

# ANDREW REESE

## Chief Solutions Architect, Security (OCTO)

Kansas City Metropolitan Area

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Andy.Reese@ReeseWeb.Com

Security and Compliance Subject Matter Expert: Extensive hands-on experience measuring, assessing, designing, implementing, improving, and managing Information Security Management Systems (ISMS) and cybersecurity programs. Well versed in aligning organizational controls with legal, regulatory, and contractual requirements, as well as, business goals and objectives. Consulting experience working with hundreds of organizations, of all sizes and across major vertical markets, using well-documented industry best practices and methodologies.

Demonstrate credibility (trustworthiness, reliability, dependability, integrity, and character) in the security industry every day.

## PROMINENT CERTIFICATIONS

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- CISSP #25685 – (ISC)<sup>2</sup> Certified Information Systems Security Professional
- CISM #0300317 – ISACA Certified Information Security Manager
- CRISC #1000038 – ISACA Certified in Risk and Information System Controls
- CGEIT #0800964 – ISACA Certified in Governance of Enterprise Information Technology
- CPP #17243 – ASIS International Certified Protection Professional
- AZ-900 #H701-2485 – Microsoft Azure Fundamentals
- CLF-C01 #HCVNX49JKJ4EQCWN – AWS Certified Cloud Practitioner
- ITIL v3 #10060937 – Certified Information Technology Infrastructure Library Foundation

## PROFESSIONAL EXPERIENCE

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### Zones LLC

Chief Solutions Architect, Security (OCTO)  
Office of the Chief Technology Officer

### Worldwide

March 2021 – Present

Lead and execute security relevant solution environment portfolio from technical perspective to ensure alignment and support of overall go-to-market strategies:

- Partner with marketing organization to ensure enablement of software and cloud sales organization to support relevant solutions environment portfolio
- Enable Solution Architects with repeatable processes and portfolio for technical pre-sales activities (demos, workshops, etc.) and architecting solutions
- Assess customer pain points and market demand to help define compelling services and extend solution offerings
- Work with Cloud and Security Center of Excellence Director to measure and deliver on solution profitability expectations
- Identify strategic and tactical technical partnerships and key players necessary to achieve and sustain thought leadership within the solutions environment portfolio
- Understand competitors' capabilities and be able to articulate those capabilities pertaining to tools, automation, services, pricing and solutions

Achieve professional services margin objectives by ensuring the following:

- Identify, evaluate, manage, and execute on strategic customer opportunities

- Drive SOW's for security relevant solutions environments with the software and cloud teams focusing on the Enterprise segment
- Ensure awareness and execution within technical organization of partner margin-enhancing programs
- Serve as initial escalation point for technology related issues relating to security relevant solution environment portfolio
- Partner with software and cloud sales team to proactively develop plans for professional services with strategic accounts

### **ReeseWeb LLC**

*IT Security Consultant*

### **United States**

*January 2021 – March 2021*

- As an Independent Contractor, delivered professional services to our strategic business partners' clients.

### **ISSI (Information Security Systems International)**

*Management Consultant*

### **Worldwide**

*February 2021 – March 2021*

- As an independent consultant, assisted MSPs in transforming and building their capabilities using hyper-scale cloud services.
- Consulting and auditing services on behalf of Microsoft, AWS, Google, and Oracle for Cloud Managed Service Providers (MSP) to transform and build sustainable, profitable service organizations.
- Management Consultant providing advisory services on digital and business transformation, ICT/Business Strategy, Organizational Change, Go-To-Market Strategies, Business Process Improvement & Expansion into New Markets/Geographies.

### **BlueAlly**

*Chief Information Security Officer (CISO)*

### **United States**

*November 2019 – November 2020*

- Reported to the Executive Chairman, and was responsible for establishing and maintaining the enterprise vision, strategy, and program to ensure information assets and technologies were adequately protected.
- Implemented and led BlueAlly's Information Security Management System (ISMS).
- Implemented and aligned the ISMS with legal, regulatory, industry frameworks and standards, and contractual control requirements.
- Helped prepare the organization to meet control requirements for a SOC 2 Type II audit.
- Successfully completed a 12-month SOC 2 Type II audit with no findings or exceptions.

### **Urgently Roadside Assistance (BlueAlly Contract)**

*Virtual Chief Information Security Officer (vCISO)*

### **United States**

*November 2019 – October 2020*

- Reported to the Chief Administrative Officer, responsible for establishing and maintaining the enterprise vision, strategy, and program to ensure information assets and technologies were adequately protected.

### **CompuCom Systems, Inc.**

*Role: Security and Compliance Practice Leader*

*Managing Principal*

*Principal Consultant*

### **North America**

*Jan 2005 – November 2019*

*May 2016 – November 2019*

*January 2005 – May 2016*

- Partner with the leadership team, sales and marketing, to envision and develop a go to market strategy for security and compliance service offerings
- Identify and evolve new security and compliance consulting opportunities; assist with scoping, proposal development, project management plans, pricing and costing models, and prospective customer presentations/discussions
- Extensive experience leading security and compliance design workshops, in partnership with internal and external client stakeholders and technical SMEs, a consensus builder
- Service delivery track record of being able to operate at all levels of an organization, such as: board of directors, executive leadership teams, operations management, internal audit, and tactical technical levels, as well as, experience working in multiple vertical markets
- Led multiple annual pre-registration and internal audits as the lead internal auditor
- Versed in Open Compliance and Ethics Group (OCEG) Governance, Risk, and Compliance (GRC) maturity modeling, architectures, and best practices, as well as, the Unified Compliance Framework (UCF) Common Controls Hub and control harmonization
- Performed hundreds of security and compliance gap assessments for clients using various industry maturity models, frameworks and standards, such as: Carnegie, Gartner, and CobiT maturity models... SOX, GLBA, HIPAA, NIST CSF and SP 800-53, ISO-27001, PCI-DSS, CIS Top Controls and Configuration Benchmarks, and much more
- Recognized for writing clear and compelling deliverables that include specific, tailored, and actionable advice and recommendations (note: award winning published author since 2008)
- Guide and advise clients on redesigning their security and compliance policies, standards, baselines, guidelines, processes, procedures, and detailed work instructions, aligning them with legal, regulatory and contractual requirements, as well as, business goals and objectives
- Performed numerous business impact and risk assessments of internal and external clients
- Experienced and formally trained on business continuity and disaster recovery processes
- Led CompuCom's security and compliance design and implementation for its first successful ISO-20000 registration, which included alignment with ITIL, ISO-27001, and many other international standards, laws, regulations, and contractual requirements
- Led numerous consulting engagements for assessing, designing, and implementing security and compliance technical controls, such as: firewalls, intrusion prevention systems (IDS/IPS), data center security (DCS) and endpoint protection solutions (EPS), email and network security gateways, VPNs, advance threat protection (ATD/ATP), endpoint detection and response (EDR), security event and incident management (SEIM), data loss prevention (DLP) and data meta tagging, access controls, permissions, and authorizations, network and system vulnerability scanners, configuration checkers, and much more

