

# ***"Introduction & Overview"***

**2015**

**A Hard Copy of Our Basic Information**



*Worldwide Consultants & Engineers in Physical Security, Fire Protection & Life Safety*

# INSIDE

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## ABOUT MINIERI ASSOCIATES

Minieri Associates is headquartered in the United States with [Regional Territories covering the globe](#). Our services include nearly every aspect of *physical* security, fire protection and life safety, with both technical and non-technical core competencies. We bring more than 40 years of experience gained in nearly 30 countries and from almost every industry to our client's projects. Our founder strongly believes that "***companies DO NOT gain experience and provide great service ---- ONLY PEOPLE gain experience and provide great service***"! Our team of Associates and Affiliates are each carefully and personally selected by Mr. Minieri based upon this philosophy. As clearly evidenced on this website, he is internationally recognized as one of the most qualified and experienced professionals in the industry. You will find that the quality and responsiveness of Minieri Associates begins immediately upon your very first [CONTACT](#) with us!

Its not "*just our founder's business philosophy*" ! We are well known for our long-standing and deeply institutionalized CORPORATE CULTURE which includes:

- \* Always Strive to "*Under Promise then Over Deliver*"
- \* Always strive to "*Exceed Client Expectations*".
- \* Produce only "*World-Class Results*"
- \* Apply only "*Global Best Practices*"
- \* Determine the most current "*State-of-the-Art*" solution, but Recommend the BEST VALUE for the Client's NEEDS.
- \* "*Benchmark*" to give our clients the Best-in-THEIR-Class!
- \* When encountered, overcome "*Unusually Challenging Objectives*" by developing "*Innovative but EFFECTIVE Solutions*"
- \* Respect the local culture, practices and protocols
- \* Once we make a Commitment to our Client, *fulfilling* that Commitment takes Priority over "*making a profit*" if these should later come into conflict.
- \* Make our work "*Enhance and Support the CLIENT'S CORE BUSINESS*" as seamlessly - but *effectively* - as possible!
- \* "*Bullet Proof*" the work product to withstand both our *internal* Peer Review AND any future *external* 3<sup>rd</sup> Party Peer Review .

## INDEPENDENT and UNBIASED ! No Conflicts-of-Interests!

Never ask your guard contractor or systems integrator to tell you what security you need ... their answer will always be MORE of "their" products or services of course. We know "their" business as well as they do. Our client's best interests are our interests. Put our expertise on your side of the table. We DO NOT sell ANY products, systems or equipment! See [Our Code of Professional Ethics](#)

## THE FULL SERVICE FIRM ! Non-Technical AND Technical !

Minieri Associates is your "single source" security consulting and security engineering firm. We can take you from Assessment through guard programs, security technology, personnel training, policies & procedures, tender and far beyond. We will work with you to identify the precise combination of our tasks needed to make your project a success! Just request a NO OBLIGATION - NO COST PROPOSAL and QUOTATION !

## COMPLETE DESIGN & ENGINEERING for ALL Security and Fire Protection

We bring global experience as the CSI [Division 28](#) and [Division 21](#) specialist member of design teams with many of the world's biggest, most respected and prestigious architectural and engineering firms to your project. Our CAD files and other work product are formatted to fit seamlessly into your documentation package. Firms include SOM, HOK, URS, Leo A. Daly, Turner, Atkins and many more.

## Our Most Often Requested SERVICES



### ASSESSMENTS & RELATED TASKS

Our assessment process is among the most scientific, practical, usable, and comprehensive in the industry. Assessments conducted by Minieri Associates are performed by highly experienced and qualified consultants CERTIFIED in Sandia

National Laboratories' Risk Assessment Methodology (RAM). A [U.S.DHS study](#) reported that Sandia's **RAM is the ONLY methodology containing all 10** of the needed criteria established by the expert group. We analyzed dozens of popular methodologies and found many serious [deficiencies](#). After nearly 1000 Assessments and using RAM as the foundation, we have incorporated the BEST ELEMENTS of each into our unique protocol, the "*Minieri Associates Security Assessment Methodology*" (MASAM®). Our highly acclaimed reporting format includes detailed FINDINGS, CONCLUSIONS and RECOMMENDATIONS for each issue we identify and features a summary of essential security concepts that provide even non-security executives a easily understood baseline for effective security against which they may compare the findings of the Assessment.

