Jeff Sauntry

CEO, NACD Certified Director & Leadership Fellow - Cyber Risk

Cell: 941-465-6417 ● Email: [Jeff.Sauntry@gmail.com](mailto:Jeff.Sauntry@gmail.com) ● Bradenton, FL 34209

Results-focused board member and senior executive in publicly traded and private organizations. Leader of core operations for professional services, platform as a service (PaaS), cybersecurity, technology, and telecommunications firms. Subject matter expert in risk management, regulatory compliance, data privacy, communications, digital transformation, eCommerce, fraud, cyber and physical security. Trusted advisor able to translate complex business challenges into actionable initiatives designed to minimize deviation from expected outcomes. Mr. Sauntry thrives at the intersection of innovation and value creation. He believes cognitive diversity and sound corporate governance creates a competitive differentiator for the organizations he serves.

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| **Skills, Expertise & Competencies:** |  | |
| Strategic Plan Development | Merger, Acquisitions & Integration | Business Resiliency Planning |
| Enterprise Risk Management | R&D Innovation and Commercialization | Talent Development |
| Digital Transformation | Cybersecurity & Data Governance | Regulatory Compliance |
| **Professional Experience** |  |  |
| **Risk Neutral *–*** CEO and Founder |  | 2019 - Present |

Enterprise Risk Management (ERM) advisory firm of governance, compliance, physical and cybersecurity certified professionals dedicated to helping senior executives and board members understand the impact of a wide range of potentially disruptive events. Risk Neutral provides independent decision support designed to increase an organization's situational risk awareness. Risk Neutral is a bespoke Integrated Risk Management (IRM) advisory firm.Client engagements unlock growth, accelerate value creation, and extend market leadership. Outcomes align strategic, operations, financial, compliance, and reputational risks for competitive advantage.

**Invision Communications, LLC,** Board Chair and Founder January 2015-Present Florida Electrical Contractor (EC-13008900) specializing in communications, access control, video surveillance, network connectivity, industrial control systems (ICS), Internet of Things (IoT), physical and cybersecurity solutions. Founded the company in 2015, and now functioning as the chairman of the board.

Managed client engagements focused on risk mitigation efforts required to achieve regulatory compliance, protect the organization’s reputation, brand, assets, and minimize any potential financial loss. Strategic initiatives are designed to improve business processes and organizational capability and address knowledge gaps across the information technology (IT), project management office (PMO), software development, cybersecurity, audit, legal, and compliance teams. Managed five direct reports and up to 25 subcontractors as projects required.

* Delivered multi-carrier communications infrastructure for combined public recreation and retail campus hosting international rowing competitions with an annual economic impact of $34M
* Designed and integrated multi-tenant access control and video surveillance platform for leading cybersecurity guild to eliminate unauthorized entry and protect sensitive assets.
* Integrated CPTED (Crime Prevention Through Environmental Design) features into a vehicle, amenity, and pedestrian access control solution for the nation's largest multi-generational, planned community.
* Designed national-wide, secure network infrastructure to support insurance claims processing and digital payment operations for leading FinTech provider.
* No safety or workman compensation incidents since the organization’s inception.

**Synopsys – Software Integrity Group** (NASDAQ: SNPS) *–* ***Managing Principal*** 2015 – 2018

15th largest global software company with annual revenues of $3B, recognized global leader in electronic design automation, semiconductor intellectual property, and software security solutions. Joined as part of Cigital, Inc (Private Equity Owned) acquisition - Nov 2016.

