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Mr. Burns is a senior consultant specializing in IBM midrange computer based business systems, solutions architecture, database design, telecommunications, desktop technology, web enablement and technical education. He has been with GEMKO since 1996.

His practice involves a wealth of clients in various service, manufacturing, construction, health care and financial industries, ranging from privately owned “mom and pop shops” to publicly owned global enterprises.

Mr. Burns in recent years has focused on empowerment solutions for organizations challenged by aging software systems, obsolete IT procedures and out of date technical staff skills. These solutions, known as EMO/21, are designed to optimize existing investments and provide a low risk, manageable improvement path with early and frequent payback points. This is in direct contrast to the traditional highly disruptive and expensive overhaul that most companies have endured at one time or another. Opportunities are available for companies using both home grown custom applications and third party products.

He has developed and delivered numerous educational offerings for computer programming professionals, leveraging their past strengths, experiences and passion in order to give them a new perspective on solving business problems in the 21st century, with a more diverse toolkit.

Mr. Burns was chosen by IBM to serve on its certification development team, which periodically collaborates to architect IBM certification exams for programming professionals.

He also serves his clients at a hands on level, assisting them with hardware and software upgrades, while giving them the knowledge necessary to become more self reliant. This approach allows GEMKO to focus on true value added services, instead of repetitive commoditized services.

Mr. Burns is a member of the Midrange Users Group of Western New York, the Toronto User Group for Midrange Systems and COMMON, the world’s largest midrange computer user group. He is a frequent speaker at computer user groups and conferences across North America and has been a contributing author of technical articles in various IT industry specific publications.

His past experience includes lengthy stints with both the nation's largest pharmaceutical distributor and a WNY mechanical contracting company. That experience has afforded him a rich appreciation of business issues at both the local and national level.

Mr. Burns resides in North Boston, NY, a Buffalo suburb, with his wife and three children.