- Security Assessments [\(white paper\)](#)
- Threat Assessments
- Risk Assessments
- Vulnerability Assessments [\(media release\)](#)
- Design Basis Threat (DBT) Determination with Adversary Identification and Attack Scenarios (*EXCLUSIVE source of the "Minieri Matrix®" !*)
- Independent Regulatory and Organizational Security Policy Compliance Audits
- Assessments of your suppliers, vendors, logistics partners, J/V firms and M&A targets



### OPERATIONAL SECURITY PROGRAMS & PLANS

Minieri Associates produces comprehensive, WORLD CLASS professional security plans and documentation for application to all sizes and types of organizations from a single building to a global enterprise. Let us show you how we have successfully

developed innovative and effective solutions to the most difficult challenges. We know how to accommodate organizations comprised of many facilities of various sizes, environments, parameters and characteristics each having their own unique threats and risks, located all around the globe. Our terminology is truly "*actionable*" with "*measurable and/or observable*" metrics that can be **OBJECTIVELY** audited for performance and compliance.

- Security Policies, Standards, Procedures and Guidelines [\(article\)](#)
- Security Master Plans [\(case study\)](#)
- Strategic Security Plans [\(case study\)](#)
- Geographic Location Based Threat / Risk Categorization Strategies [\(case study\)](#)
- Security Emergency, Crisis, Contingency & Continuity Plans
- Security Department Organizational Structuring & Re-Structuring.
- General Orders and Post Orders for security personnel
- Lock and Key Control Programs
- Security Management Programs including Enterprise-Wide, Network Based ALERTS, INCIDENT REPORTING, and MUCH MORE! ("*paperless*")
- Flexible, Innovative Guard Tour, Patrol & Reporting Programs that Guide INSPECTION steps at each Station in DETAIL ! ("*paperless*")
- Feasibility Studies (*Can it be done?...Will it be effective?...How much will it cost?*)



## GUARD / SECURITY PERSONNEL PLANS & PROGRAMS

The most common mistake in security planning is to start by "FINDING" places to post guards and then "make work" for them to do at that location (also common with CCTV cameras!). Minieri Associates recommends security personnel staffing

based on pre-determined client security objectives. We treat guard programs (part of Operational Security) as the third key element along with Architectural Security and Technological Security. Our work addresses ALL security personnel at all levels of the organization be they "proprietary" (aka "in-house") or contracted. Minieri Associates develops comprehensive and detailed programs covering every aspect of deployment and considers "normal" daily operations as well as staffing needs under emergency conditions.

- Staffing Studies & Needs Assessments
- Optimal Deployment Strategy / Post Determination ([white paper](#))
- Salary Surveys and Innovative Compensation, Incentive & Benefit Plans (*Need to reduce that horrendous & costly TURNOVER ?*)
- Pre-Employment Qualification Criteria
- Complete RFP/RFQ/Tender services for outsourcing & Master Service Agreements (*National or International Guard Contracts*)
- Pre-Assignment, In-Service and On-the-Job Training Requirements
- General Orders and Post Orders development



## ARCHITECTURAL SECURITY DESIGN & TECHNOLOGICAL SECURITY ENGINEERING

Minieri Associates is one of relatively few security consulting firms with both "soft skills" (non-technical) and full scope design & engineering capabilities "in-house". We can start from a "clean sheet" and take your project beyond 100% testing, final

commissioning and owner acceptance. Our specialty is FULLY INTEGRATED systems and centralized systems through enterprise networks. Most importantly, we treat technology as an integral element of your overall security program. Components are incorporated on a "threat/risk" basis with a clear security objective as the foundation. We address all physical security elements - both dynamic and static - including access control, CCTV, detection, lighting, signage, barriers, communications, vehicular & pedestrian traffic flow, building placement, orientation and proximities, vehicle, pedestrian, cargo, package and mail search screening and much, much more! We are THE "GO TO" DIVISION 28 & 21 SPECIALISTS and we can FASTTRACK ! ([MUST READ before "owner tendering !"](#))