* Developed organizational maturity and capability plan for $41B international healthcare provider to support a board initiative to reduce reputation and operational risks associated with patient safety, 3rd party vendors, and regulatory requirements.
* Established a three-year comprehensive testing program for blockchain-based fraud detection platform to address investor due diligence and early adopter concerns related to source code security and quality, a prerequisite to secure $16M+ in Series A funding.
* Led global team to address SWIFT regulator's data privacy and operational concerns for a $2B FinTech firm. Designed and delivered remediation and security testing plans facilitating successful recertification, avoiding multi-million Euro penalties/fines, potential revenue disruption, and a detrimental impact to the firm's reputational risk.
* Established go-to-market strategy and assembled a dedicated professional services team to support the Federal, DoD, and Aerospace industry, generating a first-year revenue increase of $25M.
* Selected as an expert witness by a Federal Criminal Court, providing testing and assessment testimony related to both admissibility of digital evidence collected by law enforcement and the protection of the defendants' 4th amendment rights.
* Created and delivered a software security training curriculum for a large federal agency, increasing year-over-year

participation by 50%. Reducing the introduction of security defects into manned/unmanned, mission-critical systems.

* Established go-to-market strategy to support small and mid-market (SMB) accounts for North America, driving a one-year revenue increase from $50K to over $1M.

**AppliedG2 (a wholly owned subsidiary of New Market Partners)**, Co-Founder & Chief Risk Officer 2009-2015

Cybersecurity, digital forensics, and regulatory compliance professional services firm with revenues in excess of $2M annually.

* Led risk, governance, compliance, and remediation programs for financial services, mobility, and large retail clients protecting multi-billion-dollar brick & mortar facilities and eCommerce platforms without any lapse in regulatory or industry compliance over four years while simultaneously integrating multiple domestic and international acquisitions.
* Led organizational maturity and capability improvement plan for $7B global B-to-C mobility provider to address Chip & PIN (EMV) Payment Card Industry (PCI) security & EU privacy regulations, avoiding anticipated revenue disruption, annual fines estimated at €3.6M and detrimental impact to a marquis brand's reputation.
* Developed and delivered Continuity of Operation Plan (CoOP) and Disaster Recovery Plan (DRP) for NYC-based Business to Consumer (B-to-C) client's brick and mortar locations and eCommerce properties. The plan was activated during Hurricane Sandy, resulting in 100% uptime for all local data centers & internet-facing properties.

**Unisys** (NYSE: UIS) Vice President of Strategic Programs 2008 – 2009

## Responsible for global cybersecurity professional and managed services operations. Led billable engagements, business development, established operating budgets, measured engagement quality, customer satisfaction, talent development & regulatory compliance. Supervised five regional directors and over 100 consultants as part of the global practice.

* Established integrated global security practice generating a $14M pipeline of new engagements during the first year.

**AT&T Consulting** (NYSE: T) Global Practice Director 2006 – 2008

Led global cross-practice professional services team providing security & compliance solutions to AT&T's Global 1000 Signature accounts. Managed billable teams responsible for delivering strategic vendor sourcing, international joint ventures, financially sustainable corporate governance, regulatory compliance, and technology integration engagements. Senior executive responsible for designing product offerings for financial services, government, healthcare, new media, hi-tech, and manufacturing industry verticals.

## Led the industry response and recovery efforts to a cyber incident perpetrated by a malicious municipality employee impacting the availability of first responders, transportation hubs and critical social service.

* Designed and delivered global encryption strategy for a major credit card brand to address emerging technology and privacy concerns for equipment co-located at merchant banks.
* Operational and subject matter leader for all cybersecurity-related acquisitions due diligence and integration efforts.
* Consolidated Security Operations Center (SOC) design, governance, compliance, architecture & integration services resulting in streamlined implementation and increased net operating margin for the largest multi-year buildouts for global commercial, state, and Federal government clients.
* Lead executive on digital forensics, crisis management, and critical infrastructure service response and restoration engagements.
* Established integrated global security practice generating $19M of net new revenue over an initial 24 months.
* Responsible for migration of penetration testing from field-based professional services to remotely delivered managed services engagements resulting in higher margins and more predictable revenue streams.