### **DynTek, Inc.**

*National Director of Security Consulting*

### **United States**

*March 2003 – October 2004*

- Directed, developed and defined security practice methodologies
- Directed strategic Virtual CxO and Trusted Advisor consulting services
- Developed and defined service reporting templates
- Defined security skill requirements and engagement quality assurance
- Directed, developed and maintained strategic security partnerships
- Led the most complex security consulting engagements

### **Reese Web Security, Inc.**

*Co-Owner*

*Vice President*

### **Clearwater, FL**

*January 2003 – December 2004*

*January 2003 – December 2004*

- Licensed Private Investigator in the State of Florida
- Performed detailed background checks
- Performed numerous investigations with a team of licensed investigators

**AimNet Solutions Inc.***VP, CISO & Information Security Practice Leader***United States***May 2000 – December 2002*

- Started venture funded AimNet Solution in 2000
- Successfully completed acquisition of several high-tech companies
- Expanded managed security services to include network management
- Provided Virtual CxO services that guided and led commercial clients as their CISO, CSO, CRO, CTO, and CIO
- Led the most complex security consulting engagements
- In 2007, successfully sold the AimNet Solutions (and ANS, LLC) to Cognizant

**Reese Web, Inc.***Chief Executive Officer and President***United States***August 1995 – May 2000*

- Provide managed security and professional services from SMB to large enterprise companies
- Over 800+ commercial customers blanketed the nation from coast to coast
- Secured Florida State Negotiated Price Schedule Agreement during his first year of business
- Provided security services to SLED, U.S. Military, and Federal Agencies
- Created the Virtual CxO service offering that guided and led commercial clients as their CISO, CSO, CRO, CTO, and CIO
- Led the most complex security consulting engagements
- Axent Technologies recognized Reese Web as their #1 Systems Integrator in the State of Florida and their Elite Security Partner
- In 2000, started new venture funded company AimNet Solutions and merged Reese Web

**The Waldec Group***Director of Network and Advanced Network Services***United States***December 1994 – August 1995*

- Practice leader for professional service delivery teams and service offerings
- Profitably grew technical team from 15 to 26 professionals
- Identified and implemented strategic vendor relationships
- Achieved recognition as Tampa's leading systems integrator
- Led the most complex consulting engagements

**Nielsen Media Research***LAN Coordinator***Dunedin, FL***June 1993 – December 1994*

- Managed and maintained systems and tech-teams for three groups (Network Management & Internet Services, EDI & Network, and UNIX Systems Administration & Support) for a 90,000+ global user environment
- Performed extensive requirements analysis, development, and implementation work around advanced technologies in Internet and system security, multi-protocol network management, multiple email vendor platforms solutions and operating systems (from desktop/laptop, vast list of state-of-the-arts server technology, multiple mainframe vendors)

**McDonnell Douglas***Senior Engineer – Technology***MacDill AFB, FL***October 1992 – June 1993*

- Member of a research team in the Special Operations Command HQ-J2 test lab
- Maintained a Top Secret (SBI, w/SCI) Military Security Clearance

## **Halifax Corporation**

*European Regional Manager  
Account Manager  
Senior Field Service Representative  
Field Service Representative*

## **International**

*January 1989 – October 1992  
July 1987 – January 1989  
August 1986 – July 1987  
June 1986 – August 1986*

- Managed government contracts and multiple component level repair depots
- Managed international accounts and started a new international business division
- Managed systems and tech-team oversight at international cruise missile planning facilities
- Maintained a Top Secret (SBI, w/SCI) Military Security Clearance

## **Eaton Corporation**

*Associate Field Engineer*

## **Eglin AFB, FL**

*January 1985 – June 1986*

- Served as a resident onsite engineer at the USAF Tactical Air Warfare Center (TAWC) - J2
- Maintained a Top Secret (SBI, w/SCI) Military Security Clearance

## **Enfield's 3M Business Products**

*Customer Service Representative*

## **Jacksonville, FL**

*April 1984 – January 1985*

- Maintained 3M office products in the States of Florida and Georgia
- Completed numerous product certification courses in electronic mechanical technologies
- Products such as: 3M Copiers and Microfiche Viewers, and Lanier Word Processors

## **U.S. Navy**

*Fire Control Technician Ballistic Missile - FTB1(SS)*

## **Submarine SSBN-643**

*January 1978 – January 1984*

- Led a seven man team in launch operations of a Nuclear Trident Ballistic Missile System
- Maintained a Top Secret (SBI, w/SCI) Military Security Clearance

## **EDUCATION**

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### **American Institute for Computer Science**

- Bachelor of Science in Computer Science, February 1992

### **Birmingham, AL**

GPA 4.0/4.0

## **Notable Volunteer Work**

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### **InfraGard National Members Alliance (INMA)**

*Board of Directors Member and Corporate Secretary  
Chairman of the CISO Cross-Sector Council  
Chairman of the Enterprise Risk Management Committee  
Vice Chairman of the InfraGard History Committee  
Vice Chairman of the CISO Cross-Sector Council  
North Central Regional Deputy Representative*

### **United States**

*February 2019 – Present  
February 2021 – Present  
September 2020 – Present  
February 2019 – Present  
October 2020 – February 2021  
June 2018 – February 2019*

