



CA

Center for the Application of Information Technology



IT

Washington University in St. Louis

3/31/08

Mission Statement:

CAIT is a not-for-profit organization within Washington University in St. Louis that serves as the center for IT leaders in the St. Louis region.

Our purpose is to help organizations make continuous advancements in productivity and enhance the region's competitiveness as a world-class IT community.

We accomplish this by providing the forum for IT executive interaction and the highest quality training and professional development opportunities by leveraging the resources of Washington University, local IT leaders, and experts and vendors from throughout the country.

CAIT Members Include:

Ameren
Anheuser-Busch
Barry-Wehmiller
Blue Cross Blue Shield of MO
(Wellpoint)
The Boeing Company
Bryan Cave LLP
Bunge North America
CA
CARFAX
CSC
Daugherty Business Solutions
Defense Information Systems
Agency (DISA)
Doe Run

Emerson
- Emerson Motor
- Emerson Tool
- Emerson Process Management
- Flow Controls
- White-Rodgers
Federal Reserve Bank of
St. Louis
First Bank/First Services
Hewlett-Packard
IBM Corporation
Lee Enterprises
Maritz
MasterCard International
MAVERICK Technologies
Microsoft
Microstrategy, Inc.

Monsanto Company
Nestle Purina PetCare
Pfizer
Regional Justice Information Service
SAIC
Scottrade
Smurfit-Stone Container Corp.
SSM Integrated Health Technologies
Tripos
UniGroup, Inc.
U.S. Bank
Washington University -
Computing Facilities
Washington University -
School of Medicine

CAIT Programs Include:

1. Member Events and Services

- Designed for CIO's, IT executives and top managers
- Year-long series of forums for executive & management professional development, "networking," and information sharing
- Other services to improve organizational productivity

2. Training Classes/Certification Program

- More than 400 courses each year for IT professionals
- Curriculum-based programs can lead to Washington University/CAIT certification

1. Membership Events and Services

A. Member Events

- **Annual Technology & Trends Briefing (1 per year)**
Annual “State-of-the-Art” Address
- **Executive & Management Forums (8 per year)**
Variety of formats, including interactive sessions, presentations from world-class experts, dinners, receptions, annual golf outing
- **Board Dinner Dialogue (1 per year)**
Informal dinner for IT executive interaction
- **Management Roundtables***
Monthly, participant-guided exploration of a single topic
- **Management & Technical Workshops***

*Registration also open to non-members.

1. Membership Events and Services

(continued)

Recent Member Event Topics

- Unified Communication and Collaboration: Focus on Remote and Mobile Workers
- Unleashing the Power of Social Networking in the Enterprise
- Optimizing IT Workforce Effectiveness
- Group Genius: Managing IT Teams for Innovation
- Making the Case for IT
- Taking a User-Centered Approach to Customer Self-Service
- Beyond IPv6: Business Ramifications and Benefits
- IT Transformation: 5 Critical Success Factors
- ITSM: The Path to True Business/IT Alignment
- Endpoint Security: Protecting Networks from Mobile End-users
- E-mail: Big Business Impact Through Next Gen Mobile Solutions
- Sarbanes-Oxley: What's Working, What's Not
- Expanding Virtualization in the Enterprise
- Municipal Wi-Fi and Next Generation Broadband
- Convergence: The Next Frontier
- Best Practices in Business Intelligence
- Identity and Privacy Trends in IT

1. Membership Events and Services

(continued)

2008 Member Event Calendar

Date	Topic	Presenter	Max. Member Seats	Time	Location
Thu, Feb 21, 2008	IT Trends 2008	Andy Salunga, Senior Analyst, Forrester Research	EXA=12; EXB=6; SUP=6; SME=2; VA=6+3; VB=6+3	8:15 - 10:30am	St. Louis Art Museum
Tue, Mar 11, 2008	Unified Communication and Collaboration: Focus on Remote and Mobile Workers	Steve Cummings, Unified Communications Specialist, Microsoft	EXA=10; EXB=5; SUP=5; SME=2; VA=5+3; VB=5+3	8:15 - 10:30am	Missouri History Museum
Tue, Apr 8, 2008	Aligning IT and Business	Steven Romero, IT Governance Evangelist, CA	EXA=6; EXB=3; SUP=3; SME=2; VA=3+3; VB=3+3	2:45 - 7:30pm	Dennis & Judith Jones Visitor Center, Forest Park
Wed, May 7, 2008	Lessons Learned from Offshore Outsourcing	Vasant Bennett, Barry-Wehmiller	All Members = 1	5:30 - 8:30pm	Whittemore House, Washington U Campus
Wed, Jun 4, 2008	Business Intelligence	Alex Black, Senior Partner Enterprise Intelligence, CSC	EXA=10; EXB=5; SUP=5; SME=2; VA=5+3; VB=5+3	8:15 - 10:30am	Whitaker Hall Auditorium, Washington University Campus
Thu, Sep 4, 2008	Service-Oriented Architecture	John Burke, Principal Research Analyst, Nemertes Research	EXA=10; EXB=5; SUP=5; SME=2; VA=5+3; VB=5+3	8:15 - 10:30am	TBD
Fri, Sep 26, 2008	TBD	TBD	EXA=6; EXB=3; SUP=3; SME=2; VA=3+3; VB=3+3	7:30am - 5pm	Innsbrook Golf Resort
October, 2008	TBD	TBD	EXA=10; EXB=5; SUP=5; SME=2; VA=5+3; VB=5+3	8:15 - 10:30am	TBD
November, 2008	TBD	TBD	EXA=6; EXB=3; SUP=3; SME=2; VA=3+3; VB=3+3	3:30 - 6:30pm	TBD
December, 2008	TBD	TBD	EXA=10; EXB=5; SUP=5; SME=2; VA=5+3; VB=5+3	8:15 - 10:30am	TBD

