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security**specifiers**

# CONSULT 2019

TECHNICAL SECURITY SYMPOSIUM

**BERNALILLO, NEW MEXICO**

## ATTENDEE PROSPECTUS

The best event for you to connect with security manufacturers,  
thought leaders and peers in the industry.



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### WHEN

October 19-22, 2019

### WHERE

Hyatt  
Regency Tamaya  
Bernalillo, New Mexico

### MORE DETAILS

[www.attendCONSULT.com](http://www.attendCONSULT.com)

# What our attendees are saying...

“Exceptional conference! In the 22 years of attending various industry conferences in the communications and security fields, this is by far the best. If I get 1 good idea or piece of useful information, I consider the conference a success. This conference, I stopped counting after I surpassed 10. I will definitely be attending next year.”

~Norman Reames, GHD

“CONSULT is the ideal opportunity to compare ideas with other consultants in order to provide the best service to our clients. It also encourages discussions with manufacturers that can help you find opportunities for implementation.”

~Chrissy McCutcheon, Security by Design

“Ray and his team have pulled together one of the most immersive, well-run, and valuable educational and networking opportunities in the physical security market.”

~James Krile, Heapy Engineering

“CONSULT is an incredible opportunity to interact with the security industry thought leaders in a focused atmosphere that fosters meaningful dialogue. As a consultant, it is the most important event of the year.”

~Brian Coulombe, DVS Security

Do you want to remember how great **CONSULT 2018** was? Check out the CONSULT 2018 Retrospective Video - <https://vimeo.com/309354569>

# CONSULT 2019

The third annual *SecuritySpecifiers* Technical Security Symposium takes place on October 19-22 in Bernalillo, New Mexico.

Join us at our Technical Security Symposium, created specifically for the security industry's leading design consultants. Come learn, network and discuss today's most important security issues with your industry peers and colleagues. Offering viewpoints on the industry's direction and challenges, **CONSULT 2019** will leave you better equipped to navigate the future consulting landscape.

From cyber security to product technology to common project and design issues, the environment that security consultants and engineers face is constantly evolving. Technical complexities continue to escalate, while the scope and definition of risk assessment and security design continues to expand. **CONSULT 2019** enables like-minded professionals to discuss this changing landscape and to gain new insights into technical and management approaches to address it and respond.



## About CONSULT

**CONSULT** is the only non-captive venue exclusively devoted to specifiers of electronic and physical security...period. A select group of the industry's strongest security consultants will assemble to not only learn more about critical issues and directions that most affect them, but also to question and to be challenged. Because 100% of the program has been developed specifically for technical security consultants, **CONSULT 2019** is a unique, must-attend event.

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### TOTAL ATTENDEES

75-100 Consultants and 26 manufacturers.

### SESSION FEEDBACK

On a scale of 1 to 5 (best), sessions rated an average of 4.52 in 2018 and 4.47 in 2017.

### CEU's

CE Certificates Issued: 37 for ASIS CPP/PSP, 17 for BICSI

# Why Attend?

The average consultant influences approximately \$3 million of security product sales annually.

The **CONSULT** program is built specifically to address the unique needs of the specifying community for physical and electronic security. Topics deal with such areas as cyber risk, better specification and design, emerging product technology and standards, risk assessment and case studies. The scheduling and breadth of technical sessions provides something for everybody, and all session videos are available post-conference. This event is strictly limited to a select group of security consultants, manufacturers, and invited speakers.

## Key Benefits



- Sharpen your outlook on critical technologies and issues
- Improve design skills and write better specifications
- Better understand cyber security impact and potential liabilities
- Earn up to 15 credits for CPP, PSP and CSPM recertification
- Earn BICSI credits
- Develop and enhance important manufacturer contacts
- Expand your professional peer network

## Manufacturer Role



Select manufacturer sponsors, small and large, will be represented by A&E and product-focused personnel who can discuss company direction and roadmap. Many of these are not the familiar faces seen at tradeshow, where conversations can often be brief and subject to interruption. In addition to better understanding what's ahead, you'll have the chance to not only challenge them, but to send them off with your input to help guide future thinking. This is not a "selling" event, and there will be no booths or displays. Manufacturers will be prepared to discuss where they're headed and how to best connect with you. They are expected to be full participants in technical sessions.

# Session Snapshot

## KEYNOTE SESSION:



**WILL WILKINS**

Director of International Security Operations  
*Valero Energy Corporation*

## 2018 General & Track Sessions

While the professional program is still being developed and finalized, here is a summary of **CONSULT 2018** sessions for reference. **CONSULT 2019** sessions will deal with equally relevant topics.

### IMPACTING THE MANUFACTURER ROADMAP



How many manufacturers design their products in a vacuum, driven by good ideas from R&D, but lacking solid input from the user community? Carrying this further, how often do security consultants – advisors to many of those same end users and more – get involved in the product planning process?

### INTEGRATORS FRIEND OR FOE



The relationship between consultant and integrator can be cooperative, contentious, or even non-existent. Do integrators pose a threat? What are the implications of design build – is there room for cooperation? Why are certain integrators building up internal security design groups?

### DESIGN



Open Supervised Device Protocol (OSDP)  
Passive Optical Networks  
Cabling Practices for Video  
Credentialing: Smart Cards or Mobile?

### SPECS, STANDARDS & PROJECTS



Working with Architects  
Electronic Door Hardware (Div 08 – Div 28)  
Exploring the Gap between Security System  
Design and Successful Operation  
The P3 Invasion – Are You Prepared?

### CYBER SECURITY



Consultant's Cyber Liability  
An Operational Model for Cybersecurity  
Cyber Specification Language  
What Should We Expect of Integrators in the  
Installation of a Cyber Secure Project?