- InfraGard is a partnership between the U.S. Federal Bureau of Investigation (FBI) and the private sector. It is an association of persons who represent businesses, academic institutions, state and local law enforcement agencies, and other participants dedicated to sharing information and intelligence to prevent hostile acts against the U.S.
- IMNA is a non-profit 501(c)(3) Delaware Corporation, comprised of 77 separate 501(c)(3) InfraGard Member Alliances (IMAs) with a membership of more than 74,000 plus Subject Matter Experts, representing our Nation's critical infrastructures

- As the National Secretary, is responsible for keeping the minutes of Board of Directors meetings; oversees that all notices are duly given in accordance with the provisions of organizational Bylaws or as required by law; is the custodian of the corporate records and of the seal of the Corporation; and in general perform all duties incident to the office of Secretary and such other duties as from time to time may be assigned by the President or by the Board of Directors.
- As Chairman, oversees that the CISO Cross-Sector Council provides an opportunity for InfraGard members who have an executive leadership positions in Information Security, in order to collaborate both at the chapter, region and national level. CISOs exist with expertise in every sector. There is a need to strengthen information Security in America and enhance the workforce ensuring we keep our competitive edge. We will succeed at this through our members' strengths and collaborating with effective partners.
- As Chairman, oversees the performance of Enterprise Risk Management Committee's Data Gathering, Reviews and Assessments, Reports, and Assists the Board of Directors with effective Planning and Leadership of InfraGard National Membership Alliance (INMA).
- As Vice Chairman, assist the Chairman with the research of InfraGard History and review of corporate records.

### **InfraGard Kansas City Members Alliance (IMA)**

*Board of Directors Member  
Webmaster InfraGard-KC.Org*

### **Kansas City Area**

*January 2017 – February 2019  
January 2017 – September 2019*

- InfraGard Kansas City Members Alliance (IMA) is a non-profit organization serving as a public-private partnership among U.S. businesses, individuals involved in the protection and resilience of U.S. critical infrastructures, and the Federal Bureau of Investigation.
- IMA a non-profit 501(c)(3) Missouri Corporation, with a membership of more than 300 plus Subject Matter Experts, representing the Kansas City Area's critical infrastructures

## **TESTED COMPETENCIES BY PROMINENT CERTIFICATIONS**

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- |                                     |                                     |
|-------------------------------------|-------------------------------------|
| • Access Management                 | • IT Systems Control Design         |
| • Asset Security                    | • IT Systems Control Implementation |
| • Business Continuity               | • IT Systems Control Monitoring     |
| • Business Principles and Practices | • IT Security                       |
| • Communications Security           | • IT Security Incident Manager      |
| • Computer Security                 | • IT Security Program Manager       |
| • Disaster Recovery                 | • Network Security                  |
| • Enterprise IT Governance          | • Penetration Testing               |
| • Identity Management               | • Personnel Security                |
| • Information Risk Compliance       | • Physical Security                 |
| • Information Security              | • Professional Services             |
| • Information Security Management   | • Project Management                |
| • Information Technology            | • Risk Management                   |
| • IT Benefits Realization           | • Security                          |
| • IT Control Maintenance            | • Security Assessment               |
| • IT Governance                     | • Security Audits                   |
| • IT Governance Framework           | • Security Engineering              |
| • IT Governance Principles          | • Security Management               |
| • IT Resource Optimization          | • Security Operations               |
| • IT Risk Assessment                | • Security Principles and Practices |
| • IT Risk Evaluation                | • Security Testing                  |
| • IT Risk Identification            | • Software Development Security     |
| • IT Risk Management                | • Strategic IT Management           |
| • IT Risk Monitoring                | • Vulnerability Assessment          |
| • IT Risk Optimization              |                                     |

## Natural Talents

I present to you the ordered theme sequence of my top-20 natural talents identified by working with [Jeff Snyder, Executive Coaching](#), using the GALLUP Clifton StrengthFinder 2.0 test. Here is a brief overview of each talent as it relates to what I bring to my clients. These talents map well into several leadership themes:

Executing	Influencing	Relationship	Strategic Thinking
<ul style="list-style-type: none"> <li>• Achiever (#2)</li> <li>• Arranger (#18)</li> <li>• Belief (21)</li> <li>• Consistency (#19)</li> <li>• Deliberative (#15)</li> <li>• Discipline (#8)</li> <li>• Focus (#5)</li> <li>• Responsibility (#6)</li> <li>• Restorative (31)</li> </ul>	<ul style="list-style-type: none"> <li>• Activator (#11)</li> <li>• Command (#17)</li> <li>• Communication (27)</li> <li>• Competition (#10)</li> <li>• Maximizer (#12)</li> <li>• Self-Assurance (#14)</li> <li>• Significance (#9)</li> <li>• Woo (22)</li> </ul>	<ul style="list-style-type: none"> <li>• Adaptability (26)</li> <li>• Developer (30)</li> <li>• Connectedness (29)</li> <li>• Empathy (34)</li> <li>• Harmony (24)</li> <li>• Includer (28)</li> <li>• Individualization (32)</li> <li>• Positivity (#20)</li> <li>• Relater (#7)</li> </ul>	<ul style="list-style-type: none"> <li>• Analytical (#1)</li> <li>• Context (33)</li> <li>• Futuristic (25)</li> <li>• Ideation (23)</li> <li>• Input (#16)</li> <li>• Intellection (#13)</li> <li>• Learner (#4)</li> <li>• Strategic (#3)</li> </ul>

### Analytical (1):

I possess a very analytical mind, examining the details underpinning an idea, which helps to give me reasons and causes, as well as, finely tuned insight that others might not grasp. I have the natural and acquired subject matter expertise to think about all the factors that might affect a given situation. I provide valuable insight because through my analysis, I uncover the essential facts needed for excellence and proper decision-making. I have a clear understanding about what excellence is, how it can be attained, and how it is to be applied.

