app market, situations still arise when an existing platform is not the optimal solution for your business. Instead of adjusting your processes to fit a general application, the best course of action is to develop an app that is geared to your specific needs.

A popular strategy for developing and implementing an application is following the mobile app development life cycle:

- **Plan** — Utilize consultants and business analysts to determine the vision of your application and potential features, discussing any potential issues or concerns.
- **Build and connect** — Develop your app with client and server input, using enterprise developers to create your application and connect it in a test environment.
- **Test** — Functional and performance testers evaluate your app and determine whether it is meeting your projected needs.
- **Release** — Once testing has concluded and related adjustments are made, the app is released to your audience, with security managers in place to monitor any potential vulnerabilities.
- **Analyze** — After your app has been in use for a determined amount of time, executives and designated app owners evaluate analytics and consider next steps, including adding new functionality.

**Aligning to your business and prioritizing features**

After you have decided to develop your own mobile app, you must fully understand what you want your program to accomplish and what information you want it to include. Identify your inefficient processes and discuss how mobility can help overcome those issues.

When considering your app, it is best to start small and think big. Every company wants an app to assist in all processes; however, at first, look at the entire business to cash cycle and identify weak points where mobility can help. List your specific difficulties and their priority within the organization, planning to integrate processes individually to gauge their success. Whether it is delivering a proposal or a customer signing an invoice, you can utilize mobility to bridge those gaps.

**Developing a prototype**

Before engaging in development, it is important to mock up what you want in your app to get a clear vision of its look and feel. This process helps to fully understand what is possible, how it can be implemented and if it will truly satisfy your needs.

Programs are available to develop a mock app, including the potential features and functionality you desire.

(continued on page 7)
Programs such as Keynotopia demonstrate the concepts and design of your potential app, including desired visual elements, its flow and replicating actions. The program designs a prototype to determine whether your vision is possible, if the interface makes sense and if it is user friendly.

Developing a working model
After approving the features, design and functionality of a prototype, your organization can move forward with the development of a fully functional app. When creating an application, you must decide whether to hire a consultant or utilize existing staff; in actuality, a combination of the two strategies is often an ideal fit. A consultant can help your organization craft the vision of the app, ensuring that it accomplishes established goals, while current IT staff can create the platform using HTML and Java script.

Open source technologies such as PhoneGap and Appcelerator Titanium allow companies to utilize existing IT resources to develop applications that are compatible with all mobile platforms. After you are satisfied with the application's development, it must be sufficiently tested, as described in the mobile app development life cycle. Once you are comfortable with the performance of the platform, it can be released to the general public.

However, after the app is released, the project is not complete. In fact, app development is never truly finished. Security must be constantly monitored to ensure that your data and more importantly, your users are not at risk. Usage metrics and data should be regularly analyzed to see what functions are being used most frequently and what can be improved upon. Discuss new features and functionality that can be added to make your app more engaging to your employees and customers.

Many companies view mobility as a magic wand that will cure all business ills. It is a tool that can significantly benefit your efficiency and increase customer interaction, but you must have a clear plan to determine how it will be integrated into your business. If the wrong steps are taken, and your strategy is ineffective or poses security risks for users, it will swiftly have a negative effect on your brand.

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IO utilizes the latest modular data center technology with pre-integrated DCIM capabilities to deliver the highest performance and security for any Ohio colocation requirement.

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IO.com
There seems to be a great deal of interest these days centered on the topic of how to pay for operational storage. There are a variety of models that can be used to finance an IT capital expenditure, as well as some newer options, so we thought we'd take the opportunity to discuss some of them and the changes we've seen evolving recently.

Traditionally, companies have had to purchase technology with a one-time capital expenditure, but lately we’ve seen a shift to other methods. There is no doubt that it’s a pain point for IT departments to justify a large outlay of cash and get the purchase approved through the proper channels, and this is what’s behind the shift. It’s even more difficult for IT departments to make the case to write a large check for things such as Back-up that don’t play a very visible role in the day-to-day operations of the organization.

Therefore, we’ve seen companies becoming more and more interested in spreading out the cost of the equipment and making monthly payments. Others seem to want a mixture of capital expense plus monthly fees. Typically, some type of contract for a set period of time is put in place.

From a financial standpoint, it makes a lot of sense for companies to divide their technology purchases into much smaller installments. But that approach impacts the technology choices those companies might have available to them. Not all products are available for purchase on a monthly payment plan or subscription service, so if your company wants/needs to adopt that financial strategy, you will be limited as to what you can obtain.

