

**JOHN J. SEITZINGER**  
**CISSP, CISA, CISM, BCMM-A**  
**BSI ISO 22301 BCMS Lead Auditor**

**Information Security Management Consultant**  
**Advisory, Cybersecurity Architecture,**  
**Compliance/Risk Management Professional**

Prior certifications: **CCSE, SCSE<sup>6</sup>, STA, ATT, CME**

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**SUMMARY**

Seasoned information systems security management consultant, architectural, compliance and risk management professional with more than 30 years experience in computer and networking technologies and over 26 years practicing Information Security, Risk Management and Compliance. Proven negotiation, consulting and political skills driving cross departmental/business unit and multi-national acceptance of balanced risk management measures aligned with business objectives and aligned with audit/compliance requirements. Highly technical network architectural systems design, integration, and project management expertise. Exceptionally strong documentation skills including whitepapers, presentations, proposals, designs, diagrams, requirements, policies, procedures, standards, and guidelines including but not limited to detailed Incident Response Plans harmonized with Business Continuity/Disaster Recovery Plans. Focus on legal and IT regulatory compliance and risk management processes and resulting strategies. Experienced with NIST CSF, NIST SP 800-53r4/5, PCI-DSS, GDPR, CCPA, GLBA, HIPAA, FFIEC, ISO/IEC 27001/27002:2022, TISAX, ISO/SAE DIS 21434 Road vehicle Cybersecurity Engineering, ISO 22301 Business Continuity Management System – Lead Auditor.

**PROFESSIONAL  
EXPERIENCE:**

**GuidePoint Security, LLC.**, Herndon, VA – (based) Tampa, Florida  
**Principal Consultant** – Governance – February 21, 2023, to Present.

Principal Consultant responsible for governance, regulatory and compliance assessments and policy, standards and procedures writing for global Fortune 100 companies as well as SMB organizations of a wide range of vertical sectors. Currently with a focus on multiple cybersecurity standards (e.g., NIST CSF, NIST SP 800-53r5, ISO 27001:2022/ISO 27002:2022) provide security policy, standards and procedure writing services as well as detailed maturity assessment reports with strategic program enhancement roadmaps. This assists organizations in risk reduction/treatment prioritization and implementation of standards-based secure practices. Assessments include strategic roadmaps derived from detailed program reviews assigning maturity levels aligned to the Capability Maturity Model Integration (CMMI) thus resulting in risk-based program improvements.

**OPTIV Security**, Denver CO – (based) Tampa, Florida  
**Technical Manager** – Risk Transformation, Enterprise Risk & Compliance – March 28, 2011, to February 21, 2023.

Technical leader and senior management consultant in Advisory Services / Risk Transformation consulting with executive management focusing on technology,

security, and compliance initiatives, and successfully leading diverse teams to meet business goals in global/Fortune 500 companies, small and medium businesses, and diverse agencies. Conducted extensive enterprise security and compliance initiatives performing risk and compliance gap/maturity assessments for NIST CSF, NIST SP 800-53r4/5, GDPR, CCPA, GLBA, HIPAA, FFIEC, ISO/IEC 27001/27002, TISAX, ISO/SAE DIS 21434, and ISO 22301 Business Continuity Management System (BCMS). Create/oversee/own go-to-market solutions for BCMS, recommend remediation strategy and tactics, help develop/mature information security programs, perform Business Impact Analysis, develop Business Continuity Plans. Managed security and compliance related projects from pre-scoping/requirements gathering through proposal development and project execution. Worked with diverse teams of senior leadership, managers, consultants, contractors, and highly technical specialists in assessment, compliance, and remediation activities. Consulted on global privacy regulations and transborder data flows. Highly specialized in developing framework-based information security policies and standards for global organizations and in the performance of standards-based risk assessments.