### Achiever (2):

I possess a mental and physical capacity to concentrate on various tasks from start to finish. I create orderly systems for managing my time, work, or resources, and strive to complete tasks prior to their deadlines; as a result, I usually have ample time to think through ideas, decisions, or plans. I take great satisfaction from being busy and productive; I love to complete complex tasks and derive fulfillment from my many accomplishments. I am a self-starter, industrious, and possess a strong inner drive – an innate source of intensity, energy, and power that enables me to push hard to get things done. My actions set the pace and define productivity level for those around me.

### Strategic (3):

I think strategically, generate innovative ideas, visionary, and always create alternative ways to proceed. I easily spot relevant patterns and issues. When working with groups and projects, I bring creative anticipation, imagination, and persistence to the team. I often see opportunities, trends, and solutions before others see them. I take into consideration prevailing circumstances, available resources, budgetary constraints, or pressing deadlines. I am someone who is able to quickly weigh alternative paths and determine the one that will work best and most efficiently, the best route to move forward with.

### Learner (4):

I have a great desire to learn and want to continuously measure and improve things. Even the process of learning, rather than the outcome, excites me. When something has to be completed, I am eager to acquire the necessary knowledge or skills to meet the challenge. I intuitively know how to obtain that knowledge and learn the material. I am a quick study, and my ability to deeply focus helps to keep a group, team, and organization on the cutting edge. I don't just research a subject, my analytical mind seeks to examine the details underpinning an idea, which helps to give me reasons and causes, effects, as well as, finely tuned insight on subject material others might not grasp – I become a master the subject.

**Focus (5):**

I am a person who can take a particular chosen direction, follow through, and make the corrections necessary to stay on track. I am a person who sets goals and objectives. I always prioritize them and then act. While others may start to wander down divergent avenues, I stay the course and help to avoid time-consuming distractions and keep everyone on point. Driven by my ability to focus, I pinpoint what needs to be accomplished in order to reach a desired outcome. I give it my undivided attention. Few people can match my natural powers of concentration.

**Responsibility (6):**

I am the type of person that has no problem stepping up to the plate; when I commit to something, it is done with a deep sense of dedication and psychological ownership. I am absolutely a person of my word, period. My actions will always speak louder than my words; it is through my actions that I earn people's trust, by always demonstrating impeccable ethics and core values we should all expect: honesty, integrity, and loyalty. If I commit to something, I'll own it from beginning to end. I have built a reputation that people can utterly depend on.

**Relator (7):**

I am very good at meeting people for the first time, including cold calls, and I am able to relate with them at some level to establish an initial rapport. Over time, I am the type of person who forms solid, genuine, and mutually rewarding relationships that are close, caring, and trusting. I am not afraid to stand and speak, or sing, in front of any size audience; in fact, I am able to do these things on the spur of the moment with little or no preparation. I have extensive experience consulting at all the different levels within an organization, such as: strategic, operational, and tactical.

**Discipline (8):**

I am very good at classifying and organizing things. I bring a high level of organization, order, and stability to the projects and groups in which I work. I've learned to eat an elephant one bite at a time by breaking long-term projects into a series of specific, short-term steps, and follow that plan diligently per the timeline and deadlines. I naturally manage my life by objectives and it has allowed me to achieve many things because my days are predictable and planned. I instinctively find ways to bring order and routine to chaos.

**Significance (9):**

I am an independent person that puts forward the effort and time to make positive contributions that are substantial, powerful, and significant; someone who makes a difference in this world. It is that unique strength to be significant that pulls me upward, away from the mediocre and always toward the exceptional. When combined with my many other talents, I always knock that ball out of the park. It is simply how I operate and the world will be better because of my efforts.

**Competition (10):**

My world is rooted in comparison; it is also why I am so good in analytics. I have a deep aspiration to be the best and will work hard to excel. But my competitive focus is an internal one to improve, to be the best that I can be. But my actions are always infectious because by example I raise a group's achievement level by creating a culture of winning and an aspiration to be the best. I help show people the way to move forward.

**Activator (11):**

While other may talk a good game, I am a doer, a catalyst who gets the job done. I turn thoughts into action. I am able to do this well because I have strong natural analytical and strategic talents that allow me to understand all the factors that might affect a given situation, and I take it to the next level by taking action when I know it is the right thing to do. I am a producer and people are always amazed by the quality and quantity of what I deliver.



**Maximizer (12):**

I am a person who can transform something strong into something superb. I am a team builder, a mentor that can create strengths within groups by enabling each person to do what he or she naturally does best. Quality and excellence, not average, is my measure and pursuit. I find the talents and strengths in others, I know their weaknesses, and then I orchestrate things in such a way that we are able to work as a well-tuned machine.

**Intellection (13):**

I have a very solid foundational knowledge of security industry frameworks, best practices, security control objectives and controls. I have knowledge and experience measuring and benchmarking what matters. I am able to use this information to accurately analyze and plan strategically. I have the leadership vision to see things that others do not grasp. I am able to think outside the box; I solve problems; I orchestrate and make things happen without having to be told.

**Self-Assurance (14):**

I am the person who leads the way for everyone else. I am comfortable being uncomfortable. I will just make it happen, I'm a doer, it is the way my mind works. I will do whatever is required to be successful. I am not afraid of anything, I will go from point "A" to point "B" in the quickest amount of time possible, but I won't break the china – an important point to remember about me. I possess an inner compass, all my natural talents, that give me the confidence and judgment to handle risks, to meet new challenges, to make the right decisions, to steer the ship on the right course while under pressure, to stake claims, and, most importantly, to deliver.

**Deliberative (15):**

I bring my entire top 20-talents to task when making decisions. I am careful and vigilant. When I make a decision, or take action, it is very deliberate because I have thought things through using a conscientious approach. I use my abilities to reduce risk and prevent problems through natural anticipation and careful thought. I take care to consider options, thinking through the pros and cons of each alternative. I identify the dangers, weigh the relative effect, and then place my feet deliberately. I have consistently made informed and good choices in my life.

**Input (16):**

My online curriculum vitae documents and demonstrates that I have maintained a high-level of relevant subject matter expertise in the information and physical security industries for decades. Not only do I possess vast amounts of knowledge capital at my fingertips, but also I have the experience in implementing and operationalizing well-aligned information security management systems. I am constantly acquiring, compiling, and filing things away to store knowledge that can be culled and shared.