- Programming, Conceptual Design (CD), Schematic Design (SD), Design Development (DD) and Phased work process.
- Complete drawings in compatible CAD software with FTP file sharing
- Full system specifications in CSI/AIA standard or your designated format
- Complete Tender/RFP/RFQ Solicitation packages and support services even beyond signed contract
- Design & Engineering of Command, Control Communications & Crisis Centers (C5)
- Periodic On-Site inspections for progress, quality assurance and compliance with specifications and contracts.
- 100% Acceptance testing, final commissioning and start-up
- CPTED - "Crime Prevention Through Environmental Design"



## SECURITY TRAINING COURSE DEVELOPMENT & DELIVERY

"TRAINING" has long been one of the most common complaints and a most significant shortcoming of the global security industry. We develop custom security training programs for security personnel as well as non-security employees. We conduct

training and train-the-trainer courses using CERTIFIED SECURITY TRAINERS (CST) and CERTIFIED PROTECTION OFFICER INSTRUCTORS (CPOI). Courses are available at basic, intermediate and advanced levels as well as in highly specialized areas such as "marine/boat security teams." You can mandate that the custom security training we develop for you be delivered by your guard contractor., ([Training Courses & Services Brochure](#))

- Comprehensive Course Development with Presentation, Student Material and Instructor's Guide
- Training Course Delivery with CPO Certification of YOUR Personnel by our CPOI & CST Certified Instructors
- Train-the-Trainer Programs including CPOI Certification of YOUR Instructors (*we "transfer knowledge" and make you "self-sufficient"!*)
- Training for documented compliance with Regulatory Requirements
- Security Awareness and New Employee Security Orientation Programs (*for Security AND all other employees!*)
- Crime Prevention, Anti-Terrorism and Counter-Surveillance Awareness Programs (*for Security AND all other employees!*)
- Crisis & Emergency Management training with exercises and drills



## SPECIALIZED SECURITY ISSUES

Minieri Associates also covers highly specialized security issues and has developed many innovative solutions to some very unique challenges. The list below shows some examples to illustrate what Minieri Associates can do for you ....if you don't see it, just ask us!

(PHOTO) Mr. Minieri with his Nigerian Federal Police - Close Protection Team while securing [client facilities](#) in several high-risk locations for the Nigerian National Petroleum Corporation (NNPC)

- Executive Protection, Executive Travel, Corporate Aircraft Security & Close Protection Planning
- International Employee Travel, Expat and NGO Security Programs
- Kidnap for Ransom, Extortion and Hostage Prevention & Response Plans
- Controls for Proprietary, Confidential, Sensitive Information and Intellectual Property ([white paper](#))
- Port, Marina, Private Yacht & Commercial Ship Security for ISPS compliance. (We have a TWIC)
- Coastal Security including surface detection & surveillance and underwater systems
- Assets-in-Transit Security Plans for people, cash, cargo, other valuables and all related logistics solutions using any mode.
- Security Planning for EXTREME RISK locations anywhere in the world ([case study](#))
- See our TRAINING SERVICES BROCHURE for examples of some additional areas of Minieri Associates expertise !



## FIRE & LIFE SAFETY SYSTEMS

We are the GO TO Division 21 experts! Michael Minieri is a former State Fire Marshal, served as Executive Director of the National Association of State Fire Marshals (NASFM), was a member of the NFPA 72 Technical Correlating Committee for the National Fire Alarm Code and is an expert on fire codes, standards and electronic fire protection systems. He is the author of numerous provisions of internationally and nationally recognized codes and standards. Mr. Minieri also served on standards making committees for Underwriter's Laboratories (UL) and the National Electrical Manufacturers Association (NEMA) and was the principal author and Chief Instructor of "*The Practical Fire Alarm Course*" (PFAC), used to train thousands of fire marshals, fire inspectors, AHJs and industry professionals and now a pre-requisite for fire protection contracting in several jurisdictions across the United States.