Key Projects and Deliverables Include:

- Automotive cybersecurity specialization for TISAX and ISO/SAE DIS 21434 including Standards authoring, strategic and tactical implementation – work-in-progress.
- Office of the CISO – Security Strategy Assessments for senior leadership and board members of Fortune 500 companies.
- Solution owner and creator of go-to-market strategies for Business Continuity service offerings and related Statements of Work (SOWs).
- Multi-framework detailed Information Security Risk Assessment for a wide range of organizations across several vertical sectors.
- NIST SP 800-53r4/5, NIST CSF, NIST SP 800-171, ISO/IEC 27001, NIST ISO/IEC 27002, HIPAA, GDPR, CCPA privacy aligned policy and standards development with document maps and linked control tables for multiple national and global companies across several vertical sectors.
- Cybersecurity Incident Response Plans and procedures with tabletop exercises and detailed Crisis Communication Plans for multiple global organizations.
- In-depth information security audit/assessment of a large financial services organization in response to an FTC order.
- Business Continuity Plan development for a multiservice (“Triple Play”) utilities company.
- BCMM Business Continuity Maturity Modeling, Business Impact Analysis/Application Impact Analysis for the IT division of a 6.5B global manufacturing company.
- Multiple detailed and prescriptive security program reviews and risk assessments with strategic and tactical recommendations against a wide range of information security frameworks and highly diverse IT ecosystems
- Performed high-level comprehensive risk assessments/gap analysis for highly complex CI/CD, Agile/DevOps/DevSecOps environments.

**GERDAU AMERISTEEL CORPORATION** – Tampa, Florida  
**Security Architect/Consultant** – Security & Compliance – March 2010 to Dec 2010. (Veredus Corporation)

Security architectural specialist for North American MPLS Site Upgrades using Cisco solutions. Principal liaison between Compliance & Security and the North

American Infrastructure Upgrade Team. Authoring ISO 27001:2005 compliant Physical Security and Security Architectural Standards for more than 100 locations across North America. Developing security compliance and configuration Standards /checklists for AIX, Blackberry, Checkpoint FW, Cisco Solutions, Citrix, Dell EMC, Exchange, HPUX, Juniper / Netscreen, LanDesk, Linux, IIS, Server 2003, OCS Communications Server, SharePoint, Oracle App Server, Solaris, SSH, VMware, and Websphere.

Key Responsibilities & Deliverables:

- Author ISO compliant security standards.
- Lead SAP/MPLS 112 Site Upgrade Architectural Standards Committee.
- Design security architecture for Cisco centric Unified Messaging backbone with segregation of communications and ASA Firewalls & IPS.
- Coordinate IBM outsourcing activities and oversee compliance for technology security configurations.
- Author and submission of proposed zone-based security architectural standard for new data center.
- Authored costing analysis, procedural, and compliance related forms to assist group in consistent delivery to business.

**PRICEWATERHOUSECOOPERS, LLP.** – Tampa, Florida.

**Network Security Manager - US Information Security Services** - May 2007 to Feb 2010

Lead, coordinate, manage and oversee IT risk management/compliance, and network security initiatives across multiple IT departments. Integrated Cisco 4270-based IPS solution across 11,500 node data center. Lead network security liaison with Network Systems Support and Design group using newly upgraded Cisco Nexus architecture for new data center design. Participate in the establishment and oversee network security/compliance requirements for projects delivering solutions to the client practices many with a global footprint. Principal security liaison with IT Risk Management (ITRM), network architecture, security operations and network services teams. Key leader and stakeholder in the re-deployment/upgrade and implementation of global Solution Center monitor & response capability. Perform, deliver, and report on large scale vulnerability/risk management assessment activities for US-based systems.

Key Responsibilities & Deliverables:

- IT risk management efforts, key contributor, risk/vulnerability assessments
- Lead for US Territory writing of IT security standards.
- Principal owner/responsibility instituting new monitor & response capability for data center providing central services to 140+ US and 160+ global territories using Cisco 4270 IPS, and CSM (Cisco Security Manager).
- Project lead architect in NIDs, IPS and SIEM (Novell Sentinel) large-scale redesign & operational deployment for global monitoring and response.
- Key liaison to Network Architecture & Design, Network Services, Performance Management & advanced troubleshooting teams.
- Authored and published USSS Network Security Diagram and supporting documentation for worldwide network security architectures.

- Authored, communicated, and drove acceptance for the US IT Security Incident Handling Procedure(s).

