



GUIDE OVERVIEW

For more than six decades, Global Security Exchange (GSX), formerly the ASIS Annual Seminar and Exhibits, has been the premier event for security professionals worldwide, providing industry-leading education, countless business connections and the latest products and services. This year, GSX is providing this reference guide to serve as a resource for media representatives looking for sources on-site, as well as a reference for future story opportunities. We encourage you to reach out directly to the experts included in this guide, and use the quotes provided – with attribution to the designated individual – in articles associated with GSX 2018.

GSX 2018 | September 23-27, 2018 | Las Vegas, Nevada | gsx.org | [#GSX2018](https://twitter.com/GSX2018)

SUBJECT MATTER EXPERT GUIDE

ACQUISIGHT

- AI/Machine Learning
- Critical Infrastructure Protection
- Cybersecurity/
Information Security
- Emergency Preparedness
- Robotics/Drones
- Security System
Engineering/Design
- Smart Cities/Intelligent Buildings

DAVID WINKS | MANAGING DIRECTOR

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Professional Bio

Mr. Winks applies the principles of asymmetric warfare with the latest advances in technology to help clients in crafting defenses against a full spectrum of threats ranging from cyber-physical to directed energy and EMP.

What is the biggest challenge facing the industry today?

Our critical infrastructure was designed and built during a time of extended peace. As technology empowers adversaries, we need to shield and harden our infrastructure against the full array of emerging threats.

What do you see as the greatest opportunity for innovation?

Materials behave differently at nanoscale. We are just beginning to learn how to use nano materials to revolutionize computing, sensing, communications, and energy generation.

What do you think will have the biggest impact on the industry in the next 3-5 years?

Consumers are realizing that resiliency under adverse conditions is more important than optimizing for low cost. The drive for self-healing resilient systems will change how everything is built.

AUTHOR, CONSULTANT, COMPUTER EXPERT

- Cybersecurity/Information
- Security System
Engineering/Design

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Professional Bio

Author of 26 books and over 40 papers, as well as an inventor with 14 patents. Actively consulting and training with companies and government agencies.

What is the biggest challenge facing the industry today?

Lack of technical knowledge. Too many in cybersecurity lack the fundamental computer science/engineering knowledge.

What do you see as the greatest opportunity for innovation?

Better training and education programs.

What do you think will have the biggest impact on the industry in the next 3-5 years?

Improved standards that are widely adopted.

BARONE CONSULTING BUREAU

- Crime/Loss Prevention
- Crisis Management
- Enterprise Security Risk Management
- Investigations

JOSE G. BARONE, PSP, MBA | CEO
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Professional Bio

José believes long-lasting relationships are the key to success. He has been involved in the security industry since 2006 and has progressed ever since. As a Security Professional, he has developed team leadership, conflict resolution and risk assessment skills in order to help clients to successfully create a safe environment to live and work. A son of a military retiree, he started out in the family-owned security company, where he specialized in providing security services and developing security projects. He succeeded in reducing the probability of crime occurrence for a wide range of industries and communities, all at cost-effective rates. Most recently, José evolved into a Security Consultant role, aiding clients with their exposure to risk and threats. He has also contributed in investigation projects for special cases. A member of ASIS International, he obtained his Physical Security Professional (PSP®) certification in 2015 while actively participating in the Young Professionals Council and as the VP of the Buenos Aires Chapter 215 (2018). Prior, he earned his Master in Business Administration (Universidad Católica Argentina), his Degree in Security (Universidad Tecnológica Nacional) and his Bachelor Degree in Communication (Universidad Austral).

What is the biggest challenge facing the industry today?

I believe the biggest challenges for the security industry moving forward is the increased complexity of crime. Not only are we referring to cyber threats but we are also witnessing a refinement in criminal methodology.

What do you see as the greatest opportunity for innovation?

The biggest opportunities come from the increased availability of services and products that address specific needs for security professionals. With the massification of technology comes a more diverse way to develop protection strategies.

What do you think will have the biggest impact on the industry in the next 3-5 years?

Data analysis will continue its growth towards the creation of security models which will eventually allow us to predict crime even more accurately.

CITY OF AIRDRIE

- Critical Infrastructure Protection
- Smart Cities/Intelligent Buildings
- Workplace Violence

MATT CAMERON | CORPORATE SECURITY ADVISOR
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Professional Bio

A corporate security professional specializing in the design, implication, and management of large-scale corporate security plans while developing and implementing appropriate protective strategies, measures and programs to safeguard stakeholders and assets.

What is the biggest challenge facing the industry today?

The overlap between physical security and cybersecurity. The qualifications and know-how in each field are vastly different, and historically they operated as separate entities. They now sit hand in hand and there is an uphill battle for physical security professionals to fully grasp cybersecurity requirements.

COBALT ROBOTICS

BOOTH #353

• Robotics/Drones

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TRAVIS DEYLE | CEO AND FOUNDER

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Professional Bio

Dr. Travis Deyle is the founder and CEO of Cobalt Robotics, a company building indoor robots for physical security, facilities, and HR applications. He's worked at GoogleX, obtained his PHD from Georgia Tech, and was named to MIT Technology Review's "Top Innovators Under 35" in 2015.

What is the biggest challenge facing the industry today?

In my opinion, the biggest challenges facing physical security today center around the application of new technology to make security more cost-effective, flexible, metric-driven, and accountable.

