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Curriculum Vitae

Samuel F. Vinicur, CPP
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- **PROFESSIONAL EXPERIENCE, EDUCATION, and CERTIFICATIONS**

BA, Criminal Justice, Temple University – 1990.
ASIS Certified Protection Professional (CPP#20359) – 2017- present
Pennsylvania State Deputy Constable (#B004136) – 2015 to 2021
(Retired)
Pennsylvania Constable Program Instructor (PA Act49), Temple University
Law Enforcement Academy 2016-2024
Greater Philadelphia Chapter ASIS International Volunteer 1992-present.
ARVP and RVP Region 5B 2019-2022
Pennsylvania Act 235 Lethal Weapons Agent, (#65436) 2016 to present
Member InfraGard 2019- present
Member International Association of Professional Security Consultants
(IAPSC) 2024-present
Intellenet 2024-present
Attended, Thomas Cooley Law School - 1990-1992

Kolins Security Group, August 2024- Present

President, CSO, Physical Security Consultant, responsible for overseeing all aspects of Kolins Security Group's operations, with a particular focus on enhancing the company's physical security consulting offerings and driving growth. He will lead the company's efforts to develop cutting-edge strategies that align with the evolving needs of clients across various industries.

- Risk Assessment, Vulnerability Assessment, Threat Assessment.

Knightscope Inc, April 2022 – July 2024

Director, Client Development, responsible for new client capture. Facility Security

Design Consulting includes the application of Autonomous Security Robots (ASR) and Emergency Mass Communications technologies augmenting guard force operations with prospective clients Security Master Planning by advanced physical security and public safety analysis. 36 new ASR clients during tenure.

Siemens, October 2020 – February 2022

Business Development Manager, consulted with Fortune 50 clients, including Vanguard Financial on their security programs including electronic security systems, security policy and procedure.

Securitas Security Services, February 2019 – April 2019

Security Director, responsible charge of physical security for One Liberty Place, a 61 story, 1090 foot tall, 1.2million square foot premier class A+ trophy tower located in the heart of Philadelphia. Also responsible for The Shops at Liberty Place, which has over 30 retail shops, 15 dining options, an 850-seat food court, and a two-story Rotunda for additional seating and to host special events.

Attached to One Liberty and The Shops are Two Liberty Place, the Westin Hotel, the Parkway Parking Garage, and an Observation Deck overlooking Philadelphia. Budget responsibility for 1,344 weekly hours, 36-member guard force, access control, video management, emergency communications, fire system, 1.7m budget responsibility.

Johnson Controls, October 2016 – January 2019

National Business Development Manager, assist and influence Fortune 500 clients with the elevation of their global security programs. Interact with a wide range of high-level executives across various corporate departments. security, IT, purchasing, HR. Leveraging key security industry expertise, insight and relationships, targeting emerging technology, policy and procedures. Speaker, presenter, facilitator and trainer at industry seminars and events.

Siemens, August 2012 – November 2015

National Business Development, designed and managed new construction projects, remote security management/ professional security services/ corporate security/ critical infrastructure.

- Worked with teams in a highly matrixed organization, (Global HQ- US HQ- Local Branches) participating in construction and renovation projects partnering with real estate, IT, facilities, security, health and safety, risk management and c suite to collaborate on enterprise solutions with execution of over \$10M in revenue.
- Collaborated and led strategies with field teams, clients, security consultants, manufacturers and engineers.
- Managed team development, talent

acquisition, skills training and mentoring • Acted as thought leader, speaking on national industry event panels and training on topics like the Clery Act and Mass Communications.

TSS/ We Put People to Work, January 2006 – December 2012

Co-Founder/ Founder, responsible for all aspects of operations. Led team of 6 recruiters and administrative staff. Marketing, sales, finance, security, social media, event logistics, as well as new product and program launches. Provided expertise and advice to fortune 1000 corporations on security programs, technology roadmaps, talent acquisition and retention.

Tyco International, 2006

East Coast Sales Manager managed the direct and indirect channel for the Kantech brand of access control software and hardware. Territory covered Eastern US. Exceeded \$6M quota by 10%. The channel consisted of distributors, architects, engineers, consultants, manufacturer representative firms, large global integration companies, regional integrators and security practitioners. Developed white papers, press releases, communications, seminar presentations, sales and marketing plans, training courses and orchestration of trade shows to promote advanced solution sets.