### SPECIAL TOPICS



Weaponizing Technology to Improve  
Outcomes During Hostile Events  
Smart Cities, Smart Buildings and The  
Evolution of The Converged Security Approach  
Case Study: Securing Cannabis from Farm to  
Recliner  
Artificial Intelligence (AI) at the Edge



# How to Register

To register and learn more about the event, please visit our event web page at **AttendCONSULT.com**.

## REGISTRATION FEE



The registration fee to attend this 3-day event is \$695. Includes the hotel stay, all conference meals from Sunday to Tuesday and a variety of networking and entertainment opportunities during the course of the event (*including a Sandia Peak Tram and balloon rides*). Early registration and other discounts may apply.

**\$695**

## COMPANION PROGRAM



A wonderful program for spouses and companions is being planned. The program will include site seeing activities throughout the event and a dedicated attendant to provide advice and suggestions on the area's many offerings. Stay tuned for specific program details.

**\$375**



# CONSULT 2019 Agenda

Join industry leading consultants, engineers and select manufacturers to tackle key security topics. Here's a sample of what's to come:

## PRELIMINARY AGENDA

SATURDAY, OCTOBER 19

REGISTRATION

NOON – 5 PM

OPENING EVENT AT BALLOON FESTIVAL PARK

\*TETHERED BALLOON RIDES

\*OPENING DINNER

5 – 9 PM

SUNDAY, OCTOBER 20

BREAKFAST

7 – 8 AM

KEYNOTE ADDRESS

8 – 9 AM

MANUFACTURER SPEED DATING

9 AM – NOON

LUNCH & BOXERBAUM AWARD

NOON – 1:30 PM

EXTENDED MANUFACTURER TIME

1:30 – 4:00 PM

SANDIA PEAK TRAM RIDES

4:00 – 6:00 PM

WELCOME COCKTAIL PARTY & DINNER

7:00 – 9:30 PM

MONDAY, OCTOBER 21

BREAKFAST

7 – 8 AM

GENERAL SESSION

8 – 9 AM

TRACK SESSIONS 1 AND 2

9:15 AM – 12:15 PM

LUNCH

12:15 – 1:30 PM

GENERAL SESSION

1:30 – 2:30 PM

TRACK SESSION 3 AND 4

2:30 – 5 PM

COCKTAIL PARTY

5:30 – 6:30 PM

MANUFACTURER DINNERS

6:30 – 9:00 PM

AFTER DINNER DESSERT AND LIBATIONS

9:00 PM –

TUESDAY, OCTOBER 22

BREAKFAST

7 – 8:30 AM

RAFFLE

8 – 8:30 AM

POST EVENT DISCUSSIONS

8:30 AM

BUSES DEPART FOR AIRPORT

8:30 AM



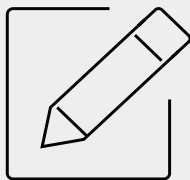
the  
**ELLIOT A. BOXERBAUM**  
SECURITY DESIGN PROJECT OF THE YEAR



**CONSULT 2019** is pleased to announce The Elliot A. Boxerbaum Memorial Award. This award will recognize a consulting or engineering company which designed and specified a completed security design project, accepted by the client in 2018 or Q1 2019. All entries will be judged around the following criteria:

- Collaboration with end-user, architect and integrator
- Design excellence
- Project innovation, uniqueness and creativity
- All proposals must be submitted by June 30, 2019. Valid submissions will allow submitter to receive **CONSULT** admission for half price
- Award will be and presented on Sunday, October 22. Winner will have symposium fees refunded and winning project will be featured as a cover story in Security Technology Executive and Security Business magazines

## ELIGIBILITY & HOW TO ENTER



This competition is open to all professional security consulting and engineering firms.

All proposals must be submitted by July 1, 2019. Award to be announced and presented at **CONSULT 2019** in Bernalillo, New Mexico.

## ELLIOT A. BOXERBAUM

Elliot A. Boxerbaum, MA, CPP, CSC, was the founder and president of Security Risk Management Consultants, Inc., an independent security consulting organization providing comprehensive program management and support services to a wide range of clients. In addition, Elliot was an original Advisory Board member for SecuritySpecifiers and past president of the International Association of Professional Security Consultants (IAPSC).

Elliot was a graduate of the FBI National Academy and had more than 25 years of experience in security management. He held the Certified Protection Professional designation from ASIS International and served on the ASIS Healthcare Security Council.

Throughout his life, he made significant contributions to the security and consultant industry and we are honored to offer this award in his memory.



# Conference Venue

Experience a completely unique and authentic journey into the ancient lands of the Tamayame people at the Hyatt Regency Tamaya Resort & Spa. Nestled on 550 acres of the Native American Santa Ana Pueblo between the Sandia Mountains and the Rio Grande River, Tamaya is steeped in over one thousand years of rich history and culture. Come early, and play the famed Twin Warriors Golf Course or check out a bike and cruise through the Bosque trails, tour the Tamaya Cultural Learning Center and experience one of many cultural activities.

## In the AREA

- Albuquerque, New Mexico's largest city, sits in the high desert. Its modern Downtown core contrasts with Old Town Albuquerque, dating to the city's 1706 founding as a Spanish colony.
- The nearby Sandia Mountains are the most visited range in New Mexico. Numerous hiking trails exist on both sides of the range. The Sandia Peak Tramway is the longest aerial tram in the United States.
- Santa Fe, New Mexico's capital, sits in the Sangre de Cristo foothills. It's renowned for its Pueblo-style architecture and as a creative arts hotbed. Founded as a Spanish colony in 1610, the historic district's crooked streets wind past adobe landmarks including the Palace of the Governors, now home to the New Mexico History Museum.

## Conference Partners

A special thanks to these partners who have made this conference possible.



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