1. Membership Events and Services

(continued)

2007 Member Event Calendar

Date	Topic	Presenter	Max. Member Seats	Time	Location
Thu, Mar 1, 2007	IT Trends 2007	Merv Adrian, Senior Vice President, Forrester Research	EXA=12; EXB=6; SUP=6; SME=2; VA=6+3; VB=6+3	8:15 - 10:30am	Missouri History Museum
Thu, Mar 22, 2007	Endpoint Security: Protecting Networks from Mobile End-users	David Strom, IT Author & Journalist	EXA=10; EXB=5; SUP=5; SME=2; VA=5+3; VB=5+3	8:15 - 10:30am	Eric P. Newman Education Center (BJC Complex)
Tue, Apr 17, 2007	ITSM: The Path to True Business/IT Alignment	David Cannon, ITSM Practice Principal, HP	EXA=6; EXB=3; SUP=3; SME=2; VA=3+3; VB=3+3	2:45 - 7:30pm	Dennis & Judith Jones Visitor Center, Forest Park
Tue, May 15, 2007	IT Transformation: 5 Critical Success Factors	Gwen Walsh, Senior Consultant, Ouellette & Associates	All Members = 1	5:30 - 8:30pm	Whittemore House, Washington U Campus
Thu, Jun 7, 2007	IPv6: Business Ramifications and Benefits	Anupam Shah, Vice President & Chief Engineer, SAIC	EXA=10; EXB=5; SUP=5; SME=2; VA=5+3; VB=5+3	8:15 - 10:30am	Whitaker Hall Auditorium, Washington University Campus
Wed, Sep 5, 2007	Unleashing the Power of Social Networking in the Enterprise	Jeff Schick, Vice President, Social Software, IBM	EXA=10; EXB=5; SUP=5; SME=2; VA=5+3; VB=5+3	8:15 - 10:30am	Eric P. Newman Education Center (BJC Complex)
Fri, Sep 21, 2007	Optimizing IT Workforce Effectiveness	David Van De Voort, Principal, Mercer Human Resource Consulting	EXA=6; EXB=3; SUP=3; SME=2; VA=3+3; VB=3+3	7:30am - 5pm	Innsbrook Golf Resort
Thu, Oct 18, 2007	Group Genius: Managing IT Teams for Innovation	R Keith Sawyer, Assoc Prof, Wash U	EXA=10; EXB=5; SUP=5; SME=2; VA=5+3; VB=5+3	8:15 - 10:30am	St. Louis Science Center
Tue, Nov 13, 2007	Making the Case for IT	Lynda Applegate, Henry R. Byers Professor of Business Administration, Harvard Business School	EXA=6; EXB=3; SUP=3; SME=2; VA=3+3; VB=3+3	3:30 - 6:30pm	St. Louis Zoo
Wed, Dec 12, 2007	Taking a User-Centered Approach to Customer Self-Service	Carol Righi, PhD, Director of User Experience, Perficient	EXA=10; EXB=5; SUP=5; SME=2; VA=5+3; VB=5+3	8:15 - 10:30am	Eric P. Newman Education Center (BJC Complex)

1. Membership Events and Services

(continued)

B. Member Services

- Use of **CAIT LAB** multi-vendor network demo & testing lab
- Customized “Lunch & Learn” and other briefings
- Customized classes, on-site or at CAIT facilities
- Customized curriculum development
- Priority access to CAIT resources
- Input on CAIT program topics
- CAIT *Flashes* to identify collaboration opportunities

1. Membership Events and Services

(continued)



