

Richard McGinnis, CSEIP

Network, Physical Security, & FICAM Specialist

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Highly specialized Network, Physical Security, and FICAM Specialist with CSEIP, Security+, and other Industry Certifications; TS Security Clearance; and 11+ years of experience in IT Architecture, Cybersecurity, Information Security, and Electronic Security Systems. Extensive background engineering HSPD-12/FIPS 201-compliant Security Systems and providing consultation to the US Federal Government on Physical Security Compliance, Federal Security Directives, and Network Infrastructure. Notably, designed and engineered Electronic Security Systems and Network Architecture for Federal facilities across the US—including the GSA Headquarters in Washington D.C.—and migrated the GSA Region 10 PKI Certificate SQL Databases from physical to virtual servers.

Career Highlights

- » **Developed a more effective organizational structure** by analyzing the existing corporate architecture and reorganizing the hierarchy, producing more efficient workflows and increasing employee morale
- » **Increased annual revenue by 50%** by starting a new branch in the US NW Region and bidding, designing, installing, and managing Electronic Security System (ESS) projects for the US Federal Government
- » **Secured a region-wide service contract with GSA just 6 months after opening** the WA branch to include all Federal buildings in GSA Region 10
- » **Achieved 100% win-rate in 2021** for Best-Value Federal Government Contracts
- » **Designed and managed the installation of the Access Control system for 110 Suites** at the NFL Kansas City Chief's Arrowhead Stadium, integrating with Ticketmaster's Presence REST API to simultaneously ensure ticket validity and grant access to suites
- » **Engineered the enterprise architecture**—and provided IT Project Management—for the upgrade of the antiquated fence line cameras for JTF-GTMO at U.S. Naval Base Guantanamo Bay, Cuba
- » **Supported the Government's mission to meet HSPD-12 and FIPS 201 Compliance Requirements** by migrating antiquated PACS for multiple Federal Agencies and Military Branches in over 62 facilities across more than 18 different states over the last 11 years

Professional History

Freelance

Consultant | Denver, CO

April 2022 - Present

- » General Services Administration
 - Provided expert troubleshooting for physical access control systems
- » Hexagon US Federal, Inc.
 - Utilized experience with Underwriters Laboratories (UL) standards and the Federal Protective Service's (FPS) MegaCenters to provide insight and aid the company in making informed executive decisions for future proposals
- » Ave Maria Catholic School
 - Performed a site survey to analyze and inspect the existing intercom system, access control system, and video surveillance system and developed a technical scope for addressing the customer's needs
- » Trojan Tarps, Inc.
 - Developed a new installation manual for a motor reversing relay to include designing and creating new vector images for all connected components and the business logo, designing and creating a new wiring diagram, and writing the wiring and installation instructions

Security Install Solutions, Inc.

October 2017 - April 2022

Director of Business Operations | Centennial, CO | 2021 - 2022

Northwest Regional Manager | Snohomish, WA | 2017 - 2021

- » Promoted to develop, define, and manage the implementation of new business processes with the purpose of enhancing organizational and operational efficiency, sustainability, and financial success
- » Primary responsibility was procedure and systems analysis to identify gaps and inefficiencies and design, establish, and implement best-practices to support daily operations of all business functions including business development, sales, marketing, system design and engineering, procurement, contract management, operations, technical service management, and customer support
- » Conducted research of emerging technologies and developed new solutions, policies, and processes to increase organizational efficiency and employee satisfaction and reduce costs
- » Identified KPIs and managed the development of solutions and the acquisition of tools to evaluate and track metrics
- » Served as the policy official for the company and utilized the BPMN 2.0 specification to design, document, and track new processes and procedures
- » Implemented an IT sandbox environment for testing, prototyping, and demonstrating new solutions

Certifications

- » Secure Technology Alliance Certified System Engineer ICAM (Identity, Credential, and Access Management) PACS (Physical Access Control Systems) (CSEIP)
- » CompTIA™ Security+ Certified CE
- » DoD 8570.01 IAT Level 2
- » DoD 8570.01 IAM Level 1
- » Gallagher Level 2 - Federal Access Engineer
- » Brivo ACS Onsite (Aparato) Technical Training
- » Brivo ACS Webservice (OnAir)
- » Codebench PIVCheck/HID Global pivCLASS
- » Lenel OnGuard Silver Certified
- » Lenel Certified for Access Control Hardware
- » Lenel Certified for Access Control Essentials
- » Lenel OnGuard 2013 Enterprise 6.6.287+
- » Lenel OnGuard 7.0 Enterprise 7.0.932
- » Lenel OnGuard 7.1 Enterprise 7.1.481
- » Lenel OnGuard 7.2 Enterprise 7.2.269
- » DMP XR500/XR100 Technical Training
- » DMP XT30/XT50 Technical Training
- » Axis Communications – Certified
- » Exacq Technologies, Inc. Technical Training Program - exacqVision Video Management System
- » Eagle Eye Networks Technical Training 101
- » March Networks 8000 Series NVR Initial Setup
- » March Networks Administrator Console Basic Configuration
- » Lock One by Lockmasters LKM 7000 and X09
- » Intertek Perfect Raceway Certified Installer
- » Avigilon
- » IPVM University- IP Networking
- » Honeywell Vista 2iP