You can think of physical security as risk management & business continuity in the presence of finite budgetary constraints. In this context, the goal of a security practitioner is to use the tools at their disposal to craft a program that provides maximum situational awareness, proactive real-time response, and enhanced accountability — and to modify the behavior of security assets on the fly in response to new threats.

To quote General Patton, "Fixed fortifications are a monument to the stupidity of man." I wouldn't go that far; Access Control Systems (ACS) and Video Management Systems (VMS), while fixed, certainly have their place in security programs. But we're at a unique inflection point in technology where mobility is becoming increasingly inexpensive, permitting us to build & deploy new security tools that can be more flexible & capable.

What do you see as the greatest opportunity for innovation?

Robots are one of the most compelling opportunities for innovation; they are the fusion of extremely capable sensors (including access control and video capabilities) with cutting-edge computation (AI, machine learning, and cloud computing), all packaged up in a mobile platform. Robots provide security professionals with the unprecedented opportunity to be deploy emerging technologies that combine the flexibility of humans with the reliability and consistency of a machine, and adjust their security posture in response to real-time events. They will undoubtedly become an important resource in the security tool belt.

What do you think will have the biggest impact on the industry in the next 3-5 years?

AI and Robotics will have a profound impact on the security market in their own right, but they will become even more potent as they interconnect with other forms of static infrastructure. The data, insights, and responsiveness of these interconnected systems will enable security professionals to rapidly deploy new technologies that can enhance their programs and provide more accountability & responsiveness than ever thought possible.

DSI SECURITY SERVICES

BOOTH #3144

- Active Shooter
- Soft Target Protection
- Workplace Violence

EDDIE SORRELLS, CPP, PCI, PSP | COO/GENERAL COUNSEL
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Professional Bio

Eddie Sorrells, CPP, PSP, PCI, serves as Chief Operating Officer and General Counsel for DSI Security Services. DSI is a leading security provider in the Southeast United States with employees in 25 different states.

Eddie has over 25 years of security experience and is a frequent speaker on topics such as workplace violence, physical security, employment law, workplace investigations, and other security and business topics. Eddie released his first book in 2015: Security Litigation: Best Practices for Managing and Preventing Security-Related Lawsuits. The book provides practical guidance and examples on how to deal with the most difficult legal issues that security executives face every day.

He is admitted to practice law in the State of Alabama and the United States District Court, Middle District of Alabama. He is a Past Chair of the Security Services Council and is a current Council Vice President (CVP) for ASIS International.

What is the biggest challenge facing the industry today?

Attracting and retaining top quality employees who are well versed in the evolving world of security technology and threat management.

What do you see as the greatest opportunity for innovation?

The Security world is starting to realize that we must find new ways to secure our businesses, soft targets, and other venues where violence may occur. There are many companies who are meeting this challenge head on with methods for improving pre-attack intelligence and best practices for responding to an attack.

What do you think will have the biggest impact on the industry in the next 3-5 years?

I believe the biggest impact on the security industry in the next 3-5 years will be the advancement of robotics and artificial intelligence. The human element will always remain constant, but through technology we will find more efficient ways to deliver the most comprehensive security plan possible.

ELDORADO RESORTS, INC.

BOOTH #353

- Active Shooter
- Crime/Loss Prevention
- Crisis Management
- Critical Infrastructure Protection
- Emergency Preparedness
- Enterprise Security Risk Management
- Investigations
- Soft Target Protection
- Workplace Violence

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Professional Bio

Executive Director of Security for Eldorado Resorts in Reno, NV. Speaker, author, expert, consultant.

What is the biggest challenge facing the industry today?

The biggest issue facing me and most of my colleagues is staffing. A shrinking employment pool and generational work ethic changes are making it difficult to keep positions filled.

What do you see as the greatest opportunity for innovation?

Robotics and video analytics will help us fill open positions, while the knowledge and experience of the security officer will make him/her more valuable.

What do you think will have the biggest impact on the industry in the next 3-5 years?

The public's desire for tighter security will likely affect access control, profiling, and detection systems.

EMPLOYMENT SCREENING RESOURCES

- Crime/Loss Prevention
- Enterprise Security Risk Management
- Investigations

LESTER ROSEN | ATTORNEY AT LAW
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Professional Bio

Lester S. Rosen is an attorney at law and CEO of Employment Screening Resources (www.ESRcheck.com), an accredited national background screening company headquartered in California. He is the author of, "The Safe Hiring Manual— The Complete Guide to Employment Screening Background (826 pages-Facts on Demand Press/3d Edition September 2017), the first comprehensive book on employment screening.

He is also a consultant, writer, and frequent presenter nationwide on pre-employment screening and safe hiring issues and has testified as an expert witness in court cases. Mr. Rosen was the chairperson of the steering committee that founded the National Association of Professional Background Screeners (NAPBS) and served as the first co-chairman in 2004.

What is the biggest challenge facing the industry today?

The biggest challenge facing the industry is the insider and internal threats. The security industry has exploded with solutions to prevent or minimize external threats but organizations can be blindsided when it comes to people they think they know, and an insider such as an employee, contractor or vendor is in a position how to inflict tremendous damage.