The good news is that it seems as if more and more vendors are starting to offer these types of payment plans, as they see the need and also the loyalty benefits they can achieve by having an ongoing financial relationship with the customer. Think of how we all subsidize our cell phones across our 2 year contract and how that brings with it a strong tie to keep your provider rather than face the payment penalty of opting out early, and you get the idea. Just like people don’t want to have to fork over $500 for a cell phone upfront, companies don’t want to spend a large chunk of money for something like back-up or other technologies. They just want to have the technology and the road to obtaining it is much less rocky when it’s a smaller, recurring expense.

Another advantage of a monthly-installment plan is that the maintenance and upgrades within the contract period are typically handled and financed by the vendor or partner. This aspect helps to further control the cost over the life of the contract and helps the company avoid unexpected payments along the way.

We’re even seeing some variations and newer financial models appearing. In fact, some technology partners can even offer certain products on a rental basis for a set time period. In addition, we’re even seeing some of these organizations bundling hardware, software and maintenance into a monthly subscription model.

Has your company purchased any technology on a monthly payment plan recently? If so, what was your experience?

Dean has designed, implemented and managed solutions around strategic partners and a host of smaller RAID/JBOD vendors to satisfy the storage-related business requirements for a variety of customers.
What Are the Costs of NOT Doing Discovery for Your Web or Mobile Application Development Project?

Simply stated, Discovery is an engagement where we work together with our clients to further refine their vision to gain a clear understanding of application scope and intended functionality. We have previously discussed how Discovery can drastically reduce the costs of web and mobile application development projects; however what we haven't talked about are the costs of NOT conducting Discovery for your web or mobile application development projects. Not conducting Discovery could lead to an incomplete or inaccurate understanding of your own project requirements, inaccurate cost proposals, project cost overruns, and delays in the launch of your product.

Incomplete or Inaccurate Understanding of Your Own Project Requirements

Imagine the prospect of spending thousands of dollars on an idea that you can't articulate to a third party. If you were in the market for a new car would you start by asking the salesman for a motorized vehicle that runs on fossil fuels? Or would you prefer to pick out the make, model, color, interior options, rim and tire sizes, sound system options, etc.? I am guessing you'd say the latter. So why wouldn't you want to provide that same level of detail to your application development team? Having the right process in place (Discovery) where your application development team can ask you the appropriate questions and clarify uncertainties will ultimately provide clarity to both parties. If your explanation of your project is incomplete or inaccurate, you are essentially putting your developer in a position where they are forced to make decisions on your behalf or “guess” what your requirements are without clear direction. This occurs most frequently when clients choose not to be active participants in the process and haven't spent the appropriate time planning and refining their vision. A Discovery engagement takes the guesswork out of project definition and sets the foundation for a successful project.

Inaccurate Cost Proposals

Without a clear understanding of requirements, business workflow, information architecture, technology preferences etc. it can be very difficult, and sometimes impossible, for a developer to accurately estimate the cost of a project. This can be disastrous as the client might make a buy decision on an unusually low cost proposal because key factors were left out of the initial project concept. Or even worse, a developer might pad their proposal by thousands of dollars to account for the gaps and ultimately cause you to pay substantially more for your project. Discovery eliminates this ambiguity and provides a clear up-front representation of cost to the client so that they can make the appropriate financial decision.

Project Cost Overruns

This is probably the most common issue encountered when the Discovery process is overlooked. When ambiguity exists in the project scope from the onset, it will almost always result in increased project costs. Again, the reason this happens is because the developer is forced to make educated guesses based on what they think the client wants. What if the workflow implemented is incorrect or incomplete? What if the design or user interface delivered was totally different than the client expected? When the developer is forced to make decisions on behalf of the client, there are almost always items that need to be re-worked to properly meet their vision. This re-work not only causes “scope creep”, but also creates a huge time sink as the developer could have used that time to work on other features to meet project deadlines. Cost overruns can often cause the relationship between client and application development team to be contentious and can easily be avoided with proper Discovery at the onset of the project.

Delays in Product Launch

Ultimately, any one or all of these issues combined can create a delay in your product or application launch. This might not be a huge deal to an organization with unlimited time and budget, but delays can be devastating for a start-up trying to get to market early to claim their position. A majority of customers we deal with are anxious to get started and even more anxious to get their product to market. Although it can be tempting to just dive right in and start coding without doing much planning, it will often cause an unsuccessful outcome.

A Gartner Survey released in June of 2012 highlighted a key finding of note and a recommendation pertinent to this topic. The key finding was that about half of all project failures, irrespective of project size, were due to functionality issues and substantial delays. A key recommendation related to this survey was to “Invest in truly capturing and understanding the business expectations and functionality sought from the project, and ensure that there is initial, adequate allocated funding.” This is exactly what a Discovery engagement will help you accomplish and in our opinion is a necessary first step in any application development project.

