

# INDUSTRY INSIGHTS

Members Only Monthly Report (page 1 of 4)

## Importance Of Networking With Other Tribes

### INSIDER'S INSIGHT from TribalHub's Executive Officer, Mike Day



This month we decided to share some interesting information about our upcoming TribalNet Conference. We certainly hope that most, if not all of you reading this are planning to be in Nashville, Tennessee with us again this year. As you may know, this will be our 20th anniversary of the event, and we are proud to have grown to become the event that defines innovation, technology, leadership, and networking in the Native American community.

Over the past 20 years, the TribalNet Conference has opened new doors for attendees across the United States, inspired new ideas and created innumerable long-lasting friendships among attendees that were complete strangers prior to the conference. As you can see in the graphic below, the conference brings together tribes and tribal leaders from across the country representing government, gaming, and health. Our educational tracks, vendor exhibit, and networking events are designed specifically for our attendee's benefit and is one of the main reasons we have such a high return rate among participants.

Each month, I try to provide some advice on the topic at hand based upon my 30+ years of experience in working with and for tribes and tribal enterprises. My advice this month is simple. The power and value of networking and collaboration should not be ignored. Events like the TribalNet Conference are important to break out of the day-to-day thinking that is confined within each of our own organizations. We all need to stay informed in a world and industry that is constantly dealing with exponential change, new threats, disruptive technology, and innovation. This conference is your opportunity to be a part of new ideas and trends while boosting not only what you know, but who you know.

I hope to see you there!

**92% of TribalNet Conference attendees work for a tribal government or enterprise.**

**77% of states with federally recognized tribes were represented at the 2018 conference.**



**75% of tribes who have previously attended a TribalNet conference have returned.**

Results are based on internal TribalHub reporting data. Copyright © 2019 TribalHub. All rights reserved.

**The TribalNet Conference brings together tribal leaders from across the United States.** As you can see from the graphic above, the TribalNet Conference and Tradeshow is the event designed to make it easy for you to access a network of your peers that are facing the exact same challenges as you, to share new ideas, learn about available solutions and make new connections.

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## Importance Of Networking With Other Tribes

### HEAR FROM BENNETT SMILEY JR, Information Systems Manager, Gila River Gaming Commission



**1) You've attended the TribalNet Conference in the past, have you made valuable networking connections you can share with us?**

Yes, I have. I have networked with several tribal entities in regards to both IT network securities and leadership/management sessions. I have gained valuable education, insight and knowledge regarding both sessions. I met so many thoughtful and intelligent individuals who shared their knowledge and expertise with me. I'll continue to attend TribalNet so that my personal and professional 'network connections' will grow, improve and provide me a plethora of useful and needed, knowledge based, information to succeed in my IT career.

**2) Many leaders choose to work in isolation rather than leveraging their network of peers and similar organizations. Why is that the case?**

Good question. I'm not sure if it is a personal or professional decision based on the individual's mindset, background, or life history? I cannot provide a correct answer to the reason why... Today, I teach young tribal IT candidates to be fruitful and share their knowledge, skills, and abilities with their peers, their tribal communities and any entities that they are associated with. I am glad to see many of the young adults in my community take the advice in whole and make note that they will apply it to their future career(s).

**3) If you could tell your peers in the tribal community one piece of valuable information, what would it be?**

As you continue to work for any tribal community in your very important and needed IT job position, please make sure you continue your overall IT education – i.e.- college, training, certification, workshops, TribalNet, etc. "Education is Invaluable".

**4) Different people find different value in TribalHub and the TribalNet Conference. For some it is the long-term value in connections, networking and our regional and social events, for others, it is access to vendors, solutions and our conference vendor exhibits, while others get the most from our educational conference sessions and our TribalHub information, Insights and online resource library. Where do you find the greatest value?**

My greatest value(s) I find in both TribalHub and TribalNet are both the 'business' and 'on-going educational conference sessions'. Both complement each other and are priceless.