GAVIN DE BECKER & ASSOCIATES

BOOTH #1881

- Active Shooter
- Soft Target Protection
- Executive Protection

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JAMES P. HAMILTON | VICE-PRESIDENT OF PROTECTION STRATEGIES
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Professional Bio

Recruited from the FBI, James Hamilton was the Special Agent selected to develop the Protection Course at the FBI Academy. His courses are currently taught to agents protecting the U.S. Attorney General and the Director of the FBI – and have been taught to protectors at the NSA, NYPD, and many other agencies. James also served as Personal Security Advisor for the Attorney General and the two most recent Directors of the FBI.

He is a Certified FBI Instructor in Firearms, Tactical Skills, Emergency Driving and SWAT Operations. During his time at the Academy, he obtained an Active Shooter Instructor rating through ALERRT and leads training on Active Shooter response protocols. James was Team Leader and Manager for the FBI's Overseas Survival Awareness Program, widely valued by officials and corporations working in high-risk areas.

Earlier in his career, he served four years on the Protection Team for the FBI Director. After 9/11, he was selected to create a Joint Terrorism Task Force.

What is the biggest challenge facing the industry today?

The lack of training, equipment, and empowerment of security personnel to execute the job is a growing issue we are seeing. When assessing internal programs, I frequently see companies assign guards to enforce access control, but they have a completely hands-off policy and lack the basic tools to accomplish their assigned task.

GRAYHAWK SECURITY GROUP, PHOENIX LLC

- Active Shooter
- Soft Target Protection
- Workplace Violence

Marketing/PR Contact

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Professional Bio

Arizona DPS licensed Insured Security Agency, NRA Firearms Instructor, Arizona DPS Security Guard Firearms Trainer, Arizona Bail Enforcement Agent (Bounty Hunter) Instructor in aerosol defense, Collapsible Baton, handcuffing & defensive tactics. Director of Security for some of the largest multi use properties in North America. Specializing in the expert training and certification of armed security personal and Arizona (CCW) Concealed Carry. Grayhawk Security Group is an industry pioneer in combining medical first responder training with armed active shooter certification and workplace violence prevention. Grayhawk Security Group is comprised of expert International security Consultants and Instructors with backgrounds in Law Enforcement, Military, and Private Executive Protection. Front line threat management with experience in real world enforcement solutions. Andre Todd is an International Security expert who served as a Special Constable in Canada and a Private Investigator in Ontario, Illinois, Wisconsin, and Arizona. Andre is a former award winning Top 100 Market Radio Program Director and on air radio personality. Available for speaking, panel discussions, TV and radio appearances at Andre@grayhawksecuritygroup.com.

What is the biggest challenge facing the industry today?

Lack of certified and well trained armed security in soft target locations like malls, hospitals, and schools.

What do you see as the greatest opportunity for innovation?

I believe that the security manpower industry needs to step up its game. With the massive increase in foreign and domestic terror attacks, the deployment of poorly trained unarmed guards is not the best application. I have hired US Military Veterans for decades through VA placement services. There are combat veterans across the nation looking for employment is high profile armed security. However, these Vets are not going to work for minimum wage. We can do better with advanced training, exceeding the state minimum requirements, and creating "enforcement based" security deployment working in concert with local law enforcement.

What do you think will have the biggest impact on the industry in the next 3-5 years?

The continued threat of Radical Islamic terrorism worldwide.

GWS PRODUCTION

- Crime/Loss Prevention
- Enterprise Security Risk Management
- Investigations

JENS NASSTROM | BUSINESS DEVELOPMENT DIRECTOR

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Professional Bio

I have worked in travel security since 2009, starting as a security consultant assisting travellers and managers with routine queries and emergency assistance during crises including major natural disasters and the Arab Spring. After having spent a few years providing consultancy services and sales support as a subject matter expert, I have very recently moved into a new business development role where I will help bring a groundbreaking and much needed solution to the market.

What is the biggest challenge facing the industry today?

From a travel security standpoint, the biggest challenge is the ever increasing diversity of travellers. White businessmen travelling from Western Europe or North America to the rest of the world is still very much the norm in the industry. Yet our clients are increasingly travelling in the other direction, and include more women, LGBT, and a wider range of ethnicity and age groups. How do we ensure that we are relevant to them?

What do you see as the greatest opportunity for innovation?

We've only begun leveraging analytics and mobile technology. These tools that can tell us so much about those we're trying to keep safe and thus enable us to really tailor our solutions at a much more granular level.

What do you think will have the biggest impact on the industry in the next 3-5 years?

Again from a travel security perspective, it will be the evolving nature of mobility. In fact, this very development is likely to make travel security an obsolete concept. We will no longer divide employees into 'business travellers', 'expats' and 'local employees'. Instead they can all be plotted onto a spectrum of mobility, with duty of care applying to all.

HX GLOBAL

BOOTH #3845

- Crisis Management
- Emergency Preparedness
- Enterprise Security Risk Management

Marketing/PR Contact

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TIM CROCKETT | VICE PRESIDENT, SECURITY
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Professional Bio

Tim Crockett is Vice President of Security for HX Global. Tim has a strong military background that serves him well in designing and providing security and risk management solutions. A native of Hereford, England, he became a member of the Royal Marine Commandos in 1990 and went on to join the Special Boat Service in 1992. Prior to joining HX Global, Tim worked as Senior Director of Global Security Operations for Turner Inc. He also worked as a consultant to CNN for 12 years. In all his roles, Tim has trained and advised clients, working alongside many of them in the field, with numerous deployments to Afghanistan, The Middle East, Central & West Africa, Southeast Asia and the Amazon jungles of Brazil.