Conducting Discovery before the project begins will not only increase the likelihood of you receiving a product that you love, but will also minimize the likelihood of a failed implementation or one that fails to meet your expectations for cost, functionality and a launch date. If you are interested in learning more about Segue’s Discovery engagement please let us know!
BLOGS

Let Me Google That for You

Can’t begin to count the times I’ve been asked a question, turned around to my keyboard and did a Google search for the answer. Maybe it’s my reputation as the world’s best, highly paid, administrative assistant.

The web site “lmgtfy.com” can add some levity to the process. Just let the person know that you will email the answer to them, then use the web site to create a link that will do the needed Google search. Email that link and when they click on it they’ll get the answer…and just maybe, the real point you’re making.

http://lmgtfy.com/?q=boil+water

No Voicemail at Coca-Cola

It’s about time we’re seeing stories like this hit the headlines. Coca-Cola has eliminated voicemail for most of their employees, with only 6% who claimed a “critical business need” allowed to keep it. I remember the old times when after every meeting people would rush back to their offices to check their voice messages. That slowly faded away, replaced by checking email, then checking email on their smart-phones, and now, checking their text messages. Maybe next is checking text messages on their smart-watches.

Google Cardboard

Next up on my list of low-cost ($20-$25) fun technology toys to purchase is Google Cardboard, which together with a smart-phone enables a 3D virtual reality experience. I’m most interested in trying it with Google Street View, immersively exploring strange new lands. Sort of a couch version of Lewis and Clark. It sort of reminds me of the View-Master I played with as a kid, just with more content.

https://www.google.com/get/cardboard/

HDMI-to-VGA Cable

If you have a newer laptop, you very well might not have the VGA (Video Graphics Array) connection that most projectors require in your typical office conference room. The solution is this $10 HDMI-to-VGA adapter, available at Amazon and other online retailers. But check your laptop carefully to find out exactly the type of A/V (Audio/Video) output it has. Besides HDMI there is DisplayPort, Mini-DisplayPort, Thunderbolt and others. But somebody will make an adapter to get you back to VGA.

http://www.amazon.com/gp/product/B00C0Y6BQG
For more information contact Paul at paul.moorman@gmail.com
Upgrading to IP Video Surveillance

By: Security 101

Threats to student and faculty safety are a cause of concern for many schools, which should be safe havens that harbor a comfortable environment for learning. Sadly, crimes such as vandalism, theft, sexual assault, and mass shootings are becoming more prevalent, causing most educational institutions to scale up their security systems and safety procedures. Additionally, there are some universities that are experiencing a growing number of students year over year, resulting in security that is not keeping pace with the rapid growth. Luckily, new developments in video surveillance technology are making it possible for colleges and universities to enhance their security and improve operations by migrating to IP-based video surveillance to monitor parking areas, campus buildings and other facilities.

Of course, the average school isn’t able to employ the security forces and technology to be able to monitor students and buildings 24/7, but thankfully IP cameras are cost effective and easy to install because they are able to tap into the present IT network. Alternatively, wireless cameras that can connect to wireless networks can be used as well without the added costs of wiring. Because of this seamless integration of IP video into already existing infrastructure, there is no longer a need to establish and maintain a separate, proprietary network based on tape-based video recorders or DVRs.

IP video allows for centralized operations, which, for a school system with multiple campuses, means that all the resources can effectively be housed in one facility, consolidating security personnel to a single command point for surveillance.

There is also a higher amount of flexibility when it comes to video storage options; footage can be saved to standard DVRs, computer servers, or a dedicated storage area network (SAN). If an incident occurs, the archived footage can be easily retrieved by searching for the date and location and then shared through the internet if needed.

A great advantage of IP video cameras is the fact that they have simultaneously decreased in price and increased in picture quality over the years. Innovations such as higher quality video compression algorithms and motion detection video analytics mean that the network requires less bandwidth, therefore amplifying the ability to grow the network by dozens of cameras. With motion detection built in, systems can be configured to only send video when motion is detected, eliminating the need to constantly send footage to the storage facility, which would unnecessarily waste hard disk storage and tie up network bandwidth even more.

Video analytics software is a value added bonus of IP video surveillance in an educational environment because of its ability to relay situation awareness of the video footage. The software can detect and analyze behaviors, actions, and objects such as illegal parking in restricted zones, people loitering outside a building, suspicious objects left behind in a public area, or unauthorized movement in a location or time period that is restricted. Unlike a person watching a surveillance monitor for a several hour shift, the software never tires from noticing any fluctuations or deviations in the video footage, alerting security personnel or officials immediately. Additionally, these alerts can be beneficial for verifying triggered alarms to determine if a life-threatening emergency is in fact occurring on campus.

Looking beyond legacy analog systems with limited interoperability and proprietary hardware to an open platform IP video solution will help avoid rapid obsolescence of equipment by allowing to incorporate non-proprietary cameras, storage devices, and management software in the future. Video surveillance clearly helps make schools, colleges, and universities safer by increasing the response time for security officials to react to emergencies and other incidents of violence.

