



BCS Professional Advice Register

Consultancy Section: Mr G Knight

Title:	Mr
First Name(s):	Gregory
Initials:	
Surname:	Knight
Qualifications & Professional Memberships:	BSc (Hons)(Comp.Science) CEng MBCS CITP CISP
Company Name:	JN Software Consultants
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E-mail:	Greg@ConsultGregKnight.com
Web Address:	www.ConsultGregKnight.com
Year Started Consultancy:	1988
Year Started in IT:	1982
Description:	Member
Application Fields:	Platforms: Windows, All Unix including Linux, Motif Applications: MS-Office, HP-OpenMail, Configuration Management, Storage Management, Database Programming Technical : Java, C, C++, Unix scripts
Industrial Fields:	Information Technology, Aerospace, Defence, Product Architecture

Details:

Mr. Knight has many years experience as a consultant in both Europe & America.

In Mr. Knight's most recent engagement, he was approached by a hardware-only corporation wanting to move into the software field. With no additional investment, he created a software product and opened up a new multi-million dollar revenue stream, completely in line with the company's core competencies, and complimentary to their hardware offerings. The new product (patents pending) has been hailed by industry leaders as "Where the rest of the industry needs to go".

Prior to this, he was a team leader & architect of a SAN Management product. He filed a total of 12 Patent inventions, created by him, with the US Patent Office. That product, exceeded expectations by generating over \$5Million sales in the first 3 days of release. He was awarded several times by IBM & Tivoli for this.

Mr. Knight is also a skilled VP-level manager, able to communicate very clearly, and delegate responsibly. He has a track record for getting projects finished ahead of time & under budget. For further details, please see Mr. Knight's resume on his [website](#).

Financial Interests:

Mr Knight owns the following products:

- BI - A high-tech hardware production system
- Proplantm - a Project Management package.

These products are never recommended unless the contract is focussed on them "up front".

Geographic Limitations:

USA & UK