

2012 Leadership Summit

“Changing Tides – Leading Through the Ebbs and Flows”
An SC.GMIS and PMI Charleston Event

AGENDA

April 9, 2012 (Monday)

12 – 1 pm	Lunch/Opening Remarks (<i>Sponsored by Varrow</i>)
1 – 1:55 pm	Future IT Trends (<i>Jeff Tozzi, Microsoft</i>)
1:55 – 2:05 pm	Break
2:05 – 3 pm	Legal Issues Relating to Information Technology (<i>Meg Collins</i>)
3 – 3:15 pm	Afternoon Break (<i>Sponsored by Cyberwoven</i>)
3:15 – 5 pm	IT Governance That Really Works (<i>Richard Routh</i>)
5 – 6 pm	Sponsor’s Reception
7 pm - Until	Hospitality Suite (<i>Sponsored by Keymark</i>)

April 10, 2012 (Tuesday)

7:30 – 8 am	Breakfast (<i>Sponsored by Gartner</i>)
8 – 10 am	Dealing with Generational Differences I (<i>Ingrid Tugwell</i>)
10 – 10:15 am	Morning Break (<i>Sponsored by Carolina Advanced Digital</i>)
10:15 am – 11 am	Dealing with Generational Differences 2 (<i>Ingrid Tugwell</i>)
11 am – 12 pm	Culture: The Ultimate Competitive Advantage (<i>Dave Shatz</i>)
12 – 1 pm	Lunch
1 – 3 pm	A Coaching Style of Management for Employee Engagement 1 (<i>Cathy Liska</i>)
3 – 3:15 pm	Afternoon Break (<i>Sponsored by SystemTec</i>)
3:15 – 5 pm	A Coaching Style of Management for Employee Engagement 2 (<i>Cathy Liska</i>)
5 pm – Until	Hospitality Event (<i>Sponsored by Dell</i>)

April 11, 2012 (Wednesday)

7:30 – 8 am	Breakfast (<i>Sponsored by Cisco</i>)
8 – 10 am	Unmasking your Super Powers (<i>Thomas Dismukes</i>)
10 – 10:15 am	Morning Break (<i>Sponsored by Integral Solution Group</i>)
10:30 – 11 am	Business Meeting
11 am	Adjourn (<i>End of Leadership Summit</i>)
12 – 2:00 pm	Board Meeting and Luncheon (<i>Sponsored by iCap</i>)
3 – 5 pm	SC County Technology Group Conference (<i>SCCTG members only</i>)



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SCCFT CONFERENCE AGENDA

April 11, 2012 (Wednesday)

3 – 5 pm S.C. County Technology Group Members Only

April 12, 2012 (Thursday)

8:30 am – 4 pm S.C. County Technology Group Members Only

PROGRAM DESCRIPTIONS AND SPEAKER BIOS

“Future IT Trends”

Jeff Tozzi, Microsoft, State and Local Government Specialist Team Unit



BIO: As the general manager of the State and Local Government Specialist Team Unit and Breadth Local Government and Healthcare Sales organizations in Microsoft Public Sector, Jeff has the responsibility for driving and supporting the technical, solutions and sales strategy for Microsoft’s State and Local Government organization as well as the direct sales strategy and growth goals for its local government and breadth healthcare segments. This organization works with Microsoft’s extended community to provide deep specialized support for all State and Local Government customers nationwide , indirect sales management for the breadth/mid-market local government and healthcare segments, as well to provide readiness training for the Microsoft enterprise sales teams and partner channel

organizations. Prior to this position, Jeff has held various positions with Microsoft since 1998 including time spent as the Senior Director of State and Local Government Specialist Sales, Director of Public Sector Microsoft Business Solutions/Dynamics Sales and Director of Vertical Solution Sales for Microsoft State and Local Government. Prior to joining Microsoft, Jeff has held management positions at AT&T and Lucent Technologies, as well as at Lockheed Martin. In addition to receiving training at the Center for Executive Education at Babson College and the Massachusetts Institute of Technology (MIT) Executive Education Program, Jeff holds a bachelor’s degree from Seton Hall University and a Master of Science Degree from Johns Hopkins University.



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“Legal Issues Relating to Information Technology”

Margaret A. Collins, Collins and Burkett Law Firm, LLC



BIO: Margaret A. "Meg" Collins is a lifelong native of Columbia, S.C. She attended the University of South Carolina Honors College, majoring in International Relations with a minor in Business Administration. After employment with the South Carolina Senate, Ms. Collins attended the University of South Carolina School of Law, while concurrently clerking for a small firm that focused on secured transactions, collections, creditor bankruptcy and contract law. Once licensed in 1997, Ms. Collins developed a successful private practice encompassing general civil and domestic litigation, computer and information technology law, business, procurement, municipal and local government representation and much more.

Only three years after starting her practice, Attorney Collins was promoted to partner in an AV Rated firm (the highest rating from Martindale Hubbell). Throughout her practice, representative clients have included banks and financial institutions, information management companies, local government, entrepreneurs and start-ups, physicians and practice groups as well a variety of professionals and individuals from all walks of life. Meg brings an analytical and business approach to her practice, but maintains the creativity necessary to develop and implement “out-of-the-box” solutions to complex problems.