- Fire & Life Safety Systems Design & Engineering
- Code Compliance Inspections and Code Consulting
- Emergency Evacuation Planning
- Mustering Station Attendance and Accountability Systems Design
- Fire & Life Safety [Expert Witness Services](#)
- Integration Coordination for related building automation and similar systems
- Fire Prevention Programs and Awareness Training



## TASKS WE DO NOT PERFORM "IN-HOUSE"

**Unlike some big name competitors that we know, we don't claim to be "*all things to all clients*"...just extremely good at those services we DO offer!** With the agreement of our clients, Minieri Associates will either sub-contract - or provide referrals - for specialty services outside of our core competencies. In some cases, we do not have the necessary specialized equipment or software as these can be cost-prohibitive for the relatively small demand for such tasks. Some things we don't do as they would be a clear "conflict-of-interest" and diminish our *INDEPENDENCE*. Suffice it to say that Minieri Associates would prefer not to diminish our stellar reputation by taking on tasks that we can not perform to our usual high standards. We DON'T provide the following:

- Close protection details (aka: "body-guards"), guards or any ongoing staffed protective services (***we DO provide COMPLETE Programs and Plans***)
- Systems, equipment or product sales, installation or service. (***we DO design, engineer, specify and tender for you!***)
- TSCM Services - commonly known as "bug sweeps" (***we DO design permanent TSCM systems such as for Conference Rooms, etc!***)
- We sometimes sub-contract our excess CAD workload to meet our scheduling commitments.
- "Logical Security" and other network intrusion counter-measures (***we DO protect data centers and design IP/network based security systems***)
- Computer modeling for explosive structural collapse, and similar (***we have a GREAT SUB and we DO provide blast damage projections!***)
- If you ask for it....and we DON'T DO IT.....we WILL tell you....AND we will help you find a qualified source



## AMERICAN INSTITUTE OF ARCHITECTS (AIA) - CONTINUING EDUCATION

Minieri Associates is an AIA/CES Approved Provider of educational courses for Architects. Our approval allows us to deliver training globally. We will deliver any of our AIA/CES Registered courses at any time and in any worldwide location for your AIA Chapter or Council, company, organization, group or event. Costs, revenue sharing, schedule, terms and conditions are flexible and negotiable. Our current, registered program is available as an 8 hour COURSE, a 4 hour SEMINAR or as a 1 hour "Lunch & Learn" session;

- "Physical Security Concepts for the Design Community" (8 LU/HSW hours - Course #MA0311)
- "Fundamental Security Concepts for the Design Team" (4 LU/HSW hours - Course #MA0444)
- "Introduction to Security Concepts for Architects & Engineers" (1 LU/HSW hours - Course #MA0656)



## WE BRING YOU UNMATCHED GLOBAL EXPERIENCE GAINED SINCE 1974 !

### REPRESENTATIVE SAMPLE OF PROJECT EXPERIENCE - (USA UNLESS **NOTED**)

- HRH Crown Prince Abdullah's Palace – **Kingdom of Saudi Arabia** (now the late King - Salam Alaikum)
- Abu Dhabi Investment Authority (ADIA) HQ Tower **UAE**
- Dubai International Capital (DIC) - **UAE**
- M.A. Kharafi's Port Ghalib – **Red Sea, Egypt** ([mega project](#))
- Saudi – Iraqi Border Security Project - **Kingdom of Saudi Arabia**
- Embassy of Qatar
- Dubai RTA / Metro Rail Agency - **UAE**
- Bombardier Transportation - **Canada**
- City of Los Angeles
- City of Philadelphia
- County of Los Angeles
- City of Houston
- Montgomery County Maryland
- City & County of Denver
- EMAAR's King Abdullah Economic City (KAEC) **Kingdom of Saudi Arabia** ([mega project](#))
- Port of Montreal - **Canada**
- Port of Houston
- Port Authority of New York & New Jersey (PANYNJ)
- Domino / American Sugar / Florida Crystals Port Terminal – Baltimore
- C & H / American Sugar / Florida Crystals Port Terminal - Oakland
- Domino / American Sugar / Florida Crystals Port Terminal – Yonkers
- Domino / American Sugar / Florida Crystals Port Terminal – Chicago
- KMBT Port Manatee Terminal
- KMBT Vicksburg Port Terminal
- Victor Valley Water District
- Moulton Niguel Water District
- Roseville Water District
- Burj Al Oula Tower – **Kingdom of Saudi Arabia**
- NNPC Corporate HQ Complex - **Nigeria**
- Torre Mutua (Crystal) Tower - **Madrid, Spain**
- CBRE Cannon Bridge House – **London**
- New London Bridge House - **London**
- Cleary Gottlieb Law Firm – **London**
- Cleary Gottlieb Law Firm – **Frankfurt, Germany**
- Hall and Evans Law Firm
- Amaranth – **London**
- American Express
- Coca Cola Bottling Company
- Wal-Mart Corporation (*all domestic store construction, expansion and renovation*)
- Storage Technology Corporation
- Mountain Bell Telephone
- Integrated Data Storage Ltd - **Benin, Nigeria**
- Sunstrand
- Adolph Coors Company
- Frito-Lay
- Penford Corporation
- Sonoco Corporation
- Lazurde Jewelry – **Kingdom of Saudi Arabia**
- Ebram Investments – **Kingdom of Saudi Arabia**
- Seminole Harness Raceway (*Para-Mutual Wagering*)
- Orlando Jai-Alai Facility (*Para-Mutual Wagering*)
- Gulfstream Park Horse Racing (*Para-Mutual Wagering*)