What is the biggest challenge facing the industry today?

Within my industry sector (Travel Risk Management) I see one of the biggest challenges to be education, both in regards to the enduser and the service provider. The term "duty of care" has become an overused phrase used to market a service or sell a piece of software; many don't understand the complete picture, or more importantly, the end goal. As practitioners, we are in the business of keeping people safe. All too often, in the rush to make a sale and onboard a new client, we do not ask the qualifying questions necessary to gain clarity around the needs and wants of the end-user. How can one attempt to provide a solution if you don't understand the problem in the first place? It is important to take the time, ask the questions and fully understand what is needed and why.

INTERNATIONAL SOS

BOOTH #541

- Active Shooter
- Crisis Management
- Enterprise Security Risk Management

Marketing/PR Contact

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MATTHEW BRADLEY, MBA | REGIONAL SECURITY DIRECTOR
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Professional Bio

Matthew joined International SOS as Regional Security Director, Americas in October 2014. Prior to joining International SOS, he was the Security Director for the largest mobile service provider in Honduras. Matthew spent 14 years with the CIA with overseas postings in Chile, Argentina and ultimately as Chief of Station Tegucigalpa, Honduras. Matthew has a Bachelor of Science degree in Electrical Engineering and a Bachelor of Arts in Spanish literature from Rice University in Houston. Matthew also studied Spanish and Latin American history at the University of Chile in Santiago and has traveled extensively throughout Latin America.

What is the biggest challenge facing the industry today?

Many organizations are struggling with how to mitigate risk and respond to terrorism and lone wolf attacks in traditionally low risk destinations. Incidents in France, Belgium, Germany, Turkey, Canada and the United States require organizations to confirm the status of their employees and offer assistance. Smaller organizations lack the 24/7 capability to calculate their exposure and confirm the status of their people. Larger organizations find themselves having to respond to more incidents in more places with fewer resources. This challenge leads us to the greatest opportunity for innovation.

What do you see as the greatest opportunity for innovation?

The greatest opportunity for innovation is leveraging technology for risk mitigation and crisis response. Continuous tracking of employees is not appealing to the worker and not sustainable for the organization. Innovation will deliver threat and risk information to the employee through their mobile device. Crisis response and tracking will be "just-in-time" following an incident and non-intrusive to the employee. Risk mitigation advice will be at employee's fingertips to help them avoid a potential incident while enabling their business.

What do you think will have the biggest impact on the industry in the next 3-5 years?

The biggest impact on the industry will be the application of machine learning (ML) and artificial intelligence (AI). As risks increase and security organizations are asked to do more with less, the application of ML and AI to traditional security services like access control, monitoring CCTV and responding to alarms will be critical to the success of the security department of the future. ML and AI will be instrumental in helping security departments be more efficient and effective at mitigating risk and responding to incidents. The application is immature at present, but all forward-leaning organizations are evaluating ML and AI.

K9 FIRST RESPONDERS, INC

BOOTH #3144

- Active Shooter
- Crisis Management
- Workplace Violence

Marketing/PR Contact

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BRAD COLE, CFE | EXECUTIVE DIRECTOR/ALL-HAZARDS PSYCHOLOGICAL TRAUMA RESPONDER
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Professional Bio

Mr. Cole is K9FR's subject matter expert and thought leader. He has 35 years experience in the security, crisis management and investigative professions.

A first responder to the Sandy Hook Elementary School tragedy, Mr. Cole's deployments include Boston Marathon bombings, Las Vegas concert massacre, Marjory Stoneman Douglas High School shooting as well as peer support for public safety. He was deployed to Smyrna, DE to assist in the aftermath of the 19 hour prison siege, hostage taking and homicide.

What is the biggest challenge facing the industry today?

Mental Health Crisis Intervention is often an afterthought prior to a tragedy happening. The reality is that people's pain is what's left for days and weeks after a critical incident. Trauma informed mental health support planning and coordination must occur with other training (active shooter, hostile even, mass casualty etc.) and not during an crisis.

What do you see as the greatest opportunity for innovation?

The inclusion of mental health crisis response services with other traditional response planning and exercises. NFPA 3000 standard is an excellent start.

What do you think will have the biggest impact on the industry in the next 3-5 years?

The acceptance of mental health and post traumatic stress injuries as medical conditions versus a subjective non-injury.

LAW OFFICES OF KATHY DELANEY WINGER

BOOTH #353

- Active Shooter
- Crime/Loss Prevention
- Crisis Management
- Critical Infrastructure Protection
- Emergency Preparedness
- Enterprise Security Risk Management
- Investigations
- Soft Target Protection
- Workplace Violence

KATHY WINGER, JD | ATTORNEY AT LAW
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Professional Bio

Kathy Winger is a business, corporate, real estate and data security attorney who represents companies and individuals in commercial and corporate transactions. She frequently speaks to local, state and national business and technology professionals about cybersecurity and data breaches from a business lawyer's perspective, has written articles about the topic that have appeared in national publications and has been interviewed about cybersecurity and data breaches for newspaper articles and radio shows. Kathy owns her own law practice in Tucson, Arizona.

What is the biggest challenge facing the industry today?

