securityspecifiers

CONSULT 2018
TECHNICAL SECURITY SYMPOSIUM
NASHVILLE, TENNESSEE

ATTENDEE PROSPECTUS

The best event for you to connect with security manufacturers, thought leaders and peers in the industry.

WHEN
November 3-6, 2018

WHERE
Renaissance
Nashville Hotel
Nashville, Tennessee

MORE DETAILS
www.attendCONSULT.com

" Congratulations again on the excellent Consult 2017 event it was definitely a pleasure being a part of it and I'm so glad I attended. I would recommend this to any security consultant out there who wants to better educate themselves in the security field. The best part was the interaction between other consultants and vendors that frankly I never experienced anywhere else. "

- Paul King *(AECOM)*

" Most valuable two-day or three-day conference I have attended in the past 10 years. Much higher quality discussions than you get at a trade show or anywhere else. Most of all, we were talking to higher-level influential vendor personnel. Rarely did I hear "I'll have to get back to you". "

- Ray Bernard *(RBCS)*

" This was a great event, and I was excited to be a part of it. Great content and speakers, and I liked the speed dating type of interaction with vendors. "

- Bret Emerson *(CommTech Design)*

" CONSULT 2017 stands out not only as the best "out of the gate" conference I have attended but the BEST overall conference I have ever attended or participated in. The vision and dedication to put this event together was truly outstanding. I know one thing, I am planning on attending future CONSULT conferences! "

- Jim Henry *(Kratos Public Safety & Security)*

CONSULT 2018

The second annual *SecuritySpecifiers* Technical Security Symposium takes place on November 3-6, 2018 in Nashville, Tennessee.

Join the second annual *SecuritySpecifiers* Technical Security Symposium, created specifically for the security industry's leading design consultants. On November 3-6, 2018, gather to learn, network and get calibrated on today's most important security issues. Offering viewpoints on the industry's direction and challenges, **CONSULT 2018** will leave its participants better equipped to navigate the future consulting landscape.

From cyber security to spec writing and design issues, the environment that security consultants and engineers face is constantly evolving. Technical complexities and business operational efficiencies continue to escalate. The scope of design considerations and technologies to solve them continue to grow. That's why **CONSULT 2018** was established. To create a space for like-minded professionals to absorb knowledge, sharpen their skills, and enhance their capabilities to better perform their security consulting and design mission.

About CONSULT

CONSULT 2018 is the only non-captive venue exclusively devoted to specifiers of electronic and physical security...period. A select group of the industry's strongest security consultants will assemble to not only learn more about critical issues and directions that most affect them, but also to question and to be challenged. Because 100% of the program has been developed specifically for technical security consultants, **CONSULT 2018** is a unique, must-attend event.

TOTAL ATTENDEES
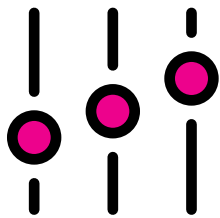75-100 Consultants and 20+ manufacturers.

SESSION FEEDBACK
On a scale of 1 to 5 (best), consultants rate sessions at a 4.47.

WHOSE COMING
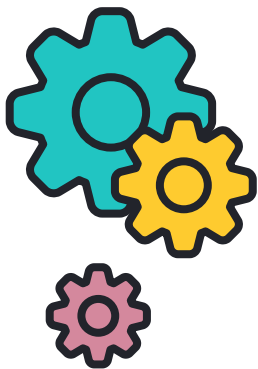The industry's best design engineers and security equipment manufacturers.

Why Attend?

Join industry leading consultants, engineers and select manufacturers to tackle key security topics including cyber risks, better specification design, real-life case studies, advanced technologies and allocating resources. We limit the event to consultants from low voltage/ security consulting and A&E firms alike.

Key Benefits

- Sharpen your outlook on critical technologies and issues
- Improve design skills and write better specifications
- Learn from actual case studies
- Understand cyber security impact and potential liabilities
- Earn up to 15 credits for CPP, PSP and CSPM recertification
- Expand your professional network

Manufacturer Role

Select manufacturer sponsors, small and large, will be represented by A&E and product-focused personnel who can discuss company direction and roadmap. Many of these are not the familiar faces seen at tradeshows, where conversations can often be brief and subject to interruption. In addition to better understanding what's ahead, you'll have the chance to not only challenge them, but to send them off with your input to help guide future thinking. This is not a "selling" event, and there will be no booths or displays. Manufacturers will be prepared to discuss where they're headed and how to best connect with you.

Session Snapshot & Sample Issues

LEVERAGING INTEGRATORS

Integrators may be the greatest untapped resource for security designers. Why? Lack of visibility; threat; negligence?

Hear from consultants about successful interactions and from integrators who make these relationships work.

