

Shawn F. Wurtsmith, MBA, PSP

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Profile

Highly accomplished global security executive with an extensive track record of success as a security innovator building powerful companies and solutions to protect critical assets for both governmental and private sector groups. Excel at building, training, and optimizing the performance of diverse, skilled teams carrying out security projects of all sizes and complexities. Adept at forging strategic partnerships at the international, national, regional, and local levels to create powerful support networks. Possess both a "big picture" vision and the ability to see the mission-critical details that are key to creating comprehensive roadmaps to meet clients' unique security needs and requirements.

Core Strengths

- Executive-Level Leadership
- Operations Management
- Organizational Development
- Strategic Planning & Analysis
- Program & Project Management
- Threat & Vulnerability Assessment
- Risk Management & Mitigation
- Profit & Loss Management
- Global Business Strategies
- Market Penetration & Expansion
- Continuous Improvement
- Team Building & Leadership

Professional Experience

ICIP, LLC, Aurora, CO

2011 – Present

Founder & Managing Partner

Built, launched, and continues to lead a highly successful security and risk management consultancy offering Chief Security Officer (CSO) outsourcing services to meet the needs of mission-critical facilities and critical infrastructure worldwide.

Select Contributions/Achievements:

- Sought after to be the contract CSO by a top regional healthcare provider, a local pharmaceutical company, and the Baha Mar resort, among others, to dramatically improve security operations and infrastructure.
- Contracted by a medical facility to make major changes after an active shooter incident, which included:
 - Hardening the facility during reconstruction while creating a much more effective security program.
 - Outsourcing armed guard services to increase capabilities.
 - Conducting Active Shooter training and drills for the staff.
 - Executing site security audits across four states and developing a phased upgrade implementation plan.
- Consulted with the largest guard services company in Brazil on selecting and implementing the PSIM platform, enabling the group to build a centralized monitoring center for clients' alarms and cameras.

PSX Inc., Covington, LA

2022 – 2024

Vice President of Professional Services

Built and managed design consulting and engineering groups in the low voltage disciplines of security, surveillance and access control (SSA), information communication technology (ICT), audio, video, show controls, and lighting (AVC). Support the design-build initiative of PSX by providing turnkey solutions for all low-voltage technology.

Select Contributions/Achievements:

- Restructured the design consulting team and implemented processes, resulting in scalable professional services.
- Built a team of high-level senior design consultants who are subject matter experts within each low-voltage discipline.
- Built a team of CAD and Revit drafters that can support the design consultants.
- Developed a systematic process to deliver consistent and best-of-class design packages.
- Became a trusted partner to architects, builders, and facility owners that can provide a complete low-voltage solution using innovative technology.

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- Manage the Business Development team implementing a sales funnel populated with qualified leads, resulting in profitable contracts.

JUSHI, INC., Denver, CO

2019 – 2022

Vice President of Global Security

Act as the driving force behind the building and ongoing rollout of a new, high-performance global security program for a major corporation with locations in North America and Europe. Identified/incorporated best-in-class security systems, crafted standard operating procedures (SOPs), and continued to increase program capabilities and performance via ongoing refinements.

Select Contributions/Achievements:

- Leveraging expertise to create a powerful security technology roadmap that seamlessly integrates disparate systems into a unified, highly responsive network and guides long-term planning for old and new systems.
- Designed, bid, and oversaw the building of each multi-use facility while taking full ownership of all security and ICT designs for new installations and upgrades.
- Minimize the number of subcontractors and increase standardization globally by bringing in top national security system integrators and guard service companies.
- Create highly detailed risk profiles of each facility to develop comprehensive risk management strategies.
- Guide the design and writing of the corporate security program playbook, the central resource highlighting all processes, technologies, infrastructure details, service/support agreements, and much more.
- Develop and lead global training programs and drills for staff, including Emergency Response Plans, Active Shooter training/drill, Armed Robbery, and Situational Awareness and preparedness.

ELECTROSONIC, INC., Burbank, CA

2018 – 2022

Director of Design Consulting (SSA)

Direct all aspects (team resources, sales, client relationship management, project delivery, etc.) of the Security, Surveillance, & Access Control (SSA) Design Consulting discipline for the company. Target five specialized verticals: Themed Entertainment, Museums, Corporate, Gaming, and Hospitality, while partnering with the Chief Marketing Office (CMO) to market the group's services domestically and abroad.

