

# The CRN A-List

*The definite guide to who is who in the UK IT channel*

October 2006

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**DAVIES, GORDON**

**Company** Compusys consulting.

**Job title** Managing director.



**DAWES-HUIISH, PETER**

**Job title** Chief executive.

**Company** LinuxIT.

**Year of birth** 1960.

**Place of birth** Wambrook.

**Career outline** I have a history of building pan-European technology companies, either as domestic start-ups or as subsidiaries of US organisations. My role has included leading these businesses through acquisitions.

**What motivates you every morning to get up and work in the channel?** I enjoy the challenges of building a successful business, both from a technical and commercial perspective. Also working with other channel partners creates interesting relationships that require considerable thought to work.

**What has been the most over-hyped technology in the past five years?** Flat-screen TV.

**What will be the most underrated technology in the next five years?** Radio frequency identification.

**Which technology would you most like to have invented?** A cloaking device to hide my car from speed cameras.

**Do you have any regrets from your time in the industry?** I wish that I had started my own company earlier rather than continue to work for others.

**What is the biggest hurdle you have faced in your career?** One of the biggest challenges has been to recruit the right people to work in a challenging and rapidly growing organisation. Fortunately, we have a great team able to rise to the challenges.

**What is the biggest success of your career?** To have met the novel challenges created by the Open Source and Linux markets. To capitalise on these challenges and create a credible and sustainable company in the Linux world.

**What piece of technology could you not live without?** I think my phone might have to be surgically removed.

**What would be your advice to anyone starting a career in IT?** Make sure you have other interests in your life.

**What would you like for Christmas if you could have anything?** World peace and a Lamborghini Murcielago LP640.

**What is your favorite karaoke song?** *White Riot*, by the Clash.

**Do you have any phobias?** No.

**How many beers before you fall over?** 0.

**Number of staff you manage?** 30.

**What is your golf handicap?** 10.

**What car do you drive?** BMW 645 Convertible.

**Number of air miles you have?** 50,000.