From a legal perspective, I believe that the biggest challenges facing the industry today are the ever-expanding legal risks facing business owners and technology professionals. As data breaches occur more frequently and become more costly, parties will, I believe, be casting a wider net in order to find other parties who can be held financially responsible for all or part of the losses suffered.

What do you see as the greatest opportunity for innovation?

One of the greatest opportunities for innovation that I see is providing small and medium sized business with affordable tools that they can use to minimize the risk presented by data breaches.

What do you think will have the biggest impact on the industry in the next 3-5 years?

From a legal perspective, I believe that statutes and regulations such as the EU's GDPR, the NYDFS Cybersecurity Regulation and California's new privacy statute, will have the biggest impact in the legal compliance world during the next 3-5 years. I predict that more statutes and regulations covering more businesses will be enacted during that time period.

LIFESAFETY POWER

BOOTH #2765

- Access Control/Power Supply Technology

Marketing/PR Contact

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Professional Bio

CTO and co-founder of Lifesafety Power Inc. Directed company's research & product development operation. Guang has over 20 years of industrial experience in Power Electronics product development. He received a Ph.D. degree from the University of British Columbia and holds 15 US patents.

What do you think will have the biggest impact on the industry in the next 3-5 years?

From a power supply perspective, the power system will continue the transition from a commodity to a more intelligent and integrated part of the access control system; both physically, and through data sharing. Today's networked single-box power solutions provide a faster, cleaner, and more consistent installation, leading to higher reliability and greater system uptime, while directly providing health and status updates to the access control panel.

MICROSOFT

BOOTH #353

- Active Shooter
- Crime/Loss Prevention
- Emergency Preparedness
- Enterprise Security Risk Management
- Investigations
- Soft Target Protection
- Workplace Violence

Marketing/PR Contact

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Professional Bio

35 years of experience at saving fortune 500 companies millions in profit dollars. Author, speaker and asset protection expert. Quarter century club member of ASIS and past Chairmsn of the Retail Asset Protection Council of ASIS. This years GSX topic "ESRM; is it Relevant to Retail Asset Protection?". Tuesday at 2PM.

What is the biggest challenge facing the industry today?

Active threats to soft targets is what keeps some security leaders awake at night. Yet over 50% of organizations are not prepared for this type of emergency response, or have just started to engage corporate leadership on the risk.

What do you see as the greatest opportunity for innovation?

The greatest opportunity for innovation is digitalization of the asset protection function. Enterprise Security Risk Management has oriented ASIS members in the right direction, however, we really must understand what ESRM is and how it will help us get to digitalization. It's not the end result.

What do you think will have the biggest impact on the industry in the next 3-5 years?

The fusion center replacing global security operation centers. Proactive incident management replaces reactive incident management to keep people safe in their work, school, leisure environments.

ON GUARD INTERNATIONAL LLC

- Active Shooter
- Anti-Terrorism
- Crime/Loss Prevention
- Crisis Management
- Critical Infrastructure Protection
- Emergency Preparedness
- Enterprise Security
Risk Management
- Investigations
- Soft Target Protection

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OPENPATH BOOTH #1669

- Enterprise Security
Risk Management
- Security System
Engineering/Design
- Smart Cities/
Intelligent Buildings

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Professional Bio

After 34 years of service as senior officer with Department of Homeland Security retired as Commander with U.S. Coast Guard and as senior special agent with ICE Homeland Security Investigations (legacy U.S. Customs) including undercover operations certification. On loan to US Secret Service for George W. Bush detail.

What is the biggest challenge facing the industry today?

Dealing with copy cat threats related to domestic terrorism and school security spawned by social media postings.

What do you see as the greatest opportunity for innovation?

Integration and automation of video surveillance, access control, and predictive analysis to create a "Common Operational Picture" through AI.

What do you think will have the biggest impact on the industry in the next 3-5 years?

Artificial Intelligence; facial recognition; predictive analysis.

JAMES SEGIL | PRESIDENT & CO-FOUNDER

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Professional Bio

As the President and co-founder of Openpath, James Segil runs operations and leads marketing, public relations and partnerships for the company. A serial entrepreneur, James has built and sold three successful technology companies (EdgeCast Networks, KnowledgeBase and Virtualis) over the past 17 years. While at Edgecast, James helped to build the company's global network to carry more than seven percent of global internet traffic. Prior to Edgecast, James built KnowledgeBase into a profitable, industry-leading company that was ranked by Forrester as the Industry Leader in eService. James received the E&Y's 2014 Entrepreneur of the Year award for the greater Los Angeles area, is an investor in and advisor to tech startups and VC/PE funds, and is active in various community and philanthropic organizations.

What is the biggest challenge facing the industry today?

The access control industry has not evolved in 40 years. As a result, current office access control systems are not meeting the needs of today's modern workforce. Too many organizations still use expensive legacy physical access technologies that are closed and have limited ability to integrate with IT infrastructure. On top of that, the security of the office is compromised when key cards and badges are lost, stolen and/or copied.

What do you see as the greatest opportunity for innovation?

This industry is ready for innovation, and the biggest opportunity lies in mobile. We increasingly use our smartphones for everything in our lives - from paying for coffee to managing our bank accounts. So, it only makes sense that we use our phones to enter and exit the office as well. By offering user-level customization, companies can create a seamless office experience that also provides end to end encryption, which equates to a vastly increased level of security.

What do you think will have the biggest impact on the industry in the next 3-5 years?

