

Carlos' INTERVIEW TALKING POINTS

INTEGRATED SECURITY SYSTEM

Access Control

- Lenel
- Winpak
- C-cure 9,000
- Genentech

Cameras

- Bosch
- Open Eye
- ExaaqVision
- Avigilon
- Infrared

Dispatch

- Telex C-Soft
- ISS
- Spillman
- Zetron
- AvTec

Ownership

- Operations
- Training
- GSOC
- Emergency Mgmt
- Safety
- Budget
- Asset Protection
- Investigation

Social Media Monitoring

- GeoFeedia
- Bable Street
- LifeRaft

Intrusion

- IR Beams/ Lasers
- SW Microwave
- Argus
- BVMS Analytics
- Motion Detectors

Metal Detectors

- CEIA (both)
- Garrett (both)
- Ronin
- L3 Classic

CPTED

- 5Ds
- Deter
- Detect
- Deny
- Delay
- Defend

Safety

- Code of Safe Practices
- EMTs
- Occupational Health &
- Safety
- OSHA related incidents

Written

- Policies & Procedures
- Strategic Planning
- Post instructions
- Training Material
- Audit Processes
- Budget

Disney's WWS

- Atl Braves
- Wrld Base Clas
- Orl City Soccer
- College Events
- Tampa Bucs
- Harlm Globetr
- Invictus games
- Champion Stad

Guard Force

- Allied Universal
- Elite Security
- CSC
- Atlas Security
- Code 3
- Landmark

K-9 Co.

- AMKA
- MSA
- Vaporwak

Programs

- Safety Act (Catalyst, Ali)
- Community Watch
- Behavioral Analysis
- Auditing Ops/LP
- Risk/Threat Assessment

Keys to Sec. Systems

- Reliable
- Open Protocol
- Ease of Operation
- Run in Cloud
- Easy to Source
- Easy to Maintain

Questions

- What are you looking for in the leader you'll be hiring?
- What makes you lose sleep at night?
- How do you feel about the culture?
- What do you envision a typical day for this position would look like?
- What's the timeline to fulfill this position?
- Does leadership value security at your company?
- Is there a strong budget directed towards security operations?

Education

- AMU Masters
 - Emergency & Crisis Mngt.
- University of Central Florida
 - Criminal Justice
 - Security Mngt. Certificate
- Cert. Protection Profess (CPP)
- Infrastructure Protection Cert
 - Texas A&M