**Command (17):**

I am the type of person that naturally takes charge. I can see what needs to be done and I make it happen, I am a doer. I am definitely not frightened by confrontation; rather, I understand that confrontation can be the first step toward resolution. I seek clarity because my analytical talents prevail and I challenge others to be realistic and honest. I may intimidate some people at first, but I am a very approachable guy, and people consider me to be very humble. I have the ability to bring to light what is often avoided or unstated. This gives me the ability to resolve conflicts and misunderstandings. I am a leader, someone with presence and charisma.

**Arranger (18):**

I am an organizer and orchestrator, no doubt about it. I like to figure out how all the pieces and resources can be arranged to maximum productivity. By using my analytical and strategic talents, I am flexible enough to address mundane, complex, and dynamic situations involving many factors, managing all of the variables, aligning and realigning them until they are arranged in the most productive configuration possible. When I am confronted with the unexpected, I like to jump into the

confusion, devise new options, hunt for new paths, and figure out new partnerships — because, after all, there might just be a better way and I'll find it.

**Consistency (19):**

I am able to easily and quickly make judgments that are fair to everyone involved. I am trustworthy, it comes across well, and so people do trust me. I have taken several American Management Courses, as well as, management courses from the employers I have worked for over the years. I've had no management or legal issues during my 38-years of employment, absolutely none. I've owned several of my own companies; no one has ever brought up any issues with my management style and/or handling of their employment. I am fair with everyone. People like working for me and many people have stressed an interest in working with me again.

**Positivity (20):**

Sometimes, little simple things can make all the difference in the world. It is not always what you say, but how you say it. People know if you are being genuine with them. One has to be fair in their recognition, but give recognition when it is well deserved and obvious to all. I have a way of making everyone feel like they are special and have something to offer the team and organization.

## **My LinkedIn Profile's Written Recommendations**

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**Mark Doherty CISA, CISM, CRISC**

**Experienced IT Audit, Risk and Compliance Professional December 10, 2020,**

**Mark worked with Andrew in different groups**

I had the pleasure of working with Andrew for several years when he was with CompuCom. He came to my attention from my manager at the time who had worked with Andrew for many years. I often deferred to Andrew when it came to obtaining his perspective on IT security matters or issues that I encountered in which I had little to no experience. He was always willing to make the time to explain the intricacies of NIST or CIS frameworks and even helped unravel the requirements for security assessments that had to be in compliance with FedRAMP. Andrew also was helpful with putting us in touch with IT security vendors that offered helpful tools to assist us within the security and compliance space such as SecurityScorecard that would benefit the company. He was also instrumental in helping to screen candidates for open positions on my IT Audit and Risk team which helped to reduce the candidate pool to the most capable and knowledgeable ones for the position. He was simply a fountain of IT security and compliance knowledge and all too willing to be of assistance. Having Andrew on your team would be a worthwhile acquisition for a company looking for someone with his experience and proficiency in his field.

**John DePrisco**

**Assistant Director of IT at MSP - MP November 30, 2020,**

**John was a client of Andrew's**

As the Network Security Officer of a Sheriff's Office, I was a client of Andrew's, as were most other Sheriff's offices, police departments, courts, and judicial circuits up and down the coast. Andy's expert knowledge of cybersecurity and networking were unparalleled from firewalls to routing, Intrusion Prevention Systems/Intrusion Detection Systems, internal threats, operating systems, applications, and physical security.

Due to our connection to State/Federal systems, we were subject to several audits, including the FBI. We passed all of them easily, and only because of Andy's guidance, consultation, and work. I can't recommend Andy enough in this sphere. His expertise is nationally recognized and the plaudits well-founded. Andy is also easy and enjoyable to work with and knows how to interact with all from Tier I techs to C-level personnel.

**Vijay K. Tanamala**

**Executive Chairman at BlueAlly November 25, 2020,**

**Vijay K. managed Andrew directly**

Andrew is a phenomenal professional to work with. Through his work, it's easy to see high integrity and strong work ethic, not to mention that he also has immense knowledge to share in governance and cyber security models. It was great to work with someone who's so eager and willing to learn, while also being an excellent mentor to others. Andrew will be a great addition to any team.

**Richard Noël Director,**

**Information Security November 18, 2020,**

**Richard worked with Andrew in different groups**

Andy and I worked together at CompuCom in his client-facing role of Security & Compliance Practice leader for 12 years; he is one of the most intelligent, well-informed, and well-rounded individuals I've had the pleasure of working with throughout my career. In my role as Director of Information Security for CompuCom globally, Andy provided in-depth guidance on numerous occasions, assisted in conducting forensic investigations, eagerly functioned as a sounding board whenever requested, and otherwise was always there when we needed him. Andy is one of the few Cybersecurity

professionals who - as the saying goes, could build an ISMS (policies, processes, procedures, controls, and technologies) from scratch with one hand tied behind his back. Any organization would benefit greatly from his wealth of knowledge and experience.

#### **Jason J Schroeder**

**Vice President of Managed Services at BlueAlly November 17, 2020,  
Andrew worked with Jason J in the same group**

Andrew was integral in streamlining the SOC 2 Type II audit process for BlueAlly. The risk assessments, disaster recovery and business continuity planning he led were strategic for the customers we performed those services for. His ability to tie policies together in a complete framework simplifies the complex process.

#### **Misael Henriquez**

**Chief Information Security Officer at Urgently Roadside Assistance November 3, 2020,  
Misael was a client of Andrew's**

Andy has been a pleasure to work with. He has extensive experience and has a pragmatic approach to cybersecurity, always seeking to find the most appropriate solution to the challenge at hand. He is eager to learn and also eager to share what he knows if beneficial to his audience. He is an excellent example of a true Trusted Advisor and I'd happily recommend him to anyone needing Trusted Advisory Services.

#### **Joseph Price**

**Combining people, process, and technology in delivering outstanding value to our clients in information technology infrastructure solutions October 29, 2020,  
Joseph worked with Andrew in different groups**

Andrew brings incredible insight and knowledge to Cybersecurity. His involvement with numerous security organizations and his board status with them brings immediate credibility. He has been instrumental in leading BlueAlly in establishing our information security program and its offering, with key Trusted Advisory Services we've made available to our clients. These service offerings have enabled us to be relevant providing virtual education, supporting improvements in our clients' core IT processes and assisting them in establishing best practices.