Skills

- » OMB 1917
- » HSPD-12
- » FIPS-201
- » NIST SP 800-63-3
- » NIST SP 800-116 Rev. 1
- » UL 2050
- » UL 681
- » ICD 705
- » DCID 6/9
- » ePACS infrastructure
- » FICAM architecture
- » PKI architecture
- » Windows 7, 10, 11
- » Windows Server 2008 R2, 2012 R2, 2016, 2019, 2022
- » Program management
- » System engineering/designing
- » Project management
- » Contract management
- » Customer relations management (Customer Service)
- » Digital identity and access management (IAM)
- » Systems Administration
- » Server commissioning, administration, and decommissioning
- » Advanced IP Networking
- » Enterprise network architecture
- » Routing and switching
- » VLAN
- » Firewall (Sophos, pfSense, SonicWall, Ubiquiti)
- » LAN administration
- » Application management
- » Database installation and configuration
- » SharePoint development and management
- » Excellent problem-solving capabilities
- » Mechanical aptitude
- » Installation, testing, and commissioning of IP-based security equipment
- » Expert in terminating industry cabling including cat5e, cat6, coaxial, and fiber optics
- » Advanced analog and digital troubleshooting
- » Interpret, red-line, and modify architectural drawings
- » Proficient in Bluebeam Revu eXtreme and Bluebeam Studio
- » Structured Cabling
- » Electronic locking hardware installation
- » Electric strike, magnetic lock, electric crash bar, and delayed-egress installation and troubleshooting
- » Mechanical locking hardware installation
- » GSA container service
- » Exceptional organizational skills and attention to detail
- » Advanced analytical, decision-making, and problem-solving skills
- » Outstanding managerial, verbal, written communication, and interpersonal skills
- » Forward-thinking, innovative, change-driven, result-focused
- » Competent and able to plan and execute several operational activities

Professional History

Security Install Solutions, Inc. (Continued)

Northwest Regional Manager | Snohomish, WA | 2017 – 2021

- » Relocated to WA and started a new branch to include all aspects of starting a new business – securing an office location, setting up utilities and managing the lease, obtaining business licenses for both state and local jurisdictions, establishing insurance for the business, etc.
- » Utilized existing Microsoft 365 instance and developed a new model for the Project and Service departments, streamlining the booking and invoicing processes leading to increased efficiency
- » Analyzed the use of existing software/hardware applications, provided cost-benefit analysis of similar technology solutions, and developed a new process, significantly decreasing overhead costs while increasing overall operational efficiency
- » Managed the migration to MS Teams for the corporation
- » Designed and implemented a company-wide intranet utilizing SharePoint Online to allow for enhanced control over data management and document compliance while simultaneously increasing employee efficiency
- » Responsible for all sales in the region including identifying project opportunities; traveling for site visits to review facility layout, current location of existing systems, and identify issues to be mitigated during system migration; engineering a system design to meet unique facility requirements; and creating proposals using both the data gathered during site visit and the engineered design, while also applying best-value solutions for the customer such as supply chain risk management, cost-benefit analysis, equipment performance analysis, emerging technologies, cybersecurity compliance, product lead-time, and system integration capability with current and future systems
- » Migrated the GSA Region 10 PKI certificate SQL databases from the antiquated Windows 2008 R2 physical servers to new Windows 2016 virtual servers which included providing GSA IT with the necessary server and network specifications, provisioning the new servers, and installing and programming the pivCLASS Certificate Manager software
- » Identified, proposed, engineered, and installed the Enterprise Physical Access Control System (ePACS), Intrusion Detection System (IDS), and Video Surveillance System (VSS) for the new GSA R10 Headquarters in Tacoma, WA
- » Provided consultation for GSA by delivering facility-specific migration strategies to transition antiquated Legacy Physical Access Control Systems (LPACS) to compliant ePACS by performing site surveys of Federal Facilities and documenting any existing systems, analyzing system requirements and environments, identifying site-specific needs, and engineering a new HSPD-12, FIPS 201, NIST SP 800-116, and OMB M-19-17-compliant physical security design: each site survey provided a complete and compliant ePACS design and guided GSA in writing the requirements for Solicitations released on GSA eBuy for the acquisition and installation of compliant ePACS
- » Served as the company's Subject Matter Expert on Government security compliance and Information Security (INFOSEC)
- » Provided expert remote technical assistance to customers in multiple states and completed on-site calls

Security Equipment, Inc.

February 2017 - October 2017

Physical Security Lead Technician | Kansas City, KS

- » Utilized working knowledge of ESS architecture, design, and configuration to manage and assist teams performing the installation, programming, and service of ePACS, IDS, and Video Management Systems (VMS) to successfully complete projects for the company's Commercial customers

Veritiss, LLC

January 2016 - February 2017

Electronic Security System Technician | JTF-GTMO, U.S. Naval Base Guantanamo Bay, Cuba

- » Supported the USSOUTHCOM Mission by overseeing and performing all ESS-related actions to ensure the security systems for all detainee camps—and JTF-GTMO as a whole—were regularly maintained and operating effectively

Security Install Solutions, Inc.

February 2011 - January 2016

Physical Security Lead Technician | Denver, CO | 2013 - 2016

Physical Security Technician | Denver, CO | 2011 - 2013

- » Led the installation, and supervised technicians on, the installation and service of ePACS, IDS, and VMS from project design through project closeout to ensure proper system installation and effectiveness for the company's US Federal Government customers