ADIA HQ Tower  
Abu Dhabi, UAE



JFK Airport  
NYC, NY - USA



Nigerian National Petroleum Corp  
Nigeria

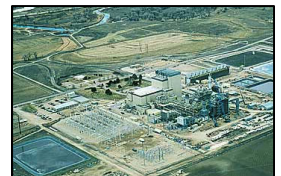


King Abdullah University (KAUST)  
Kingdom of Saudi Arabia

- Americana Apartments
- Lemon Tree Apartments
- Altamonte Lakes Apartments
- Semoran Apartments
- VIP Apartments - **Abuja, Nigeria**
- Colorado Bancshares Data Center
- Coventry Building Society (Banks) – **United Kingdom**
- University of Southern California
- King Abdullah University: Science & Tech. (KAUST) - **Kingdom of Saudi Arabia** ([mega project](#))
- California State University – Fullerton
- Currenta (Bayer-Lanxess) ChemPark - **Dormagen, Germany**
- Currenta (Bayer-Lanxess) ChemPark - **Krefeld-Uerdingen, Germany**
- Currenta (Bayer-Lanxess) ChemPark - **Leverkusen, Germany**
- Jefferson County School District
- Denver Public Schools
- JFK International Airport – New York City
- LaGuardia International Airport – New York City
- Newark International Airport – Metro New York
- Teterboro Airport – Metro New York
- Stapleton International Airport
- West Palm Beach International Airport
- Hanover Aviation – **Sharjah UAE**
- Shipyards River Marine Terminal
- International Marine Terminal
- Johnson Controls, Inc. (JCI) - Global Enterprise Security
- Johnson Controls, Inc. (JCI) - Automotive Experience - **Changxing, China**
- Johnson Controls, Inc. (JCI) - Automotive Experience - **Shanghai, China**
- Johnson Controls, Inc. (JCI) - Automotive Experience - **Hong Kong, China**
- Johnson Controls, Inc. (JCI) - Power Solutions - **Shanghai, China**
- New LAC – USC Medical Center
- King Abdullah Centre for Cancer & Liver Disease at King Faisal Specialist Hospital Riyadh, **Kingdom of Saudi Arabia**
- Connecticut Children's Medical Center
- Denver General Hospital
- St. Joseph Hospital
- St. Anthony Hospital
- Presbyterian/St. Lukes Hospital
- Porter Adventist Hospital
- General Rose Medical Center
- NNPC Hospital - **Benin, Nigeria**
- NNPC Medical Center - **Benin, Nigeria**
- NNPC Medical Center - **Abuja, Nigeria**
- Ft. St. Vrain Nuclear Generating Station
- RWE npower Didcot Electric Generating Station – **United Kingdom**
- Heros Cash-In-Transit (armored service) – **Germany**
- Kerzner's Mazagan Resort & Casino – **Morocco** ([case study](#))
- A Major International Hotel Chain - Global Enterprise Security
- Gaylord National Hotel & Conference Center – Washington DC
- Hilton Hotel & Conference Center - Houston
- A Major International Brand Hotel – **Doha, Qatar**
- A Major International Brand Hotel – **Riga, Latvia**
- A Major International Brand Hotel – **Cairo, Egypt**
- A Major International Brand Hotel – **Sharmelsheik, Egypt**
- A Major International Brand Hotel – **Bandung, Indonesia**
- A Major International Brand Hotel – **Yogyakarta, Indonesia**
- A Major International Brand Hotel – **Jakarta, Indonesia**
- A Major International Brand Hotel – **Amman, Jordan** ([case study](#))
- A Major International Brand Hotel – **Casablanca, Morocco**
- A Major International Brand Hotel – **Madrid, Spain**