**TECH DATA CORPORATION** – Clearwater, Florida.

**Systems Security Specialist**, (PM, IT Compliance, Security Architectures, Team Lead) – Oct 2002 to May 2007

Lead security professional for Tech Data specializing in solution integration, information security program development, and IT compliance for Sarbanes-Oxley (SOX) and PCI DSS security. Led two-person team for IT Compliance requirements. Best practice & security architectures, safeguard integration and management, policies, procedures, processes and practices, legal requirements, intrusion detection/prevention and incident response. Key liaison with Internal Audit, Loss Prevention and Legal. Created and managed execution of a set of security lifecycle processes leveraging existing safeguards to minimize cost, track progress, and ensure management oversight. Drove the integration of a global intrusion detection system in seven countries in Europe for an on-time, under budget delivery. Created and managed plan for coordinated worldwide Security Incident Response Team (SIRT). Pioneered and drove Requirements and Design for a low-cost e-commerce two-factor authentication/self-service password system for over 40,000 partners/customers worldwide. Using innovative methods driven by whitepapers, alternative designs reducing cost of implementation for security objectives by nearly 5 million over five years. Tech Data Corporation was ranked Fortune 117 in FY 2002 with revenues of more than 17B.

Key Deliverables:

- Developed and led the creation of Tech Data’s first information security program.
- Security lead for networking security design for global architecture
- Authored worldwide prescriptive IT security policies, coordinated and drove global acceptance through multi-country meetings, and presentations at senior leadership levels.
- IT compliance lead, baseline of compliance across multiple regulations.
- Coordinated compliance and audit initiatives for SOX, and PCI: DSS
- Worldwide implementation of intrusion detection/prevention system(s) in full “strike-back” and alert mode across business-critical intercontinental dataflows.
- Design of very large-scale e-commerce email-based authentication /registration and password reset solution for global clientele.
- Design and execution of automated global vulnerability assessment process.
- Design, coordination, and execution of a global Security Incident Response Plan/Team (SIRT).
- Authored, implemented, and managed security process controls for consistent, auditable delivery employing weekly metrics reporting, oversight, and continuous improvement.

**AIMNET SOLUTIONS, INC.** Tampa, Boston, Manhattan.

**Principal Security Consultant** - May 2000 to Oct 2002

(Corporate Acquisition of Reese Web)

Lead field security consultant for managed services company covering the U.S. Responsible for consulting, integrating, and managing the network security, policy creation, intrusion detection, log analysis & content analysis systems for more than 20 accounts generating more than a million dollars per year. Provided both small and large-scale solution integration services, risk/vulnerability assessments (internal and perimeter) across multiple vertical sectors and agency customers in the US, Central America, and Puerto Rico. Implemented VPN solutions and usage policies for large government contracts using Cisco IPSec firewall feature set. Principal consultant for various agencies providing firewall training, architecture/configuration, audits, upgrades, and architectural hardening with recommendations/roadmaps. Lead consultant in South and Northeast Region for security policy creation and architectural secured integrations with Managed Security Service Provider (“MSSP”) connectivity for international financial institutions.

**Key Responsibilities:**

- Security services & solutions project team management.
- Lead email security and content analysis specialist.
- Legal and regulatory specialist with financial and health care.
- Large scale risk management/vulnerability assessments.
- Written deliverable specialist (assessment reports, design diagrams)
- Safeguard selection, integration, and security architecture specialist.
- Technological and physical security white-hat penetration tests.
- Technical training and presentations.

**REESE WEB, INC.** Clearwater, Florida.

**Director of Security Operations** - April 1998 to May 2000

**ISSA – Board of Director – Tampa Bay Chapter – Secretary - January 2000**

Instrumental to growth and corporate direction for one of the nation’s leading Axent Elite partners. Managed team of SE’s and directed operations of Security Operation Center (“SOC”). Responsible for sales closure and integration of security solutions for a large customer base. Expert at education of the customers - frequently resulting in substantial increases in product and consulting services.

Managing and training new engineers in TCP/IP, firewall implementation, and IDS systems. Integrated Microsoft Solutions to streamline corporate internal procedures. Elected to the original Board of Directors of the Information Systems Security Association – Tampa Bay Chapter.

**Key Responsibilities:**

- Management of a team of 4 security consultants.
- Closing large commercial and government security solution sales.
- Security project management.
- Security awareness and technical training.
- Content analysis solutions expert.
- VPN system design and implementation.
- Training of end-users and prospects (chalk-talks).
- Network architecture design, implementations, troubleshooting.
- DNS implementation and troubleshooting.
- Firewall, IDS, Log Analysis systems implementation expert.
- Vulnerability assessments and system audits.