### HEAR FROM ANDREA STORM, Clinical Applications and Data Analyst, Forest County Potawatomi Community



**1) You've attended the TribalNet Conference in the past, have you made valuable networking connections you can share with us?**

During Tribal Net 2018, I attended a session as part of the health track that was facilitated by Mitchell Thornbrugh, the acting CIO at IHS. He used the session to outline the plans for the HHS and IHS Health Information Technology (HIT) Modernization Research Project. The project goal was to gain an understanding of how HIT systems are being used, as well as where the HIT systems are meeting clinical, administrative, community and public/population health needs and where they are not. After hearing about the project, I was eager for my clinic to participate since The Forest County Potawatomi Health & Wellness Center transitioned away from RPMS to another health record and we felt that our practice had many lessons learned to share. I exchanged cards with Mr. Thornbrugh after the session, we emailed, and the Forest County Potawatomi clinic was selected to participate in the project. Connecting with Mr. Thornbrugh was one of the highlights of my TribalNet experience last year!

**2) Many leaders choose to work in isolation rather than leveraging their network of peers and similar organizations. Why is that the case?**

It can sometimes be a vulnerable situation to be open about your challenges, but no one can be an expert in all things! Connections are critical because you don't have to reinvent the wheel. Your connections help increase your knowledge base and can provide lessons learned from similar situations.

**3) If you could ask your peers in the tribal community one question, what would it be?**

What is the most exciting thing that you are working on right now?

**4) Different people find different value in TribalHub and the TribalNet Conference. For some it is the long-term value in connections, networking and our regional and social events, for others, it is access to vendors, solutions and our conference vendor exhibits, while others get the most from our educational conference sessions and our TribalHub information, Insights and online resource library. Where do you find the greatest value?**

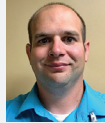
I have found a lot of value in the connections that I have made and through the networking opportunities available at TribalNet over the years. The educational conference sessions at TribalNet are great as well!

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## Importance Of Networking With Other Tribes

**HEAR FROM CHRIS DESHAIES,**  
Helpdesk Supervisor at Akwesasne  
Mohawk Casino Resort



**1) You've attended the TribalNet Conference in the past, have you made valuable networking connections you can share with us?**

This past year was my 4th time attending the TribalNet Conferences. Over the past 4 years, I have made really good connections with people from Dell and from Colossal

Contracting. Both company's we are always in touch with and working together to make our IT Department and Casino /Hotel better.

**2) Many leaders choose to work in isolation rather than leveraging their network of peers and similar organizations. Why is that the case?**

For me, this is not the case. When I am working on a project, I try to surround myself with the best team I can find. That way if we are running into an issue there are multiple people there to work on that issue with different knowledge and points of views. If you were isolating yourself you could be stuck on the same problem for a long time and you will never complete your goals.

**3) If you could ask your peers in the tribal community one question, what would it be?**

Did you ever think that when you started this that TribalHub and TribalNet would ever get this large with so many connections around the world?

**4) Different people find different value in TribalHub and the TribalNet Conference. For some it is the long-term value in connections, networking and our regional and social events, for others, it is access to vendors, solutions and our conference vendor exhibits, while others get the most from our educational conference sessions and our TribalHub information, Insights and online resource library. Where do you find the greatest value?**

For myself, it's both the long-term value in connections and access to vendors and solutions. This is because the IT world is always growing and changing and to be able to have access to all kinds of vendors under one roof at the same time just makes life a little easier.

**HEAR FROM JOEL BRICENO,**  
Help Desk Supervisor, Win-River  
Resort & Casino



**1) You've attended the TribalNet Conference in the past, have you made valuable networking connections you can share with us?**

Yes, I've made some valuable connections, and had interesting conversations which led me to a better help desk software. Thank you- Jim from Indian Head Casino. Not directly through me, but Thank you to Richard Rader and his Information Technology Department who assisted us with an Oracle issue we were having. Also, thanks to vendor representatives James Acres & Charles Crawford from CDWG, who are a few additional valuable vendor connections made at TribalNet.