Dubai RTA Rail Agency  
Dubai, UAE



Ft. St. Vrain Nuclear Stations  
Colorado, USA



M.A. Kharafi's Port Ghalib  
Red Sea, Egypt



King Abdullah Economic City  
Kingdom of Saudi Arabia



- A Major International Brand Hotel – **Murcia, Spain**
- A Major International Brand Hotel – **Istanbul, Turkey**
- A Major International Brand Hotel – **London, England**
- National Exhibition Center (NEC) – **United Kingdom**
- LG Arena – **United Kingdom**
- International Convention Center (ICC) – **United Kingdom**
- National Indoor Arena (NIA) – **United Kingdom**
- Symphony Hall – **Birmingham, England**
- McNichols Arena – **Denver**
- Mile High Stadium – **Denver**
- U.S. Natl. Archives & Records Admn. (NARA)
- U.S. Natl. Institutes of Health (NIH)
- U.S. Dept of Justice / Bureau of ATF
- U.S. Dept of Treasury / Internal Revenue Service (IRS)
- U.S. Dept of Energy (DOE) / S.E.R.I
- U.S. Securities & Exchange Commission (SEC)
- U.S. Postal Service (USPS)
- U.S. Customs - Miami
- U.S. National Rural Utilities Coop Finance Commission
- U.S. Mint - Denver
- Smithsonian Institution – **Washington DC**
- Nigerian National Petroleum Corporation (NNPC) - **Nigeria** [\(case study\)](#)
- British Petroleum (BP)– **Colombia**
- Pipelines and Products Marketing Company (PPMC) - **Nigeria**
- Navajo Pipeline Company
- Nigerian Petroleum Development Company (NPDC) - **Nigeria**
- Marathon Oil Company
- Seluja Petroleum Depot - **Nigeria**
- Coffeyville Resources Chemical & Refinery
- Kaduna Refinery & Petrochemical Corporation (KRPC) - **Nigeria**



Coffeyville Resources Refinery  
USA



Kerkner's Mazagan Resort & Casino  
Casablanca, Morocco



Port of Montreal  
Canada

## **TESTIMONIALS & ENDORSEMENTS**

*"I always found Michael to be very knowledgeable and current on new trends, equipment and products and most importantly, their application in the field. Michael quickly grasps the essentials of the project, understands the nuances but is able to see the big picture and how it all comes together. He is responsive and mission oriented."* [Bruce Goslin](#)

*"I had the pleasure of working with Michael over a period of three years, on my last project while employed with Abu Dhabi Investment Authority ... I found his wealth of knowledge and experience of the security industry and practices, of immense value in assisting us to implement a functional state-of-the-art solution on our premises. Michael contributed in raising the prevailing benchmark levels for security design in our domain. He often had to work through difficult circumstances, around the demands of client requirements, but his professional ability and conduct was always impeccable. On a personal level I consider myself privileged to have had the opportunity to work with Michael and I value his friendship and respect his professionalism."* [Shahid Yusuf](#), Abu Dhabi Investment Authority (ADIA) Top qualities: Great Results, Personable, Expert

*"I had the good fortune to work with Michael ... Mike always exceeded my expectations. His professionalism and excellent work ethic were things I could count on. Mike supported several difficult projects and was always up to the challenge. He was deployed to Saudia Arabia to manage a long term construction management assignment and he assumed overall responsibility for a large commercial development project for the Abu Dhabi Investment Authority in the UAE. His ability to manage client requirements including the competing management interests and priorities of these complex clients was instrumental in the firm's success on these assignments. Personally, I really enjoy Mike's company. ... In addition to being an outstanding consultant, Mike always kept his eye on the business issues which kept our project objectives in focus. He is truly a rare commodity possessing strong client relationship skills and a keen eye for identifying cultural sensitivities. I hope we can find another opportunity to work together. I know it will be a good experience."* [Roger Hutchins](#)