The biggest trend will be the concept of "state" - knowing where people are at all times. To this end, companies will move toward wireless and mobile focuses, providing cloud technology for companies in an effort to streamline and secure their access control needs. Biometrics may also be a focus, utilizing workers themselves to authorize access instead of passwords that get stolen or key cards that get lost. With this new technology, businesses will have access to the information and data they need to better customize their business solutions to fit their needs. Whether it's customizing entry time for specific workers or personalizing other aspects of the smart office, new technology trends like biometrics, mobile and the cloud are going to be the reason that customization is possible.

PRESCIENT

- Active Shooter
- Anti-Terrorism
- Crime/Loss Prevention
- Crisis Management
- Cyber Security/
Information Security
- Emergency Preparedness
- Enterprise Security
Risk Management
- Investigations
- Soft Target Protection
- Workplace Violence
- Digital Privacy
- Online Security
- Identity Management

MAXIMINO PEIZ, CSMIE | CYBER INTELLIGENCE PRACTICE LEAD

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Professional Bio

Max is an intelligence & security risk professional skilled in protective intelligence, social media investigations, open source collection and dark web monitoring. As a veteran of the USMC Fleet Anti-Terrorism Security Team (F.A.S.T) and V3/9 Scout Snipers, he has experience in security risk assessments, crisis assessment and response, online and offline profiling, pattern of life analysis, and redteaming. He specializes in helping clients assess and expose digital vulnerabilities to allow for effective threat mitigation and/or response. Max earned a B.A. in Intelligence Studies from Mercyhurst University.

What is the biggest challenge facing the industry today?

The proliferation of personal/corporate data is the biggest challenge facing the industry today.

What do you see as the greatest opportunity for innovation?

I see Open Source Intelligence and Cyber Threat Research become more familiar terms in the security industry. Cross training physical threat practitioners with cyber threat researchers is the segway to security innovation.

What do you think will have the biggest impact on the industry in the next 3-5 years?

Social justice, economic disruption, and civil liberties.

ROADS & MARITIME SERVICES

- Anti-Terrorism
- Crisis Management
- Critical Infrastructure Protection
- Emergency Preparedness
- Soft Target Protection

PAUL DUCKER | DIRECTOR - SECURITY
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Professional Bio

Paul has over 30 years of unique experiences in the areas of law enforcement, project management, international security operations, investigations, emergency management and close personal protection.

His qualifications include an Associate Diploma of Policing, Advanced Diploma of Public Safety (Emergency Management), Advanced Diploma of Government (Management), Diploma of Security and Risk Management, Diploma of Project Management and the NSW Police Force Counter Terrorism, Security & Threat Analysis Program.

Prior to joining RMS, Paul was the Security Operations Coordinator at Sydney International Airport, the Security Manager of the US 'Survivor' Television Series and 25 Years with the New South Wales Police Force.

Paul has been awarded the Certificate of Merit for Bravery, Commissioners Commendation for Courage), Commissioners Commendation for Professionalism, US Secret Service Commendation, National Medal with Clasp, National Police Service Medal with Clasp and the NSW Police Medal with clasp.

He is married with three children.

What is the biggest challenge facing the industry today?

How we use the myriad of technologies to improve our ability to identify threats, carefully.

We need to understand better, how we can adapt those technologies and the information they supply, into our existing systems. They can provide faster analysis of data, better predictive analysis and real-time decision making. The more that we become dependent on automatic or artificial intelligence technologies, we need to maintain other sources of data and analysis as a way to validate the new technologies and provide a level of resilience.

We must resist becoming so reliant on a system, that itself creates a threat, to be interrupted or manipulated and used against us.

What do you see as the greatest opportunity for innovation?

Connecting and integrating systems with other security and resilience agencies to enhance awareness and eliminating duplication of data gathering and analysis.

We have seen, unfortunately, as a post-mortem, communication between agencies was poor with a 'silo' mentality from many.

We can be both resilient and dynamic with the sharing of infrastructure and systems between agencies, increasing the detection of potential issues along with reducing maintenance and installation cost. Savings applied to better and more advanced systems.

What do you think will have the biggest impact on the industry in the next 3-5 years?

The current command or management level for many organisations and agencies come from Generation X. They (we) demonstrate a more cautious and hesitant approach, with a flexible method of doing more with less. They come from a generation at the start of the digital age but are suspicious of it, and what it brings. The leadership decisions, along with planning, follows on from their cautious nature.

The move to Gen Y will see a far more flexible approach to issues along with a sophisticated understanding of technology. We will see a shift in what we plan and deal with problems.

The transition between the generations (for both security planners and those that seek to do us harm) will see some conflict and perhaps some misalignment of planning and preparedness.

SAFEGUARDS CONSULTING, INC.

- Critical Infrastructure Protection
- Robotics/Drones
- Security System Engineering/Design

MARK SCHREIBER, CPP, CPD | PRINCIPAL CONSULTANT

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Professional Bio

Mark Schreiber is a Security Engineer and Technical Consultant who has been in the industry for almost 20 years. Mark is an ASIS International Certified Protection Professional (CPP) and has designed all forms of physical security systems across the globe, from door contacts to counter drone systems. Typical system designs are large campus, critical infrastructure systems that integrate complex access control, video surveillance, and perimeter intrusion systems for Fortune 500 clients. Through his experience and support of multiple ASIS Councils, Mark has presented at multiple ASIS Annual Seminars and ASIS trainings. In addition, Mark is an ASIS Council Vice President, ASIS Chapter Chairperson, and past Chairperson and volunteer leader of several ASIS Councils, including the Security Architecture and Engineering Council, the Critical Infrastructure Working Group, and the Information Technology Security Council.

