

AFCEA Pensacola Chapter Meeting Minutes
June 20, 2002

The meeting was never officially called to order due to not enough Officer Members were present. We did not have a quorum.

The briefing was held at 11:30am at the Naval Air Station, Pensacola Officer's Club, Pensacola, FL.

Officer's present: Chuck Staton, Will Johnson, and Robyn Philips.
Officer's, other Members and Visitors present accounted for 13 persons.

First action was to welcome all in attendance, state the pledge of allegiance, recite a prayer, and dismissal to buffet for lunch from Chuck Staton, VP Fund Raisers.

Second action was Chuck Staton introduction of speaker – John M. Farrell, GTSI Business Development Consultant. Topic Brief was on Change Management: A logical approach when implementing information technology solutions. Including quotes: from "who Moved My Cheese?", industry, military, and government. Discussion on -- The problem: What are we trying to solve; Best Practices: successful implementations (commercial and government); Lessons Learned: unsuccessful implementations (including industry statistics); Tools: The Change Management Planning Process and Case studies (2). Review, questions and answers were open to group discussion.

Networking and closing discussion amongst the crowd followed. Comments made: industry has the responsibility to join in the responsibility to change sale processes to be equal service/support providers. Today industry and government need to find a way, more than ever, to work together. The extent of how much work is done together sometimes falls on how much risk industry is willing to take to support government. The vision kept or lost will determine the project outcome.

Chuck Staton reviewed AFCEA Golf Tournament information. We also discussed a summer hiatus for the next month's AFCEA briefing, and the possibility of not holding the 18 JUL 02 meeting.

The meeting was adjourned at approximately 1:00pm.