- A new, unique training resource and testing facility for CAIT member organizations and students.
- For students in our communications and networking courses, it provides extraordinary hands-on learning opportunities on the latest equipment across a broad range of vendors.
- For member organizations, it provides otherwise unavailable opportunities for performance analysis and interoperability testing using network and communication products from multiple vendors.
- CAIT Lab is made possible through the generosity of the following organizations:

3COM
Allen Tel
Allied Telesyn
Anixter
APC
Avaya
Belden
Cablofil
Chatsworth
CommScope
Cooper B-Line
Corning
Enclosure Systems
Fluke

Graybar
Great Lakes
HP
Homaco
Leviton
Marconi
Masterclock
Minuteman
Mohawk/CDT
Multilink Broadband
Netwise
Nortel
Optical Cable Corp
Panamax

Panduit
Professional Network Solutions
Riverstone Networks
Sage Net
Siemon Cabling Systems
Southwest Data Products
Superior Essex
Superior Modular Products
Suttle
Thomas L. Dowell & Associates
Trinity Networks
TrippLite
Wiremold



2. Training Classes / Certification Program

Benefits of Taking Classes at CAIT

High Quality Training

Designed to meet the high standards of nationally-recognized Washington University in St. Louis

Local Training - No Air Travel Required

Reduces cost
Reduces or eliminates time out-of-office
Avoids time and hassles of air travel

High Value Without High Cost

CAIT is not-for-profit

Flexible – Training Offered Outside of Work Hours

Evening and weekend classes available
Large selection of topics & times: more than 400 courses each year

2. Training Classes / Certification Program

(continued)

Classes Lead to Washington University / CAIT Certificates of Advanced Studies

Now Available in the Following IT Areas: (Each requires 90+ hours of classroom time)

- .NET Programming Using C#
- .NET Programming Using Visual Basic.NET
- Adobe Dreamweaver/Flash Web Development
- Business Intelligence and Data Warehousing
- Computer Networking and Security
- Database Development Using Oracle
- Database Principles
- Enterprise Networking
- Enterprise Web App Development in Java
- IT Leadership & Management
- IT Professional Development
- Linux
- Object-Oriented Development In C++
- Object-Oriented Development In Java
- Object-Oriented Development in Java - Advanced
- Project Management
- Project Management - Advanced
- SQL Server
- Unix Systems
- Web Content Design
- Windows XP and Server 2003
- XML



2. Training Classes/Certification Program (continued)

Benefits of Washington University/CAIT Certifications

For Employers ...

Provide benchmarks demonstrating that individuals possess specific IT skill sets

For Employees ...

Provide an effective, yet time and cost-efficient way to:

- Upgrade their information technology skills
- Gain broader perspectives to prepare them for greater responsibilities
- Demonstrate their enhanced skill level to their employer

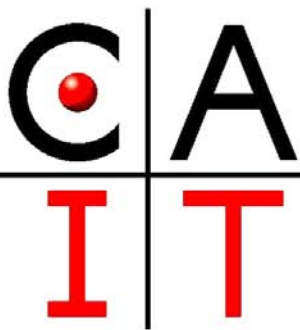
Blends Qualities of Academic Degrees & Vendor Certifications:

- Instruction includes theory and high-level principles
- Is vendor-neutral -- covers products/services across many vendor environments
- Certificates carry the name of a quality academic institution
- Learning is immediately applicable in workplace
- Individual can learn in relatively short timeframe, and without a major life disruption

2008 Membership Levels

	Executive A	Executive B	Supporting	SME*	Vendor A	Vendor B
Event Seats (Maximum)						
Events w/ Dinner	6	3	3	2	3 + 3 guests	3 + 3 guests
Event w/ Golf	6	3	3	2	3 + 3 guests	3 + 3 guests
Annual Trends Briefing	12	6	6	2	6 + 3 guests	6 + 3 guests
Board Dinner Dialog	1	1	1	1	1	1
Other Events	10	5	5	2	5 + 3 guests	5 + 3 guests
CAIT Training						
Credits Included w/ Membership (CAIT\$)	\$12,000	\$18,000	\$0	\$1,500	\$0	\$1,500
Discount (Approx.)	25%†	25%†	15%	0%‡	0%	0%‡
Credits Rollover to Following Year?	Yes	Yes	--	No	--	No
Cost of Membership						
	\$28,000	\$28,000	\$10,000	\$5,000	\$6,000	\$7,500

- * Special membership level for Small to Mid-sized Enterprises whose primary offerings are not computer solutions and IT services.
- † After credits included with membership are used. Purchased in \$6K units.
- ‡ After credits included with membership are used.



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For More Information Contact:

For Membership:

Bill Darte

billd@cait.wustl.edu

(314) 935-7575

For Training Classes:

Madelynn Hopson

madelynnh@cait.wustl.edu

(314) 935-5367

Visit Us On The Web:

www.cait.wustl.edu