What is the biggest challenge facing the industry today?

Emerging threats and risks that capitalize on technology innovations and culture changes faster than security professionals can adapt.

What do you see as the greatest opportunity for innovation?

Improved business value through ESRM and automation of security functions through expanding technologies.

What do you think will have the biggest impact on the industry in the next 3-5 years?

Automation of Threats & Automation of Security Tools.

SETRACON INC

- Active Shooter
- Critical Infrastructure Protection
- Enterprise Security Risk Management

JEFFREY SLOTNICK, CPP, PSP | PRESIDENT

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Professional Bio

Internationally known Enterprise Security Risk Consultant, over 28 years of experience, peer recognized as a "Thought Leader" and a "Critical Architect. As an ISO credentialed Lead Auditor Jeff is responsible for the some of the latest advancements in All Hazards Disaster Resilience, Organizational Resilience Management, ISO/ANSI Standards Development, Resiliency Information Management Processes, and Enterprise Security Risk Management. Focused on the professional development of security and law enforcement, providing exceptional security services, protective services, Enterprise Security Risk Management consulting including risk, vulnerability, and threat assessments, Emergency Response Planning, Business Continuity Planning, and Physical Security System Master Planning, Design and Integration. Mr. Slotnick has extensive experience with Public Works, Utilities, Transportation, and Municipal Infrastructure, Light and Heavy Rail, Supply Chain, Religious Institutions, Schools, and Data Centers. Jeff is an SRVP for ASIS International, Faculty Advisor for University of Phoenix, and a 18 year Reserve LEO for the City of Centralia, Washington.

What is the biggest challenge facing the industry today?

I feel the greatest challenge to our industry is the full acceptance of the Security function as a strategic partner in the Enterprise.

What do you see as the greatest opportunity for innovation?

I see two areas for great innovation, the first is ESRM as strategic security concept and the second is advancements which will permit physical security devices to be plug and play devices on the network.

What do you think will have the biggest impact on the industry in the next 3-5 years?

Advancements in technology, cyber integration, and strategy/education related to ESRM.

SINGLEWIRE SOFTWARE

BOOTH #2187

- Crisis Management
- Emergency Preparedness

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Professional Bio

Kevin Schmotzer is the Customer Success Manager at Singlewire Software, developers of InformaCast emergency notification software.

What is the biggest challenge facing the industry today?

A handful of larger industry players are attempting to stifle innovation through regulation.

What do you see as the greatest opportunity for innovation?

Interoperability between different technologies. Customers want unified systems, but there's a lot of integration work that needs to be done to get things working together.

What do you think will have the biggest impact on the industry in the next 3-5 years?

Customer expectations, derived from the ease-of-use in the consumer market, will drive a better customer experience in the B2B safety/security space.

STRATFOR THREAT LENS

BOOTH #2030

- Active Shooter
- Critical Infrastructure Protection
- Enterprise Security Risk Management
- Investigations
- Soft Target Protection
- Workplace Violence
- Protective Intelligence Models

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Professional Bio

A former special agent with the U.S. State Department, Scott Stewart has conducted hundreds of terrorism investigations around the globe, including the 1993 World Trade Center bombing. He led a team of American agents assisting the 1992 Argentine investigation of the Israeli Embassy bombing in Buenos Aires and investigated a series of attacks and attempted attacks by the Iraqi intelligence service during the first Gulf War. Stewart later served as deputy regional security officer in Guatemala City and was responsible for embassy and diplomatic security at that post as well as in Belize City. After leaving the State Department, Stewart worked as protective intelligence coordinator for Dell and served on Michael Dell's executive protection team. He now leads Stratfor Threat Lens' analysis of terrorism and security issues, helping organizations apply a protective intelligence lens to secure their people, assets and interests around the world.

What is the biggest challenge facing the industry today?

Security, HR, business continuity and other professionals today are incredibly busy. They're in meetings and when something happens, they have this avalanche of information coming at them. Not long ago, the challenge was getting accurate, timely information following security incidents. Now there is so much information, that professionals and executive teams need help cutting through the noise. They need to immediately understand what happened, why it happened and how it could potentially impact their business so they can quickly communicate with their teams.

One of the biggest challenges facing our industry today is understanding what is truly significant so organizations can save time and get the context they need to quickly make decisions with confidence.

What do you see as the greatest opportunity for innovation?

So many security teams still find themselves racing around trying to put out fires when instead they should be planning for... anticipating those fires. After leaving the State Department, I helped introduce the protective intelligence model we used to secure embassies and diplomats around the world to the private sector, but so few organizations have been able to adopt and implement strategies like counter surveillance into their security practices. Guns, gates and guards are necessary, but if we want to raise the level of security for our organizations even further, we need to get ahead of the threat, anticipate those fires and resolve those situations before they show up on our front door.

What do you think will have the biggest impact on the industry in the next 3-5 years?