**Michael Minieri, CPP, CSC +  
Founder & Principal Consultant**

## **BIOGRAPHICAL PROFILE**



Mr. Minieri has been protecting lives and property since he worked as a very young armed security officer and K-9 handler while first attending college in 1974 and is a career security professional. His experience includes working with an extremely broad range of security challenges in North America, South America, Europe, Africa, Asia, the Middle East and coast-to-coast in the United States...more than 30 countries in all. He was featured on the cover of a leading security industry magazine which called him ***"One of the most prominent people in the industry"*** in an exclusive interview.

Since 1997, Mr. Minieri has been primarily engaged in security consulting and engineering work including infrastructure, large master developments and counter-terrorism related projects. The nature of these projects has included port & terminal facilities, public water utilities, mass transit, airports, hospitals, high-rise buildings, universities and many others for both government and private industry. For 5 years from 2003 to 2009, Michael held senior management positions with Kroll Security Group in first in Washington DC, then London and finally in Dubai. His systems design engineering, security consulting and project management experiences range to [multi-BILLION dollar](#) projects.

Mr. Minieri's background spans electronic protection systems, physical security measures of all types, guard force operations, anti- and counter-terrorism, fire protection and life safety as well as occupational safety. He has extensive knowledge, skills and abilities in security training program development and delivery. He is frequently featured in various media and has published approximately 30 articles, columns and white papers, including for ASIS Security Management magazine and other respected periodicals.

Prior to focusing on consulting work, Mr. Minieri held several key security industry positions - including management in nuclear facility security – and also has several years experience as a police officer in the U.S. He has served as an expert witness in civil litigation cases on both security and fire protection issues, including the infamous One Meridian Plaza fire in Philadelphia, and for such notable clients as Lloyds of London insurance.

Cornell University – NYC, NY - School of Industrial and Labor Relations (ILR) – Management



## **PROFESSIONAL CREDENTIALS**

- **CPP** – Certified Protection Professional (ASIS)
- **CSC** – Certified Security Consultant (IAPSC)
- **CST** – Certified Security Trainer (ASET)
- **CPOI** – Certified Protection Officer Instructor (IFPO)
- **CCO** – Certified Confidentiality Officer (BECCA)
- **CET** – Certified Engineering Technologist (NICET Level III)
- **CFPS** – Certified Fire Protection Specialist (NFPA)
- **CSM** – Certified Safety Manager (NASP)
- **Certified** in Sandia **RAM** (Risk Assessment Methodology)
- **Certified** Senior (Security) Alarm Instructor (NBFAA) (now ESA)
- **Certified** Senior Fire Alarm Instructor (NBFAA)
- **Certified** Alarm Installer (with Honors) - National Alarm Association of America (NAAA)
- **Certified** Fire Inspector - Florida State Fire College
- **Licensed** Journeyman Low Voltage Electrician - State of Washington
- **Licensed** Alarm Company Administrator - State of California
- U.S. Coast Guard **Licensed** Captain ('86-'06)



## INDUSTRY AFFAIRS PARTICIPATION

- Member - Fire & Life Safety Council - American Society for Industrial Security (**ASIS International**) ['93]
- Member - Industrial Associates Board – Colorado State University (**CSU**) – Electrical and Computer Engineering Department [2001-2002]
- Principal Member - **NFPA** 72 Technical Correlating Committee on the National Fire Alarm Code [1996-edition revision cycle]
- Executive Director - National Association of State Fire Marshals (**NASFM**) [94-98]
- Member - Signaling, Protection & Communications Section of the National Electrical Manufacturer's Association (**NEMA**) [93]
- Member - Industry Advisory Group for Underwriter's Laboratory (**UL**) standard #1971 (Visual Appliances for the Hearing Impaired) [92]
- Staff Program Manager - National Burglar & Fire Alarm Association (**NBFAA now ESA**) [92-94]
- Staff Program Manager - Central Station Alarm Association (**CSAA**) [92-94]
- Member of the Founding Committee - Latin American Security Association (**ALAS**) [97]



## PROFESSIONAL AWARDS & HONORS

- 1992 **MVP (Most Valuable Person)** in the Florida Alarm Industry as voted by the membership of the Alarm Association of Florida.
- *Two time* recipient of the **DAVIS PRODUCTIVITY AWARD** for outstanding fiscal efficiency and excellence in productivity as a government employee of the State of Florida ('91 & '92)
- Recipient of the **SILVER PIONEERS AWARD** as one of the 25 greatest contributors to the Florida alarm industry in the first 25 year history of the Alarm Association of Florida (Sep '95).