MSC, Aerospace & Defense, December 1998 – January 2003

Senior Sales Manager responsible for 6-million-dollar annual quota consulting to Finite Element Analysis, simulation, engineering departments. 110% quota attainment every year. Clients included Lockheed Martin, Boeing, General Dynamics, DARPA, NASA, Sikorsky, Electric Boat, Newport News

SST, January 1997 – December 1998 & January 2003-December 2005

Senior Sales Representative managed the relationships of multiple global accounts security programs. Sunoco, Wyeth, AT&T, Altria, CBRE, Colgate, Cablevision, Dendrite, Gucci, Mitsui, McGraw Hill • Consulted, designed, state-of-the-art integrated electronic security systems, comprised of Database Software, CCTV, Access Control, Video Badging, Biometrics, Video Analytics, Perimeter Detection, Intercom and numerous other components. (SWH Ccure) collaborated with SST internal resources, external subcontractors, architects, engineers, consultants, manufacturers and customer stakeholders to develop comprehensive security solutions. • Robust network of security industry consultants and top executives in international organizations including the American Society for Industrial Security. • Earned consistently superior performance evaluations citing initiative, communication, problem solving, dedication, and team leadership.

Spectaguard, Inc., January 1992 – December 1996

Responsible charge of the protection of corporate assets, buildings, and personnel utilizing a layered security approach • Security guarding, physical security counter measures, electronic security systems, and personnel protection, including workplace violence, event, travel, close protection and kidnap preparedness. Global physical security program standards & procedures • talent acquisition, training, coaching & retention • supervised 320 security officers 24/7/365.

PROFESSIONAL MEMBERSHIPS (active)

- ASIS International (Past Chapter Chairman, Vice Chair, Treasurer, Secretary, Past ARVP/RVP region 5B, Current Mentor, Current CPP, Subject Matter Expert (SME) is the preeminent worldwide Professional Security organization, consisting of vetted qualified members in every discipline of security. The Protection of Assets Manual is recognized in the security industry as the “Bible” of security. Its contents are comprised of accepted industry standards and accepted best practices. It also contains sections of published books and other literature for the education and advancement of all principles and disciplines of security.
- International Association of Professional Security Consultants (IAPSC)- is a preeminent organization restricted to recognized qualified professionals in their respective security disciplines.
- InfraGard- is a partnership between the Federal Bureau of Investigation (FBI) and members of the private sector for the protection of U.S. Critical Infrastructure. Through seamless collaboration, InfraGard connects owners and operators within critical infrastructure to the FBI, to provide education, information sharing, networking, and workshops on emerging technologies and threats. InfraGard’s membership includes business executives, entrepreneurs, lawyers, security personnel, military and government officials, IT professionals, academia and state and local law enforcement— all dedicated to contributing industry-specific insight and advancing national security.
- Intellenet International- is a highly experienced group of professional investigators and security consultants with national and international specialized investigative capabilities. Our goal is to assist businesses resolve problems with the maximum of professionalism and competency. We operate as a close-knit association. We are an alliance of experienced professional investigators adhering to a set of bylaws and a code of conduct that stresses ethical professional and expert conduct. Member

capabilities, reputation, and accomplishments are sustained by membership in Intellenet. Multifaceted skills are acquired or enhanced by many seminars, conventions, and training experiences available through Intellenet activities and other related associations

PRESENTATIONS (not all inclusive)

| <u>Association/Location/Year</u> | <u>TOPIC</u> |
|----------------------------------|--|
| Secured Cities 2013 | Remote Security Management |
| ASIS Seminar and Events 2014 | Why You Need Service Now More Than Ever |
| ASIS GSX 2023 | Why Not Security Robots? |

AWARDS (not all inclusive)

- The William J. Stevenson Award for Dedication and Contributions Made to the ASIS International Philadelphia Chapter
- Philadelphia Youth Basketball (PYB) Pro Bono Service Award (security system design and guard operations) in recognition of an outstanding commitment to service and support of PYB.