Technological innovations continues to dramatically shape the security industry. The implications of drone and counter-drone technology are still just emerging, both for corporate security teams and those they are working to defend against. And we're just starting to comprehend the idea of smart devices that can potentially be used to monitor us in your own homes and offices. The industrial espionage and broader security threat posed by these new technologies go far beyond concerns about someone hacking your work computer and we're just starting to understand and begin to defend against them.

TRACKTIK

BOOTH #3351

- AI/Machine Learning
- Enterprise Security Risk Management
- Frontline Workforce Software & Task Automation

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Professional Bio

Named to IFSEC's 2018 Global influencers list for Security Thought Leadership, Business School Graduate, CPP and member of The Security Institute (MSyl), Mark is a mix of Security Service, Practitioner, Consultant, Workforce Software and University teacher. After graduating from Concordia University in Human Resource Management and International Business he progressed to senior management roles responsible for security business units across Canada, launched a consulting business focused on Physical Security for corporate clients and served as Senior Manager, Corporate Security at Canada's largest Telecommunications company. Mark volunteers with ASIS as SRVP Region 6, member of the Security Services Council, the Private Security Officer Standard Technical Committee, and the Private Security Company working group. In 2016, Mark became the Vice-President, Security Industry for software company TrackTik.

What is the biggest challenge facing the industry today?

In very general terms - Adapting to the speed of change. Change can be threat levels and exposure or change in environments in general Change often also includes the speed of data and information.

What do you see as the greatest opportunity for innovation?

The opportunity for innovation goes directly through the adoption of technology. Each and every trend going on globally today can have application in the security industry - for example - includes, data, mobility, IOT, AI, etc.

What do you think will have the biggest impact on the industry in the next 3-5 years?

The true adoption of technology - to be specific - not technology for technology sake but rather the application of the the evolution of technology to enhance, improve and deliver better security. Where the definition of better varies from person to person or organisation to organisation.

UNIVERSITY OF ARKANSAS

- Active Shooter
- AI/Machine Learning
- Anti-Terrorism
- Blockchain/Cryptocurrency
- Crime/Loss Prevention
- Crisis Management
- Critical Infrastructure Protection
- Cybersecurity/Information Security
- Emergency Preparedness
- Enterprise Security Risk Management
- Investigations
- Robotics/Drones
- Security System Engineering/Design
- Soft Target Protection
- Smart Cities/Intelligent Buildings

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Professional Bio

Dr. Richard Ham is the Associate Director of the Master of Science in Operations Management and the Master of Science in Engineering Management at the University of Arkansas. Dr. Ham retired from the United States Air Force and the Department of Homeland Security where he held various regional and national leadership roles. He is a recognized subject matter expert in Homeland Security, consulting domestically and internationally for the United States Government. Dr. Ham teaches courses in leadership, global competition, Homeland Security and Unmanned Aircraft Systems (drones). Dr. Ham designed and led UAS courses for research and industrial applications, teaching platform and sensor selection criteria as well as compliance requirements. He organized the state's first UAS Summit and is spearheading efforts to establish an Arkansas chapter of the Association of Unmanned Vehicle Systems International.

What is the biggest challenge facing the industry today?

Balancing and navigating compliance with complex rules to integrate advances in Inmanned Aircraft Systems (drone) technology to improve security posture. The emerging equally important challenge is to sort through counter UAS methods to meet realistic threats.

What do you see as the greatest opportunity for innovation?

The use of UAS to regain the "high ground" in security operations including coherent policies to reduce risk and liability.

UTAH DIVISION OF EMERGENCY MANAGEMENT

- Critical Infrastructure Protection
- Emergency Preparedness
- Soft Target Protection

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Professional Bio

Kathryn McMullin is a Critical Infrastructure Specialist on the Homeland Security Services Unit within the Department of Public Safety. She manages the Infrastructure Resilience Program, connecting public safety partners with owners and operators of the many critical utilities and businesses throughout our state in order to build whole community resilience to disruptions. She has offices within the Utah Division of Emergency Management, the State Information & Analysis Center (SIAC Fusion Center) and the State Bureau of Investigations (SBI). Her work has been published in "Your Guide to U.S. Critical Infrastructure" produced by Govloop. She is a member of the State Emergency Response Team, trained in Critical Thinking Analytic Methods with the Department of Homeland Security and Advanced Critical Infrastructure Protection from the Emergency Management Institute.

What is the biggest challenge facing the industry today?

One of the greatest challenges we face within Emergency Management is the need for information sharing and collaboration between public and private sectors. This would be in all 5 mission areas of the National Preparedness Goal; Prevention, Protection, Mitigation, Response and Recovery. It's an enormous goal but needs to begin with small, consistent, effective steps.

What do you see as the greatest opportunity for innovation?

I believe the greatest opportunity for innovation would be the development of a product which will allow the prioritization of critical infrastructure within each municipality that is standardized, repeatable and incorporates supply chain inter-dependencies across all sectors and levels of impact.

What do you think will have the biggest impact on the industry in the next 3-5 years?

In the next 3-5 years the continued development and refinement of Business Emergency Coordinating Centers (BECCs) or Business Emergency Operating Centers (BEOCs) have the greatest opportunity to impact the law enforcement and response community. The coordination between public and private sectors as well as the desire to share information regarding impact and consequence during a large scale event has the ability to streamline a response and recovery. It has the power minimize the impact of the trauma to the communities they affect. This will take inter-agency cooperation as well as well-established working relationships with the private sector.