## PUBLICATIONS & MEDIA

Frequently published, cited referenced and quoted in magazines, books, educational & instructional course and other media on security and fire / life safety issues; Some documents available or linked on the [DOWNLOADS page](#). A representative sampling is listed below;

- Featured as the exclusive interview and **COVER STORY** of **SDM MAGAZINE** (Security Distributing & Marketing – Dec '98)
- "Chemical Plant Security" - **cover story in Chemical Week Magazine**, 16 March 2005
- Expert Article on School Security - **Campus Safety Magazine** - 19 April 2013
- "Don't Lock in Fire Code Violations" - **ASIS Security Management Magazine**
- "Addressable Systems Help Save Lives, Time" - **Security Sales Magazine**, May 1, 2003
- "Unified Fire Codes Can Simplify Your Life" - Part 1 Part 2 **Security Sales Magazine**, December 1, 2004
- "Introduction to Private Security - 5th Edition" - **Book** by Karen M Hess 2009
- "Trade Secret Theft, Industrial Espionage and The China Threat" **Book** by Carl Roper - 2013
- "The Best of Kinks and Hints" (about Alarm Systems) **Book** by Allan B. Colombo 1998
- "The Responders Handbook: Responding with Knowledge" - **Book** by Michael L. Madigan 2015
- "Handbook of Research on Social and Organizational Liabilities in Information Security" - **Book** by M. Gupta / R. Sharman 2008
- "Sensitive Security Information **Course** Guide, 1st Edition" - by American Board for Certification in Homeland Security 2007
- "Security Management **Course** / Industrial Espionage" - by American Public University System
- "Fire Regulations on Door Locks" - **Article** by Mark Fitzpatrick 2009
- "Analysis of Current IT Issue" - Essay by Mighty Students - 2007
- PEER REVIEWER - **Journal of Physical Security**
- former BOOK REVIEWER - **Journal of Security Education** (now Journal of Applied Security)



## SPECIALIZED TRAINING

- Licensed to Carry Concealed Weapons in 34 States in the USA
- Sandia's Risk Assessment Methodology - AWWA
- Fire Sprinkler Systems Engineering - National Fire Sprinkler Association (NFSA)
- Project Management - National Fire Sprinkler Association (NFSA)
- INERGEN® Systems Engineering (clean agent Halon replacement) - Factory
- VESDA® Systems Engineering - Very Early Smoke Detection Apparatus (aspirated) - Factory
- Simplex® Fire & Life Safety Systems - Factory
- Edwards (EST®) Fire & Life Safety Systems - Factory
- Advanced MSAccess® Application Development - ExecuTrain
- Pursuit & High-Speed Driving - Florida State Patrol Academy
- Pyrotronics® Fire & Life Safety Systems (now Siemens) - Factory
- Bombs & Explosives (inservice) - Federal Bureau of Investigations (FBI)
- Crime Scene Investigations (inservice) - Colorado Bureau of Investigations (CBI)
- CCTV Systems Field Engineering - Factory
- Pre-Employment Test Validation - Equal Employment Opportunity Commission (EEOC)
- First Aid Instructor Certification - American Red Cross (ARC)
- Nuclear Facility Security Regulations - as per the Nuclear Regulatory Commission 10CFR73 (NRC)
- Airline Passenger Screening - as per the Federal Aviation Administration 14CFR (FAA)
- Employee Performance Appraisals/Evaluations - Mtn. States Employer's Council (MSEC)
- Advanced Supervisory Skills - Mtn. States Employer's Council (MSEC)
- Unemployment Compensation Management - Mtn. States Employer's Council (MSEC)
- Police/Security K-9 Handler - K-9 of Orlando
- Police/Security Firearms Instructor: Handgun, Shotgun and Rifle - NRA