In addition, his security expertise has not only enabled us to achieve critical compliance status but remain vigilant in thwarting activities of today's cyber criminals. His recommendations for technologies and proactive strategies to employ, improved our confidence and recoverability in the face of attack.

He will be a tremendous asset to any organization seeking a trusted advisor with the technical prowess and industry experience to address mission critical business needs, and to establish and improve your cybersecurity expertise.

#### **Christopher Davis**

**Customer Experience Manager | Global Engagements | Converged Infrastructure Services & Consulting Solutions October 29, 2020,  
Andrew worked with Christopher in the same group**

While at BlueAlly, Andy was essentially brought in to be the "Ringer," with numerous sensitive and critical clients and boy, did he sure deliver! His extensive experience across numerous platforms, industries and endless technologies made an immediate positive impact to our Security, Governance and Compliance teams.

**Raqibul Huq**  
**CIO at BlueAlly October 28, 2020,**  
**Andrew worked with Raqibul in the same group**

Andrew lives and breaths Information Security. In every action and decision he makes Information Security is first and foremost is his mind. I remember early in his role as CISO at BlueAlly, I met him for a meeting at our secure SOC facility in Vienna. In the meeting room he had his laptop tethered to the table with a computer lock. I asked him why he felt the need to do so at our secure location and his answer was he always practices what he preaches. Andrew's work ethic is impeccable. He is motivated to produce results and always learning.

**Jim Bartis**  
**SVP at BlueAlly October 27, 2020,**  
**Jim worked with Andrew in different groups**

Andrew works with clients to document and implement security policies and corresponding programs that meet and exceed industry best practices. Andrew uses his knowledge, proven tools and procedures that allow clients to easily maintain their cyber security programs while easily responding to compliance requests from regulators, customers and partners.

**Chad Holland**  
**Senior Project Manager at BlueAlly October 26, 2020,**  
**Chad worked with Andrew in different groups**

Andy is a great leader and true professional. I had the pleasure of working with Andy on a couple of DRP and BCP projects. Andy brings great enthusiasm and knowledge to these areas, in addition to his vast knowledge in other security disciplines. Andy works really well in a team environment, and he has a great character for working with others. Andy is always a student, constantly learning, and he's also very good at teaching and explaining to others how things work. I would highly recommend Andy to anyone looking for a security leader to support their organization.

**John E Quigely II,**  
**CEH, CSM Network Security Engineer at M9 Solutions April 14, 2018,**  
**Andrew was senior to John E but didn't manage directly**

Andy is an extremely technical person. He understands not only the technical side of things but also the realistic issues including politics of the situations. He is incredibly open minded and driven to make sure the right solution is a fit. Andy is also a very humble guy and is not prideful about his knowledge. He is open to new learning and views. His ability to look at an issue from multiple sides and address the requirements to meet the real and perceived needs makes him a genuine asset. Andy is fun to work with and understands the ins and outs of information security unlike many.

**Paul Hulmes**  
**Managing Consultant at CompuCom September 21, 2017,**  
**Andrew worked with Paul in the same group**

I have worked with Andrew for 10+ years in my capacity as Managing Consultant at CompuCom. Andrew and I have worked together on various projects and based on his work, I believe he would be an excellent and positive asset to any team. Andrew has distinguished himself by consistently delivering innovative solutions aligned to industry best practices in order to meet client business objectives.

**Nicholas Brigman**

**Leader of Products and Partnering for Edge Technologies September 12, 2017,  
Nicholas worked with Andrew in different groups**

Andrew Reese is one of those rare individuals that can speak in very simple terms to make a point and in the turn of a moment shift the conversation to the exact detail and technical component. Over the years, I've witnessed why Andrew has so many letters behind his names in terms of credentials. He understands best practices models and what works best which aren't always the same things. His pragmatic approach helps clients to make good risk decision fully informed. While being a consummate professional, he also brings great humor and candor.

**Scott Morgan,**

**M.A., CISM, CDPSE Information Security Officer at Florida Department of Highway Safety and Motor Vehicles - (NO Sales Solicitations Please) September 6, 2017,  
Scott was a client of Andrew's**

I have had the pleasure of working with Andy since 1998, and have found him to be the consummate professional and a wealth of expertise in network security. Andy's knowledge of enterprise network firewalls, application firewalls, enterprise anti-virus systems, SIEMs, etc. is outstanding and allows him to offer a vendor-agnostic approach to all of his customers. Andy delivers his expertise and advice to his customers, while offering training and consulting that differs from his competitors. Andy is more than willing to share his knowledge and expertise with his clients, and share in the success of the mutual partnership of the client and consultant.

I would give Andy my highest recommendation for any information security engagement. He's the best.

**Todd Pekats**

**National Practice Director Professional Services at Insight September 6, 2017,  
Andrew worked with Todd in the same group**

I have had the pleasure of working with Andrew for well over ten years and i have learned a lot from him. He is a leader and expert in the Security space and has a unique ability to look at situations with practical experience, insight and vision. I have yet to see a situation that Andrew was not prepared for. Some of his best qualities are his ability to provide recommendations and direction across all levels, from CEO/CSO to IT Technologists or Line Of Business Owners. His approach is calming and his experience really shines when you have a critical situation that requires rapid planning and execution. I truly enjoyed working with Andrew and consider him a key subject matter expert.

**Claudia Knauer**

**Customized, personalized Singing Telegrams at Claudia's Gift of Song September 1, 2017,  
Claudia worked with Andrew in different groups**

I would not hesitate for one instant to hire Andy if I had a position to fill that fit his skills, background and experience. Furthermore I would also hire Andy for a position that may include technologies he has yet to master (although He's such a die hard Geek he probably already knows something about whatever). Andy is the consummate professional technically and interpersonally. Andy's work ethic and integrity are unquestionable. Andy ranks in the top 5 percent of IT professionals in his class. Bonus: he's fun, funny, polite, kind, politically hip and someone you'd like to see at work every day.