Contact your local office today for an on-site, No-Cost Security Assessment. For more information call 800.261.2041 or visit security101.com
Women of Technology First

Facts:
- 21,800 IT Professionals in the greater Dayton region
- Approximately 2/3 of IT professionals work in non-IT industries
- IT professionals average an annual wage of $69,900 in 2013, which is 49% more than the average private sector wage of $46,900
- The US Bureau of Labor Statistics forecasts there will be 1.4 million jobs in computer science available in the US by 2020
- Women represent only 26% of the technology workforce

Technology First is proud to launch a new group designed to serve as a resource to advance the role of women in the IT industry in the Southwest Ohio region. Women of Technology First provides networking, mentoring, leadership and education about opportunities in this dynamic industry.

The inaugural event was held January 29 and was hosted by Midmark Corporation with 100 women attending. Gail Farnsley, Executive Partner with Gartner spoke to the group about advancing women in the technology field.

For more information about Technology First and this event, please visit www.technologyfirst.org or call Michelle Marek at 937.229.0054.
RoundTower Technologies, Inc. was ranked #57 on the Forbes 2015 list of America’s Most Promising Companies. This prestigious list looks at private companies that are generating under $300 million annually and examines the company’s growth rate, product ideas, management, and other metrics before choosing one hundred of the best and most promising.

CIO Forecast

Technology First hosted the Winter Quarterly Forum and their annual CIO Forecast on Friday, January 23rd to a full house. This year the panelists included:

Gary Ginter, System Vice President, Chief Information Officer, Premier Health

Rosanne M. Schutzman, VP, Information Technology, Wright-Patt Credit Union, Inc.

Treg Gilstorf, Senior Director, Information Technology, Yaskawa Motoman

Brian Hammond, Senior Vice President from Sogeti was the event moderator and kept the conversation lively. Prior to the Quarterly Forum, the CIO Council met to discuss their priority projects for 2015 and the CEO Council met to discuss business metrics and dashboards.

The Spring Quarterly Forum will be held on April 16th and it will feature a panel of women leaders in the technology field. The Women of Technology First inaugural event was held in January with more to come.
IMPORTANT INFORMATION

NEW JOB POSTINGS

Systems Architect ........................................... Ardent Technologies Inc
Programmer Analyst ........................................ Ardent Technologies Inc
IT Infrastructure Project Leader ......................... DRT Holdings
Security Integration Company Technician ............. Security 101

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Monthly Featured Class

Project Management Professional (PMP) Certification Exam Boot Camp

Learn from the experts and take your career to the next level!

This intense, hands-on PMP training course will enhance your project management skills and prepare you to become a certified project management professional, guaranteed!

The PMP Certification Exam Boot Camp is constructed to help project managers master the material needed to obtain PMP certification. The PMP Boot Camp was designed with the recognition that because of the specific requirements of your organizations, practicing project managers (PMs) often have great expertise in some areas but would greatly benefit from the review of the entire project management field.

This PMP training course is not just a test prep course. In this PMP training course you will get skills-based training developed using a proven methodology to meet your PMP goals while developing and reinforcing real-world project management skills. We also offer a PMP exam pass guarantee.

During the PMP boot camp course, you will:
- Greatly enhance your project management skills and infuse that knowledge with the precise language and standardized terminology of PMI
- Understand the Project Management Life Cycle using the context of the PMI® Process Groups
- Utilize and build upon your existing knowledge base and experience to more efficiently pass your PMP certification exam through skills development and focused memorization exercises
- Gain 35 PMP contact hours (PDUs) upon successful PMP Boot Camp completion—the amount you need to meet the PDU criteria for sitting for the PMP exam—extended days to cover all the materials
- Review the PMBOK® Guide in class
- Learn the specific skills of project management through the lens of the Nine Knowledge Areas

UPCOMING COURSES

FEBRUARY
MANAGING CHANGE SUCCESSFULLY
2/10, 8:30am-12:30pm, $149
MANAGING CONFLICT
2/10, 1pm-5pm, $149
PROJECT MANAGEMENT ESSENTIALS
2/20, 8:30am-12:30pm, $149
(Courseview Campus in Mason)
THE “ART” OF PROJECT MANAGEMENT
2/25, 8:30 am-4:30 pm, $300

MARCH
FILLING YOUR LEADERSHIP TOOLBOX:
A FOUNDATION COURSE FOR NEW MANAGERS
3/11, 3/18 & 3/25, 8:30am-4pm, $695
PROJECT MANAGEMENT PROFESSIONAL
(PMP) CERTIFICATION EXAM BOOT CAMP
3/23-3/26, 8am-6pm; $1675, EARLY BIRD PRICE:
$1,500 if registered by Feb. 20th

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