Select Contributions/Achievements:

- Continue to optimize the performance of a high-performance team of Senior Design Consultants, Design Consultants, CAD Drafters, Revit Modelers, and BIM Designers.
- Partnered with architects to provide key design deliverables via Schematic & Detailed Designs, Construction Documents, Bid & Negotiations, and Technical Owner's Representation/Construction Management.
- Spearheaded an overseas theme park surveillance design in 3D that allowed the local authority to walk through the park virtually, seeing the camera coverage before construction started.

4D SECURITY SOLUTIONS/AGT INTL, South Plainfield, NJ

2012 – 2015

Director of Business Development US & LATAM

Orchestrated a comprehensive sales strategy to position the group as a disruptive force throughout the LATAM region, successfully opening in Panama, Columbia, Brazil, and Chile. I leveraged the alliances in those countries to push further into Peru, Argentina, and El Salvador.

Select Contributions/Achievements:

- Generated a \$130M+ sales funnel in just under 18 months that delivered over \$24M in sales.
- Identified/forged strategic partnerships with each country's government and key entities such as Cisco (Columbia & Chili) and hired, trained, and optimized the performance of each Country Manager.
- Traveled to present at Industry Tradeshows, A&E Seminars, End Users Events, and more.
- Spearheaded the LATAM capture team (Shipley Method) focused on identifying local resources for each business opportunity and writing proposals.

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PROVIDENCE CRITICAL INFRASTRUCTURE PROTECTION, LLC, Baton Rouge, LA
Senior Vice President / Vice President of Operations

2008 – 2012

Co-founded and served as the senior-level leader in charge of all operations with additional areas of oversight, including program & project managers, consultants, business development, and design & engineering, among others, for a company offering integrated health, safety, security, and environmental solutions (HSSE) to the petrochemical and other related industries across the gulf coast states.

Select Contributions/Achievements:

- Designed and offered compliance solutions for the Department of Homeland Security's (DHS) Chemical Facility & Anti-Terrorism Standards (CFATS).
- Acted as a strategic partner to the CEO regarding all business management and investor relations matters.
- Assembled and directed high-performance project teams to meet each project's unique requirements and created strategic alliances with local resources to provide support after initial project delivery.
- Developed and cultivated business development pipelines offering over \$100M in qualified opportunities.
- Expanded the company's reach by establishing and launching the Houston office.

AMATA, INC., Englewood, CO
Founder / President / CEO

2003 – 2008

I co-founded and led a security systems design build integrator that provided high-level, integrated technology solutions for the Department of Homeland Security (DHS) and national defense sectors to protect critical infrastructure and mission-critical facilities worldwide. Pushed total sales past \$160M and sold the group to a publicly held company in the US.

Select Contributions/Achievements:

- Bid, negotiated, and won the USAF Integrated Base Defense Security System (IBDSS) IDIQ contract.
- Directed installing security systems at two nuclear power plants to achieve full DOE NERC compliance.
- Spearheaded the initial site survey, analysis, and design for an OCONUS classified military location.
- Consulted with the country of Jordan as an International Shipping & Port Security (ISPS) subject matter expert to help create a phased implementation plan for the Port of Aqaba to become ISPS code compliant.
- Sold and designed an integrated security system to protect an 800-mile pipeline and seven tank farms.
- Played a key role as a subcontractor on capture teams led by Siemens & Johnson Controls that won multiple contract awards.

*Prior experience as **Program Manager**, Western Industrial Contractors and **Division President**, Tracy Industries.*

Education & Credentials

Master of Business Administration (MBA) in Business Management, University of Phoenix

Bachelor of Arts in Biology, University of Northern Colorado

Certifications: Physical Security Professional (PSP), ASIS International; Certified Information Systems Security Professional (CISSP) - In Progress; Private Pilot's License; First Aid, CPR, & AED Certified; C-TPAT Certification - Securing the Supply Chain; Chemical-Terrorism Vulnerability Information Certified (CFATS); Able Shepherd

Training: Able Shepherd Training; Verbal Judo; API Site Vulnerability Assessments

Affiliations: American Society for Industrial Security (ASIS); International Information Security Systems Certification Consortium (ISC)2; FBI InfraGard; National Defense Industrial Association (NDIA); Consultant Registry Association