

TERRANCE LYNN KNECHT

LEADERSHIP

PUBLICATIONS:

Computerworld – July 2007. Dubbed by Computerworld as [The Fixers](#), for his ability to implement change quickly and with significant short and long-term results.

Microsoft Press Release – June 1999. Featured the participation and success of United Payors & United Providers in Microsoft's Rapid Deployment Program of Office2000 prior to its general product release.

Computerworld - July 28, 1997. Lead article on strategic partnerships with outsourcing vendors, highlighting the success of Lexi in outsourcing the building of their data communications grid.

CTI Reference Book for Japan - 1997. Featured for success in implementing CTI solution at Lexi.

Inc. Magazine - July 1996. Featured in article titled, "[Wanted: Model CIO.](#)"

InfoWorld - May 20, 1996. Featured in lead article, "[Tapping into Telephony.](#)"

Challenging Tomorrow's Changes - Nikkei BP (Japan) - 1996. Featured technology implementations.

Digital Equipment Corporation - 1995. Lexi's network featured on Digital's home page and in marketing movie. Movie recut for Comdex 1996.

Small Business Today (TV segment) - 1994. Featured technical reengineering and call center development at KCET in a TV program showcasing technology supporting business opportunities.

PC Week - 1994. Featured KCET's economic management of AS/400 network (APPN & SNA).

Lucent Technologies - 1994. Produced marketing movie featuring KCET's technology.

Information Edge -1993. Featured KCET's successful technical reengineering initiatives.

PUBLIC SPEAKING ENGAGEMENTS:

Guest lecturer at Mount Marry College 2009 – Project Management Techniques.

Speaker at PMI Iowa Chapter 2008 – Project Management Black Bag Techniques for Fixing a Project.

Guest lecturer at universities in Wisconsin, Maryland and California (1995 to 2001).

Keynote Speaker - *World Computer Telephony Conference/Expo* - Tokyo, Japan - June 27, 1997. Presentation on the critical issues influencing the management of complex technical functions by non-technical senior managers.

Keynote Speaker – IBM 1993 Product Announcement. Reviewed technical strategies at KCET.

Featured Speaker at national and international events. Subjects included:

- Partnering with Your Strategic Vendors.
- Strategies for Rapid Deployment of Technology.
- Rapid Application Delivery.
- Implementing High Tech Call Centers.
- Non-Technical Management of Technical Areas.
- Deploying IVR Solutions.
- Creating and Managing Diversity in a Technical Environment.