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NEWS IAPSC

November 2011

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John G. Kerster
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IAPSC Annual Conference 2012
Security Consulting in 2012: Business as "Unusual"
April 15-18, 2012 * Marriott Eden Roc, Miami Beach, Florida

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Register by December 5, 2011 to **SAVE \$50**

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IAPSC NY Regional Seminar Report



Dave Aggleton
Program Chair

On October 11, 2011, we held a one-day seminar at Sony's Manhattan Headquarters on Madison Avenue in New York City. Through IAPSC member [Ken Wheatley](#), Sony was kind enough to provide a complimentary conference room and assist in all of the administrative aspects. The attendee list included 13 IAPSC members and 8 non-members - totaling 21. Two of the non-members took membership enrollment packages and we hope to be able to welcome them as new members at our [2012 Annual Conference](#).

After breakfast, the conference started its aggressive agenda with an open forum on marketing, prefaced by a video clip of Simon Sinek's inspiring [TED Talk](#) on how great people and organizations, like the Wright Brothers and Apple, think differently. Next on deck were [Brian Gouin](#) and [Dave Aggleton](#) moderating a general discussion on Hitching up a Team for larger consulting projects. Before lunch was served, we also heard from industry veteran [Paul DeMatteis](#) on Computer Security Issues on the consultant's office hardware and software and tips on protection of client data.

The afternoon started with a joint presentation on Expert Services by [Ira Somerson](#) and [Leslie Cole](#). They shared their experience and advice developed from completing over 2,000 cases between them. Our next presenter was a non-member electrical engineer, [Joseph Salvo](#), discussing the new computer aided drafting (CAD) system generically known as BIM (Building Information Modeling). Unfortunately, Sony's internet security policies prevented Joe from being able to access a web site to demonstrate the system;

[Kerry Parker](#)

Advisor
Chuck Sennewald

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BIM requires considerably more computing power than is available from a laptop. To quote one of the attendee evaluations: "Exceptional effort by Mr. Salvo who overcame the lack of a working network & still delivered a very informative & effective presentation."

After the afternoon break the program chair, Dave Aggleton, talked about Visitor Management procedures and systems and discussed virtual receptionist solutions and automated visitor processing kiosks. [Fred Miehle](#) and Brian Gouin completed the agenda with Bleeding Edge Technology with caveats about pioneers with arrows in their backs!

Everyone agreed that "we should do this more often" and the evaluations showed that every session was scored above 4.0 (on a 1 - 5 scale) with the overall assessment of the seminar at 4.8 and the program format being awarded a generous 5.0!

For those who could not attend, presentation materials are available as a member benefit on the [IAPSC web site](#) and all of the presenters have volunteered to field any questions on their materials.

Report Submitted by:
David G Aggleton, CPP, CSC
NY Regional Seminar Program Chair

Member Benefit Highlight Business Resources

The [Member's Only](#) section of the IAPSC website is a great source of business and industry information for security consultants.**

We're pleased to announce the following new resource that IAPSC board member [Kevin Murray](#) has generously shared with the group.

[Biz Wiz - Our Business Wisdom Compendium](#)

by Murray Associates

Murray, who has twenty-nine years of experience in the industry, describes this invaluable collection of knowledge as "the bits and pieces of advice that were taped to the wall above my desk during my early years in business."

***Have a resource of your own that you'd like to share with the membership? Please contact us at iapsc@iapsc.org.*

Member Happenings

[Ken Wheatley, MA, CPP](#)

Sony Electronics, Inc.
San Diego, CA

Ken Wheatley will be the keynote speaker at the International Organization for Standardization's annual global meeting of Technical Committee 8, Ships and Marine Technology, on October 27th in Helsinki, Finland. [\[read more\]](#)

International Association of Professional Security Consultants

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