- Network traffic analysis, bandwidth control, & HA solutions.

**POE & BROWN, INC.** Tampa, Florida.

**Webmaster / Senior Network Security Engineer** - March 1997 to May 1998

Responsibilities included Check Point FireWall-1 administration and extranet design and maintenance. Internal and external IP security audits. Managed the IP infrastructure and addressing for all systems - including Novell, Windows NT, Solaris, and AIX. DHCP, DNS and WINS server management. LAN segmentation and management of Synoptics 5000. Network Peripherals FDDI backbone administration. Administered NT Server versions 3.51 and 4, Netware versions 3.11, 3.12 and 4.11. Lotus Notes server administration. HP OpenView management. Netscape Enterprise Server 3.0 integration and administration.

**ANDERSEN CONSULTING, LLP** - Tampa, Florida.

**Network Administrator / PC Hardware, Software Analyst.**

September 1995 to March 1997

Responsibilities included Novell 3.12, 4.11, NT 3.51 and Internet & client security integration and administration (Black Hole firewall and AV). Network and server failure analysis. Compaq laptop configuration and failure analysis for more than 150 consultants. Remote access support. Lotus Notes Tier 3 support. Managed Remedy ARS system for asset control.

**AUDIO VISUAL INNOVATIONS, INC.** Tampa, Florida.

**Service Engineer** 1991 to 1995

Responsibilities included design, installation and support of computer, graphics projectors, computer systems, professional sound reinforcement, thermal lettering/graphics machines, as well as product phone support and customer training. Provided system administration services on in-house UNIX system, maintenance and wiring of cluster controller and servers.

**CIRCUIT TEST, INC.** Tampa, Florida.

**Senior Test Engineer** 1986 to 1991

Responsibilities included component level failure analysis of PCBs, DEC, IBM, Compaq, Memorex-Telex, and various laptop computers, built and installed entire network on Novell version 2.x. Integrated the system wiring, cable drops, and built and installed servers and client workstations from ground up.

**TECHNICAL SERVICES NATIONAL, INC.** Tampa, Florida.

**Class Instructor – PC Hardware Analysis Expert** 1985-1986

Responsibilities included field training/class instruction on the repair of IBM personal computer systems.

**EDUCATION:**

BSI ISO 22301 Lead Auditor - 2014

Business Continuity Maturity Model (BCMM-A) - 2011  
Cisco 4270 Intrusion Prevention Systems, Cisco Security Manager (CSM)  
CISM – Certified Information Security Manager – 2004  
CISA – Certified Information Systems Auditor - 2003  
SCSE – Symantec Certified Security Engineer - 2003  
STA – Symantec Technology Architect - 2002  
CISSP Certification # 25620 – ISC2 - 2001  
Symantec Enterprise Firewall (Raptor) Certification – 2001, 2002  
Symantec / Axent Enterprise Security Manager Certification – 2001  
Symantec / Axent Intruder Alert Intrusion Detection Certification – 2001  
Symantec / Axent NetRecon Security Analyzer Certification – 2002  
Symantec / Axent NetProwler Intrusion Detection Certification – 2001  
Symantec Enterprise Anti-Virus Certification - 2001  
Axent Technical Trainer – Axent Technologies – 2001  
Sun Microsystems – Solaris Administration - 2000  
Public Key Infrastructures – 101 – SynData – 2000  
SafeWord 5.5 – Secure Computing – 2000  
Esafe Protect Enterprise – Systems Integrations - 1999  
Cisco University Switching Solutions – Cisco Systems -1999  
Certified MAILsweeper Engineer (CME) – Content Technologies – 2000  
Defender Authentication Server – Axent - 1998  
Raptor Firewall NetMaster Certification –Raptor Systems 1998  
Raptor Firewall NetGuard Certification – Raptor Systems 1998  
Checkpoint Systems FireWall-1-CCSE – 1999  
Enterprise Wide TCP/IP Implementation, ARG, 1997  
C++ Programming (Accent on C) – Andersen Consulting 1996  
Novell IntraNetware 4.11 Systems Administration, 1997  
Compaq Warranty Center Training, 1993