“IT Governance That Really Works”

Richard L. Routh, Ph. D., Director of The Institute for CIO Excellence and Faculty in the Department of Informatics, University of South Carolina Upstate



BIO: Dr. Routh is the Director of the Institute for CIO Excellence and also a full-time faculty member in the Department of Informatics at USC Upstate. He currently teaches courses in Corporate Communications and Executive IT Management to help graduating seniors understand the challenges that face a corporate CIO and how to communicate in a political corporate environment as business strategists. He has also taught courses at the undergraduate level in LAN, WAN, Information Security, and JAVA programming. Dr. Routh has served as adjunct technical advisor to the Cabinet of the President of the United States (Reagan Administration-1988), as founder and first Director of the U.S. Army's

Artificial Intelligence Training Facility (1985-1988), as an e-commerce and business strategy consultant for a broad cross-section of business and industry (1988 - present), and as the president of a successful dot.com business which rose to be the top retailer in a niche sporting goods market, and was sold at a profit in 1999. He has numerous publications including the authoritative chapter on "Artificial Intelligence and Knowledge Systems" in the prestigious H.B. Maynard's Industrial Engineering Handbook and his most



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recent book, *The Power of Role—The Upside of Corporate Politics*.

“Dealing with Generational Differences through Emotional Intelligence”

Ingrid Tugwell, Productivity Solutions and Training (PST)

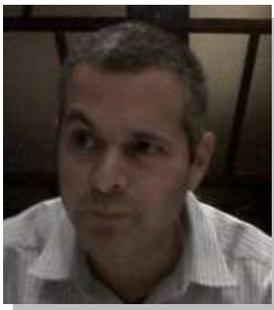


Use emotional intelligence to improve relationships in business and social settings, stop wasting time and energy on negative emotions, manage emotions and communicate intelligently and increase flexibility, enthusiasm, and teamwork. Emotionally “unsmart” people undermine their own happiness and success by wasting time on personality conflicts, complaining and losing self-control when faced with tense and stressful situations. In this presentation, participants will learn about the various generations in the workplace and how to make generational differences work by understanding each generation’s perspective on work, communication, reliance, work ethic, focus, technology, entitlement and perspective on the future.

BIO: Ingrid Tugwell has served as president and CEO of Productivity Solutions and Trainin, Inc. (PST) since 1994, where she specializes in delivering professional development seminars throughout the United States. In doing so, she has worked extensively with various branches of the military to deliver training programs dating back to 1991. Prior to entering the training industry, Ingrid worked in the public relations department of the MD Anderson Cancer Center in Houston, Tx. Ingrid attended the University of Northern Colorado in Greeley, Colo. and holds several Microsoft, CompTia and Lotus certifications. In fact, she is one of only five Microsoft Master Instructors and IC3 Authorized Instructors in the state of South Carolina. Ingrid has also been published locally and nationally – including “How to Get the Most out of your Computers and Business Software” and “Cookies: They’re Not Just in Jars Anymore,” and featured in several local newspapers and trade magazines.

“Culture: The Ultimate Competitive Advantage”

Dave Shatz, SPARC



BIO: David, as director of sales, drives the strategic direction and day-to-day sales operations of SPARC, LLC – a full software development shop that’s experienced exponential growth since its inception in 2009. Prior to joining SPARC, David held a succession of roles at a number of software companies, including, Blackbaud in Charleston, S.C. David spent almost 10 years with Blackbaud and piloted their Enterprise division, which is now responsible for over half of Blackbaud’s revenue. Over the course of his career, David has focused on helping companies build world class sales teams while keeping the small company culture, and has been a consistent top performer at every organization he has been a part of.



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“A Coaching Style of Management for Employee Engagement – Keep Your Best People and Increase Productivity”

Cathy Liksa, Center for Coaching Solutions



What is your biggest challenge? The most common answer to this question is people, because of different ideas, agendas, personalities or priorities. As a leader, developing the ability to effectively engage and motivate equates to retaining talent and increasing productivity. The approach that is most effective is a coaching style of leadership. This workshop is designed to provide you with the insight and techniques to coach people – creating buy-in, increasing motivation, and enhancing results.

BIO: Cathy Liksa is the CEO/Founder of Effect Services, the Center for Coaching Certification, the Center for Coaching Solutions, and the Center for Mediator Certification. As the “Guide from the Side”, she is recognized among the best internationally in training, coaching, mediation and consulting. Cathy has presented, trained and facilitated thousands of events, workshops, certification courses and organizational retreats, freely sharing from her 20 years of experience in business ownership and management. Cathy serves as an Executive Coach and trains others to coach.

“Unmasking Your Super Powers”

Thomas Dismukes, Motivational Storyteller: Humorist and Adventurer



“Everyone has a story to tell. Nestled within each triumphant or disastrous event, lies a story that tells a fundamental principle. Learning these principles is the foundation of a healthy, balanced and successful life. It is our responsibility to use our unique, God given talents, to find our place and tell our story.”

In this presentation, Thomas Dismukes, reveals the super powers that are essential for any organization or individual’s success. Come laugh and learn from Thomas’s world adventures as we discover the super powers we all possess to make the things we do more successful, more meaningful and a lot more fun!

BIO: Thomas Dismukes’ appeal is universal. Audiences have rolled with laughter and applauded with inspiration for more than 14 years and in 18 different countries at this man who does more than motivate and educate...he touches people's lives. Thomas received a Master’s degree from Clemson University and chose a career in professional speaking because of his sincere passion to inspire people to do their best and get the best out of life. He has never turned down an opportunity for a good story or a miserable time. His



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many true life world adventures range from riding in an International Bareback Rodeo Competition to breaking a Guinness World Record.