**Frank Lyons**

**Owner, Entellus Technology Group and Computer & Network Security Consultant September 1, 2017,**

**Andrew was senior to Frank but didn't manage directly**

Andrew Reese was the Nation Director of Security Consulting at DynTek. As such, he express a great deal of independence and confidence towards the particular assignments. His excellent communication skills were very well received. He expresses complete confidence in his ability to always get the job done on time and per statement of work specified.

During the course of his engagements Andrew has been able to work collaboratively with every one and the IT Department to identify opportunities for improvement to enhance the internal control environment. I recommend Andrew in the future if the need arose.

**John Heltzel**

**Senior National/Global Accounts Sales Executive August 31, 2017,**

**John was a client of Andrew's**

It was my pleasure to work with Andy for many months as part of a network segmentation project we were doing for a client. Andy was a great benefit not with just his knowledge but also with is diligent work effort and ability to contribute to the team beyond just his focus area,. Brilliant ideas and a friendly disposition are great characteristics of Andy.

**Joe Buonvivere**

**Sr. Solution Architect at Softchoice August 31, 2017,**

**Joe worked with Andrew in different groups**

Andy and I have been colleagues for the past eleven years and have collaborated on many client opportunities. During this time I have seen first had the depth and breadth of his knowledge in the security realm and information technology in general. Andy's skills are not bound by one technology and he has always been my go to person for insights on complex and diverse solutions.

Andy has always made the time for our colleagues and myself, Is a well-read individual that communicates effectively while articulating complex thoughts.

**Meryl Robin**

**Service Line Leader - Salesforce at Cognizant August 29, 2017,**

**Meryl worked with Andrew in different groups**

I worked with Andy at CompuCom. Andy was the Security practice leader before it was fashionable. His knowledge of trends, risk and compliance requirements made it very easy to position his team as leaders in the field. Andy was the face in front of the customer as well as behind the process, and always commanded a respect as a trusted advisor.

**John Andrianoff**

**Retired from: Network Manager at St. Lucie School District August 29, 2017,**

**John was a client of Andrew's**

RE: Andrew Reese

Andrew assisted a fledgling IT department at St. Lucie Public Schools for many years starting in the mid 1990s with network security. He assisted our school district in its first internet connection, servers and firewall. He provided not only installation but mentored technicians in security best practices. Andrew installed 3 generations of firewalls over the years and before I retired recently,

advised us to start down the path to IT framework implementation, we settled on ITIL. Thanks to Andrews guidance, our IT department assumed a leadership position in our district and state.

**Sandra Westmoreland**

**Senior Marketing Communications Professional August 29, 2017,  
Sandra worked with Andrew in different groups**

I had the pleasure of working with Andy at CompuCom. Andy is a very driven person and has an enviable depth and range of knowledge in Cyber Security. Working with him was wonderful as he had the technical knowledge to understand every aspect of our security partner's products and clearly articulate their benefits leading to client success stories. I would enthusiastically recommend Andy for any organization.

**Marc Punjak**

**Software Solutions Representative at Insight August 29, 2017,  
Marc worked with Andrew in different groups**

Andy is arguably the most knowledgeable security person I know. His depth and breadth of knowledge and experience make him uniquely qualified to help guide organizations through the process of determining their needs and implementing the processes and procedures to meet those needs. His knowledge and experience helps organizations evaluate, prioritize, implement and revise their systems and processes to drive constant improvement.

**Gerald Little**

**-- August 28, 2017,  
Gerald worked with Andrew in different groups**

Andrew (Andy) is the most well-rounded and experienced individual in the area of IT cyber and physical security with whom I have had the pleasure of working. Andy is also extremely responsive both in a comprehensive and a timely fashion.

**Phil Reifenberg**

**Providing Third Party Advisors AI, Edge, Blockchain and Utility services for their clients to win in exponential economy August 28, 2017,  
Phil worked with Andrew in different groups**

Andy Reese is the best Security expert in the business. Most experts work for the manufacturer of the solution. They are good at presenting their company's solution as the right solution for the end customer. The best value of Andrew is that he is solution centric. He is interested in the the client's issues and recommends what they need. I was working with a global auto manufacturer and they had a specific SIEM requirement. Andy determined the best Solution was LogRhythm but we were not authorized for the specific solution. Andy, on his own, got fully certified on the solution so he could validate that this was the right solution and we could deliver successfully. Andy is the true definition of "trusted advisor".

**Ron Ferrucci**

**Senior IT Account Manager ~ Expert at Building Relationships and Driving Sales August 28, 2017,  
Ron worked with Andrew in different groups**

To whom it may concern:

I had the pleasure of working with Andy at CompuCom Systems for 14 years. Without any question, Andy was the most well-versed Security Solutions Architect in the organization. Andy, was instrumental in assisting me in closing multiple security engagements. Andy delivery to clients is



straight forward and from a viewpoint of the clients perspective. I highly recommend Andy Reese for any organization looking to solidify and grow their security business.

**Josh Levine**

**EVP at Pivot: Driven by brilliant people, complex challenges, and continuous learning August 28, 2017,**

**Josh worked with Andrew in different groups**

I have known and worked with Andy for the past 15 years, he is a consummate professional. Andy is a security guru and is one of the few, at his level who is not only technical , but great in front of customers.

**Thomas Vetterani**

**EVP Strategy and Organizational Development at RPA Millennium Ventures August 27, 2013, Thomas was senior to Andrew but didn't manage directly**

Andy is a results-oriented proven thought leader in the security arena today. He is highly respected by those that work with him as well as his clientele. His desire is to bring value to each and every conversation and customer he comes into contact with, and I consider him a corporate asset here at CompuCom.

**Edward Hall**

**Microsoft Network Engineer May 3, 2012,**

**Andrew worked with Edward in the same group**

Andrew and I worked together at Halifax many years ago. He managed component level repair depots and large multi-year government contracts across the company. Due to his attention to excellence he was quickly promoted to International Account Manager and eventually European Regional Manager. Andrew is exceptionally bright, professional and capable. Any organization would be well served with his talent.

