



JWAL SOFTWARE

Fractional CAIO / CTO

Embedded leadership, 1 to 2 days a week. Roadmap, architecture, hiring, vendors, and board communication. Yours until you don't need it.

Jacob Knight, Founder & CEO

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WHO THIS IS FOR

Companies of 10 to 200 people who've outgrown ad-hoc technology decisions but don't yet need, or can't yet justify, a full-time CTO (\$250K+) or a Chief AI Officer. SaaS, professional services, fintech, and logistics companies where technology is a competitive lever.

AI in production is a power tool, not a toy: respect it and it does real work for you. My job is making sure your team uses it like a chainsaw, not a toothpick: real guardrails, real judgment, no accidents.

STRUCTURE

1 to 2 days a week, embedded. Standups, roadmap, architecture, and vendor decisions: I join the team, not a call once a month.

Flexible engagement length. No long-term contract required; scale up or down as the work changes.

Monthly cadence. Regular retros, outcomes tracked against goals, board and investor updates on request.

WHAT YOU GET

- **AI strategy and roadmap:** where AI creates real leverage, mapped to business goals, then built, not just recommended.
- **Engineering leadership:** roadmap ownership, sprint discipline, hiring, and accountability with your existing team.
- **Architecture and vendor judgment:** build-vs-buy, cloud, platform, and AI tooling decisions made by a hands-on architect.
- **LLM and automation implementation:** from pilots to production, with your team trained along the way.
- **Board and investor communication:** technology translated into business impact.

The destination offer most coaching and audit relationships convert into: the fractional seat that replaces guessing with ownership.

HOW IT WORKS

01

Discovery call

Your business, team, and goals. Clarity on fit, no fluff.

02

Engagement design

Scope, cadence, and success metrics defined together.

03

Embedded leadership

Standups, roadmap, architecture, vendors. I join the team.

04

Measure and evolve

Regular retros. Outcomes tracked against goals.

Engagements are flexible: from a focused sprint to ongoing monthly leadership. No long-term contracts required.

Start with a conversation.

jake.k@jwal.ai · jwal.ai · Layton, UT (remote-first)

PRICING

Contact me for pricing

Embedded 1 to 2 days a week. No long-term contract required. Reach out to scope a cadence.

RESULTS DELIVERED

\$2M+

annual cost reduction, national consumer-products company

~3%

saved per transaction via e-commerce re-platform

20 → 72

percentile site speed vs. peer e-commerce

100%

team satisfaction, six engineering teams, two years

ABOUT JACOB KNIGHT

- 15+ years building and leading software teams across SaaS, e-commerce, and enterprise.
- Fractional CTO to SaaS companies from vertical market leaders to AI-native startups.
- AI coach to teams at companies from multibillion-dollar enterprises to growth-stage startups.

Enterprise-grade technical leadership.

Without the enterprise overhead.