

# GREG KING, MBA

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A retired Information Technology professional with expertise in IT architectures, network and system management applications, open source IT management tools, project management, and applying IT to business issues. Experience gained in organizations ranging from IT vendor to Oil & Gas and public sector.

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## CAREER HISTORY

**Retired**

**October 2016**

**King Consulting**

**2003-2016**

*President*

- Assess the suitability of a leading Enterprise IT Management System for a major Calgary base oil and gas company.
- Convert / reimplement HP Openview events for legacy NNM system to NNMi 9.x version for a major Calgary network provider
- Upgrade Nagios, an open source server monitoring and reporting system, for a major Alberta utility company.
- Provide ongoing mentoring and support for a Calgary medical services company using Groundworks Open Source monitoring tools.
- Implemented HP Software NNMi for an Alberta government ministry, documented the as implemented solution, and cross trained on-site support. This was a rapid implementation for a small province wide network
- Reviewed the systems monitoring requirements for the Oil Sands division of a major Calgary oil company and architected an integrated solution which would meet the monitoring needs in the future.
- Upgraded a previously installed open source monitoring system (Nagios) to current versions of Linux and all monitoring tools for a local mid sized manufacturing company.

**Hewlett Packard Canada**

**1999 - 2003**

*OpenView Presales Solution Architect*

- Assisted HP sales teams and HP reseller partners to position HP OpenView, a software suite of over 50 system management products, with new and existing customers.
- Installed and demonstrated various components of the OpenView software suite to customers and partners, including NNM, OVO, Service Desk, OVPI, OVIS, OVPM.
- Responded to the technical questions from customers on a day-to-day basis and in Request for Proposals (RFPs) for systems management software.

**Accomplishments**

- Created innovative response to an RFP with a very short timeline resulting in increased sales of \$100,000.
- Assessed customer's current OpenView environment and made recommendations for improvements that resulted in increased customer satisfaction with OpenView products and additional follow on sales.
- Reacted quickly to technical issues with Unix and Windows demo environment, which resulted in many successful customer demos.

**Amoco Canada Petroleum Company**

**1980 – 1999**

*Team Leader Unix Support/Computer Architect, Integrated Operations (1998 – 1999)*

- Planned and directed the work of three contract support staff in the day-to-day operation of over 30 Unix DBMS servers.
- Investigated and planned improvements to the computing infrastructure.
- Monitored the mainframe outsourcing contract and services levels.

**Accomplishments**

- Planned and implemented the Year 2000 test environment for mainframe and distributed systems that enabled the successful year 2000 testing of all of Amoco's production systems.
- Negotiated a \$150,000 reduction in mainframe service charges in first-year of a five-year contract.
- Implemented infrastructure plan that consolidated many older systems onto fewer new ones reducing support costs and improving service levels.

**Senior Staff Computer Systems Analyst, Financial Systems Migration Project (1996 - 1997)**

- Senior Computer Architect on a project to replace the mainframe with open-system computers.
- Supervised the day-to-day activities of two contract Unix DBA support analysts.
- Monitored the outsourced mainframe service levels.

**Accomplishments**

- Led team that negotiated a five-year mainframe renewal agreement worth approximately \$35 million.
- Acquired and implemented approximately \$2 million of UNIX systems and storage for applications moving off the mainframe.

**Amoco/ Dome Petroleum/ Hudson's Bay Oil and Gas**

**1980 - 1995**

- Held various supervisory and technical positions involving IT strategic planning, computer facilities management, systems programming and software support.

**Accomplishments**

- Actively managed mainframe computing resources downward resulting in annual saving of over \$3 million.

**New Brunswick Provincial Government**

**1974 – 1980**

- Progressed from a junior programmer analyst to an intermediate systems programmer.

## **EDUCATION and PROFESSIONAL DEVELOPMENT**

<b>Master of Business Administration</b>	1985
University of Calgary	
<b>Bachelor of Science (Computer Science)</b>	1974
University of New Brunswick	

- ITIL Foundations certification 2013
- HP Network Node Manager and operations manager v8 delta training 2008
- Riverbed WAN optimization factory training 2006
- Linux Professional Institute Certification 2004
- Various HP Unix and OpenView technical courses & conferences 1999-2003
- Project Management Professional (PMP) designation. 1999

## **MEMBERSHIPS and AFFILIATIONS**

- Various local technology special interest groups (itSMF/UNIX / Linux/ Microsoft)