**Brad Reese**

**Brad Reese and REESE'S Peanut Butter Cups April 9, 2012,**

**Brad worked with Andrew in different groups**

Andrew recruited Brooks Cutter to join the The Waldec Group. What more can I say, Brooks Cutter is a technical genius! Sincerely, Brad Reese

**Bill McGuire**

**Field Tech Support Rep at School District of Hillsborough County April 6, 2012,**

**Bill reported directly to Andrew**

Andrew is very cost effective and always looking for the best solution for the customer. He is very knowledgeable in his expertise. I enjoyed working with Andrew he gave you encouragement and provided support when you need it.

**John Seitzinger,**

**CISSP, CISA, CISM, BCMM-A Principal Consultant at Optiv Security, Inc December 15, 2011,**

**John reported directly to Andrew**

“My name is John Seitzinger and I joined Reese Web-Network Security Experts in 1997. At the time I had a number of opportunities but clearly the best was to partner with the one of the leading security consulting firms in the South East founded and lead by Andrew Reese. Reese Web was started several years earlier and at the time was the number one Raptor Systems (Axent) and a leading Checkpoint integrator in the US. Soon after I joined, the company began consulting on and integrating some of

the earliest enterprise class intrusion detection, web content filtering, anti-malware, and content analysis systems available. Working with Mr. Reese gave me the opportunity to engage with some of the most impressive organizations in the financial sector as well as State and Federal agencies across the Eastern US, the Caribbean and Central America. Working with Mr. Reese has been an absolute pleasure and one of my greatest opportunities. While there the company nearly doubled in size and revenue due to his leadership. Under the direction of Mr. Reese, the company began implementing managed security services for the Florida State Government long before the large companies entered the market. Working with Andrew Reese was an opportunity I would exchange for nothing else. Under his leadership I learned the meaning of the word integrity and quality. Quality by Mr. Reese's definition, was an engagement performed with such excellence it became not only a company, but a personal legacy. To this day, solutions I've implemented carry this stamp of impeccable excellence I learned from him. It has been a pleasure and a privilege to know Mr. Reese - not only from a professional perspective but also on a personal level. He is one of the most trustworthy and dependable people I know, and certainly one of the best leaders in the Information Security industry. - John Seitzinger, CISSP, CISA, CISM, CCSE, SCSE Network Security Manager - US Security Services PricewaterhouseCoopers, LLP" August 15, 2007

**Robert Coulter**

**Outside Sales at Carbide Tooling & Industrial Supply (CTIS) July 5, 2009,  
Robert worked with Andrew in different groups**

Working with Andy Reese is a great pleasure. Andy is very thorough and very detailed in his work. He has a great ability to mentor as he works, and has fantastic documentation. I would recommend Andy for any endeavor he chooses to pursue.

**Daniel Krupicka**

**Senior Consulting Engineer at CompuCom May 18, 2009,  
Daniel worked with Andrew in different groups**

Andy's reputation as a truly senior security specialist comes from the respect he has earned from his clients and colleagues. His long-term client relationships are a testament to his knowledge, experience, and professionalism.

Andy and I worked on a complex customer engagement together and he was able to win the clients business and deliver the solution to the client's satisfaction despite many technical and business hurdles.

I would enjoy the opportunity to work with Andy on any future projects.

**Charlie Mantione**

**Vice President, Global Service, Banking and Financial Institutions at NCR Corporation August 31, 2007,  
Andrew was senior to Charlie but didn't manage directly**

Andy is a highly skilled and resourceful Security Expert. He is professional in his approach and has an ability to bring Technical Expertise and Customer focus to any organization.

**Kilynn Weber**

**Cyber Security Analyst August 17, 2007,  
Andrew worked with Kilynn in the same group**

I have worked with Andrew on Security Audits and ISO 20000 / 27001 compliance projects. He has a natural ability to lead and has in depth knowledge of Security, Auditing, and Project Management. I recommend him highly.

**Dr. James B. Hansen**  
**President/CEO at Black Eagle Security Team, Inc August 14, 2007,**  
**Dr. James B. managed Andrew directly**

Andrew is a very hard working and a true talent in IT Security. He is a good manager, speaker, and writer with a keen focus on strategic objectives.

**Alex Woda**  
**Payment Security Specialist at Certify Audit Services August 9, 2007,**  
**Andrew worked with Alex in the same group**

Andrew is a very knowledgeable and experienced IT professional with strong skills in information security products and processes. Andrew worked well as a team member in writing proposals, conducting security assessments and developing business plans for the Security Services group at Dyntek. It was a pleasure to work with Andrew.

**Darlene Pricher**  
**Contracts Administrator/Senior ISR at DynTek August 8, 2007,**  
**Andrew worked with Darlene in the same group**

Andrew Reese brings dedication and enthusiasm to every project he tackles. His wealth of knowledge in the Information Technology Security field and extensive "hands-on" and managerial experience make him a valued resource.

**M. Faisal Ansari**  
**Business Leader and Trusted Advisor - Risk | Cybersecurity | Privacy August 7, 2007,**  
**Andrew worked with M. Faisal in the same group**

Andy is a remarkable individual, carrying extensive industry knowledge, technical depth and breadth, and a great understanding of business requirements at hand, and he is able to envision, communicate, design, deliver and manage solutions for his clients in a very efficient manner. He is an industry pioneer and has held key leadership positions throughout his very impressive professional career. His first and foremost attribute is his personnel skills, works great with everyone and leaves a lasting impression. With a military background and having earned the highest martial arts designations, he is still one of the most humble people that I have worked with. Highly recommended!

**Manny Amador**  
**CyberSecurity & Compliance Architect at Stryker August 7, 2007,**  
**Andrew worked with Manny in the same group**

Andrew, truly a goto source, in my 25 years of experience in security he is by far the most knowledgeable and professional I've had the pleasure working with. If you need the best in the industry he's your man!

**Carlos Henley**  
**Field Account Executive at CDW-G August 7, 2007,**  
**Andrew worked with Carlos in the same group**

Andrew is a tremendous individual with a significant background in information security. He is very detailed and thorough. His background would allow him to function effectively in many positions, both in sales and technical support.