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| **Computer Associates** (NYSE: AVGO) **-** Director, World-Wide Delivery Office – eTrust | 1997 - 2006 |
| **Novell** (OTCMKTS: MCFUF)- Senior Systems Engineer (Federal) | 1995 - 1997 |
| **STMS -** Senior Systems Engineer | 1994 - 1995 |
| **Price Waterhouse Coopers -** Computer Support Associate | 1992 - 1994 |
| **KPMG Peat Marwick -** Technology Specialist | 1991 - 1992 |

# EDUCATION

Carnegie Mellon University – Chief Risk Officer (CRO) Program – Q1-2020 Computer Science, Virginia Military Institute, Lexington, VA, 1991

SANS Courses **–** 30 ILT Classes – (2011 – 2022)

# INDUSTRY CERTIFICATIONS & LICENSES

*(Most significant of over 80 professional and technical accreditations)*

CISSP, CISM, CRISC, FAIR Analyst, PCIP, CPP, CPTED, CEPA & CFE

Certified Merger and Acquisition Professional (AM&AA)

State of Florida Unlimited Electrical Contractors License # EC 13008900

# PROFESSIONAL AFFILIATIONS

National Association of Corporate Directors (NACD) Certified Director & Leadership Fellow - Cyber Risk

Private Directors Association (PDA) Copresident of Tampa Bay Chapter

NCC Communications Information Sharing and Analysis Center (Comm-ISAC)

Association of Certified Fraud Examiners (ACFE)

Payment Card Industry (PCI) Association

Safer Buildings Coalition (SBC)

Information Systems Audit and Controls Association (ISACA) Factor Analysis of Information (FAIR) Institute Member

International Information System Security Certification Consortium (ISC2)

American Society for Industrial Security (ASIS)

International Crime Prevention Through Environmental Design (CPTED) Association Community Association Institute (CAI) & FL Self-Storage Association (SSA)

Professional Assoc. of Dive Instructors – Master Scuba Dive Trainer (PADI-MSDT) Department of Homeland Security - US Coast Guard Certified Master Mariner -Master-50GT

# PUBLICATIONS

***Innovate Tampa Bay*** November 6, 2017

The book features innovation and entrepreneurship across the Tampa Bay region. Mr. Sauntry discusses emerging trends in cybersecurity and the continuity of business operations.

***E-commerce Special Interest Group(SIG),*** PCI Security Standards Council Jan 15, 2017 This Information Supplement provides guidance on the use of e-commerce technologies in accordance with the Payment Card Industry Data Security Standard (PCI DSS). This Information Supplement is intended for merchants who use or are considering the use of e-commerce technologies in their cardholder data environment (CDE) as well as any third-party service providers that provide e-commerce services, e-commerce products, or hosting/cloud services for merchants. This document provides supplemental guidance on the use of e-commerce technologies in cardholder data environments.

***Information Security Fundamentals, Second Edition*** October 16, 2013 Developing an information security program that adheres to the principle of security as a business enabler must be the first step in an enterprise's effort to build an effective security program. Following in the footsteps of its bestselling predecessor, Information Security Fundamentals, Second Edition provides information security professionals with a clear understanding of the fundamentals of security required to address the range of issues they will experience in the field.

***Information Security Risk Analysis, Second Edition*** April 26, 2005 The risk management process supports executive decision-making, allowing managers and owners to perform their fiduciary responsibility of protecting their enterprises' assets. This crucial process should not be a long, drawn-out affair. To be effective, it must be done quickly and efficiently. Information Security Risk Analysis, Second Edition enables CIOs, CSOs, and MIS managers to understand when, why, and how risk assessments and analyses can be conducted effectively. This book discusses the principle of risk management and its three key elements: risk analysis, risk assessment, and vulnerability assessment. It examines the differences between quantitative and qualitative risk assessment and details how various qualitative risk assessment types can be applied to the assessment process. The text offers a thorough discussion of recent changes to FRAAP and the need to develop a pre-screening method for risk assessment and business impact analysis*.*