MANUFACTURER ROADMAPS

To what extent can consultants impact manufacturers' product roadmaps? How many actually do? Conversely, how many manufacturers actually solicit and listen to consultant inout?

CYBER LIABILITY

Breakout sessions will cover topics like how Cyber Liability and Cyber Risk fit into an overall security program, insider threat, penetration and vulnerability testing, and continuing development of Cyber specification language.

TECHNICAL DESIGN

These track sessions will tackle some of the most pressing design issues in electronic security such as integration, cloud, analytics, cabling, and specifying emerging technologies.

SPECIFICATION TO IMPLEMENTATION

Topics will include implications of MasterFormat 2018, leveraging the integrator relationship, end-user relationships, certifications in an IT world, and more.

How to Register

To register and learn more about the event, please visit our event web page at **AttendCONSULT.com**.

Registration Fee

The registration fee to attend this 3-day event is $595. Includes the hotel stay, all meals from Sunday to Tuesday and a variety of networking and entertainment opportunities during the course of the event (including a river boat cruise).

Companion Program

A wonderful program for spouses and companions is being planned. The program will include site seeing activities throughout the event and a dedicated attendant to provide advice and suggestions on Nashville's many offerings.

Stay tuned for further details and cost.

CONSULT 2018 Agenda

Join industry leading consultants, engineers and select manufacturers to tackle key security topics. Here's a sample of what's to come:

Saturday, November 3

Registration	3:00pm - 7:00pm
Reception	5:30pm - 7:00pm
Welcome Dinner	7:00pm - 9:00pm

Sunday, November 4

Breakfast	8:30am - 9:30am
Welcome & Keynote	9:30am - 10:15am
General Session	10:15am - 11:15am
Manufacturer Roundtables	11:15am - 12:30pm
Lunch	12:30pm - 1:30pm
Manufacturer Roundtables	1:30pm - 5:00pm
Dinner Cruise on the General Jackson	6:00pm - 10:00pm

Monday, November 5

Breakfast	8:00am - 9:00am
Breakout (Track) Sessions	9:00am - 12:00pm
Lunch & Boxerbaum Award	12:00pm - 1:30pm
Breakout (Track) Sessions	1:30pm - 4:30pm
Reception	5:00pm - 6:00pm
Manufacturer Dinners	6:30pm

Tuesday, November 6

Breakfast	8:00am - 9:00am
General Session	9:00am - 10:30am
Manufacturer Deeper Dives	10:30am - 12:00pm
Lunch & Wrap-Up	12:00pm - 1:00pm

the
ELLIOT A. BOXERBAUM
SECURITY DESIGN PROJECT OF THE YEAR

CONSULT 2018 is pleased to announce **The Elliot A. Boxerbaum Memorial Award**. This award will recognize a consulting or engineering company which designed and specified a completed security design project, accepted by the client in 2017. All entries will be judged around the following criteria:

- Collaboration with end-user, architect and integrator
- Design excellence
- Project innovation, uniqueness and creativity

ELIGIBILITY & HOW TO ENTER

This competition is open to all professional security consulting and engineering firms.

All proposals must be submitted by May 26, 2018. Award to be announced and presented at CONSULT 2018 in Nashville, Tennessee.

ELLIOT A. BOXERBAUM

Elliot A. Boxerbaum, MA, CPP, CSC, was the founder and president of Security Risk Management Consultants, Inc., an independent security consulting organization providing comprehensive program management and support services to a wide range of clients. In addition, Elliot was an original Advisory Board member for SecuritySpecifiers and past president of the International Association of Professional Security Consultants (IAPSC).

Elliot was a graduate of the FBI National Academy and had more than 25 years of experience in security management. He held the Certified Protection Professional designation from ASIS International and served on the ASIS Healthcare Security Council.

Throughout his life, he made significant contributions to the security and consultant industry and we are honored to offer this award in his memory.

Lodging & Attractions

Nashville thrives with an ever-present creative vibe and entrepreneurial spirit. Its roots are deeply felt throughout the street art, creative culture and award-winning food. And that spirit extends to family-friendly fun, fan-filled football and unforgettable historical attractions. Create unforgettable once-in-a-lifetime memories when you plan your trip around CONSULT at this year's destination - Nashville, Tennessee.

Renaissance Nashville Hotel

Music City USA is your oyster when you make the Renaissance Nashville Hotel your Tennessee home away from home. In the heart of downtown Nashville yet with direct access to the city's well-appointed Convention Center, it's the perfect base surrounded by some of the best entertainment and nightlife in the world. Be sure to check out some of the best bars where live music is a nightly staple, or to the fascinating music history at the nearby Country Music Hall of Fame or Johnny Cash Museum.

All conference registration covered nightly hotel rates for the conference dates.

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