**2) Many leaders choose to work in isolation rather than leveraging their network of peers and similar organizations. Why is that the case?**

I cannot answer for everyone, but I could only assume this would be to protect their investment, to be the best and not give away their creativity, so they have originality to their organization which makes them stand out. I like to share information about technology.

**3) If you could ask your peers in the tribal community one question, what would it be?**

Where are all the Help Desk Supervisors?

**4) Different people find different value in TribalHub and the TribalNet Conference. For some it is the long-term value in connections, networking and our regional and social events, for others, it is access to vendors, solutions and our conference vendor exhibits, while others get the most from our educational conference sessions and our TribalHub information, Insights and online resource library. Where do you find the greatest value?**

I find the greatest value in the fun and sharing, networking, vendor shows, and sessions at the TribalNet Conference and Tradeshow.

## ARE YOU TAKING FULL ADVANTAGE OF YOUR TRIBALHUB MEMBERSHIP?

Contact your Membership Representative, Casey O'Tool at [cotool@tribalhub.com](mailto:cotool@tribalhub.com) for a FREE DEMO on how to best utilize all the benefits and discounts available through your TribalHub membership!



TribalHub members get **\$100 off** attendee passes- **REGISTER NOW!**



# INDUSTRY INSIGHTS

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## Importance Of Networking With Other Tribes

### KEEPING YOUR TRIBE SAFE Identity Governance



Identity Governance is crucial to a security program. It is also complex. Organizations change constantly. Add to this that exposure points are increasing as more sensitive data gets stored both on-premise and in the cloud. It's a delicate balance to maintain continuous compliance, yet make sure the right people get the access they need to the right systems, applications, and data to meet business goals.

Recently, the emergence of Identity Governance-as-a-Service has helped solve some of these issues and automate the process of governing identities without compromising security or compliance.

*When evaluating an Identity Governance-as-a-Service provider and its offerings, here are some things to keep in mind:*

- Resource Commitments – Does the system require significant software and skillset expertise investments?
- Ease-of-use – Non-intuitive interfaces will only add to workloads and frustration levels.

*At the same time, look for these features:*

- Customization
- Access Request
- Provisioning
- Access Certification
- Password Management
- Separation-of-Duties controls

Optiv's expert Identity Governance team has more than 12 years of experience in implementing and managing leading Identity Governance solutions and programs. Visit their [website](#) for more information or contact Butch Curry, Tribal Sales Manager, at [butch.curry@optiv.com](mailto:butch.curry@optiv.com).

### How Should You Be Maximizing Your Membership This Month?

Register now to attend TribalNet 2019! All TribalHub members can receive up to \$300 OFF their TribalNet Conference Registration Fee: (\$100 off for being a TribalHub Member and if you register before 10/1 you can receive an additional \$200 off)

PLUS, all of our TribalHub members will enjoy an elevated TribalNet conference experience which includes

#### VIP Recognition:

- Members Only Food/Drink Lines
- Members Only Check-In Line
- Gift Bag at Check-In
- Gold VIP Badge

#### Members Only Q&A and Networking Reception:

- Exclusive Members-Only Monday Session
- Early Access to Meet and Greet Event
- Exclusive Giveaway



TribalNet understands the importance of networking with other tribes, which is why they have carved out time for 3 valuable networking events for their attendees.



#### MEET & GREET- Monday, 11/11

Always a highlight of the conference week! This year's theme is *Party Like it's 1999!*



#### COCKTAIL HOUR- Tuesday, 11/12

A nice way to relax after a busy day of learning. Enjoy a drink, make some new connections and catch-up with new or old friends.



#### 6TH ANNUAL JAMAPALOOZA- Wednesday, 11/13

This fun event is designed to showcase the attendees' and vendors' special musical talents while enjoying great conversations.

