

# Jeff Sauntry

CEO, NACD Certified Director, Leadership Fellow & Cyber Risk Credentialed  
941-465-6417 (Cell) Jeff.Sauntry@gmail.com Bradenton, FL 34209

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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, privacy, go-to-market strategy, 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 create a competitive differentiator for the organizations he serves.

## Skills, Expertise & Competencies:

Cyber, Physical & Industrial Security	Merger, Acquisitions & Integration	Crisis Management
Integrated Risk Management	R&D Innovation and Commercialization	Talent Optimization
Digital Supply Chain Integrity	Regulatory Compliance (Industry & Int'l)	Entrepreneurial Change Agent

## Board Experience

**Irvine Sensors** (NASDAQ: IRSN Irvine Sensors) – Costa Mesa, CA (2011-2013)

*Publicly traded, advanced R&D firm delivering over \$400M/yr. of hardware and software products for defense industrial base (DIB) utilizing artificial intelligence (AI), light detection and ranging (LIDAR), and video analytics.*

Advisory Board Member (Compensated) Identified cross-over adaptations and commercial markets for mission-critical technologies initially designed for national security and homeland defense clients.

**Private Directors Association (PDA)** – Tampa, FL (2019 to Present)

*Not for Profit - 2800+ Board of Director member organization focused on director education and corporate governance best practices.*

President - Tampa Bay Chapter, National Digital Transformation & Cybersecurity and CEO Search Committee Leader  
Founding member of the first PDA chapter in Florida. Co-led recruiting efforts of over 120+ new members during the first six months of the chapter's inception. Led business process & technology initiatives designed to improve collaboration and operational efficiency across six core board committees. Designed and delivered board training programs to a national audience focused on board and corporate governance best practices. Established the organization's first Digital Enablement Committee, college internship program, military/federal employee transition certification content, board journey workshop for aspiring directors, DEI certification in collaboration with the University of South Florida (USF), and direct CEO engagement programs to encourage initial board formation for closely held private companies. Responsible for providing thought leadership and strategic direction on cybersecurity-related topics to national and chapter leadership teams. Featured panelist during enterprise risk management, cybersecurity, corporate governance, and fraud prevention programming.

**Other Closely Held, For-Profit Board Experience:** Invision Communications (Executive Chair), The Prowess Group (Vice-Chair), The Neon Temple & Dive Buddies (University of Tampa Incubator – Advisory Board)

## Professional Experience

**Invision Communications, LLC**, Bradenton, FL Board Chair and Founder January 2015-Present

*Florida Electrical Contractor (EC-13008900) specializing in ERCES (Emergency Responder Communications Enhancement Systems) access control, video surveillance, network connectivity, industrial control systems (ICS), Internet of Things (IoT), physical and cybersecurity solutions.* Manage commercial, new construction 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.

- 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 worker's compensation incidents since the organization's inception.

**Risk Neutral – CEO and Founder**

2019 - Present

*Bespoke integrated risk management (IRM) advisory firm empowering organizations to achieve maximum growth by optimizing risk for competitive advantage.* Corporate governance, compliance, merger/acquisition/integration, and cybersecurity-certified professionals assist private, upper-middle market senior executives and board members in developing systemic risk treatment programs to effectively assess and capitalize on a wide range of potentially disruptive events.

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

2015 – 2018

*15<sup>th</sup> 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, vendors, and regulatory requirements.
- Established a three-year comprehensive testing program for a 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' 4<sup>th</sup> 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 New Market Partner company), Co-Founder & Chief Risk Officer**

2009-2015

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

- Led 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 Security**

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.

- Operational and subject matter leader for all cybersecurity-related acquisitions due diligence 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 restoration engagements.

## **AT&T Consulting** (NYSE:T) continued

- 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.
- Established integrated global security practice generating \$19M of net new revenue over 24 months.
- Designed and delivered a global encryption strategy for a major credit card brand to address emerging technology and privacy concerns for equipment co-located at merchant banks.

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

## **EDUCATION**

SANS – 30+ ILT Courses – Applied Cybersecurity 2025  
Carnegie Mellon University – Chief Risk Officer (CRO) Program – 2020  
Computer Science, Virginia Military Institute, Lexington, VA, 1991

## **INDUSTRY CERTIFICATIONS & LICENSES**

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

GICSP, CISSP, CISM, CRISC, FAIR Analyst, CCFE, PCIP, CPP, CPTED, and CFE  
Certified Merger & Acquisition Advisor (AM&AA)  
State of Florida Unlimited Electrical Contractors License # EC 13008900

## **PROFESSIONAL AFFILIATIONS**

National Association of Corporate Directors (NACD)  
Certified Director, Leadership Fellow and Cyber Risk Certified  
Compensated Faculty and Board Advisory Services Risk & Cybersecurity SME  
Private Directors Association (PDA) President of Tampa Bay Chapter  
NCC Communications Information Sharing and Analysis Center (Comm-ISAC)  
Military Cyber Professional Association (MCPA – Tampa Chapter)  
Association of Certified Fraud Examiners (ACFE)  
Payment Card Industry Association (PCIP) – eCommerce SIG Contributing Author  
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  
Professional Assoc. of Dive Instructors – Master Scuba Dive Trainer (PADI-MSDT)  
Department of Homeland Security - US Coast Guard Certified Master Mariner -Master 50 GRT

## **RECENT PUBLIC SPEAKING**

**2H22/1H23** – NACD Cybersecurity Master Class – Compensated Content Advisor & Emcee, NACD Battlefield to Boardroom - Risk & Strategy Instructor, Global Payment Card Industry Association Meetings, AM&AA Townhall Panelist – Cybersecurity Considerations for M&A Buy/Sell Side Due Diligence & Post Transaction Integration, ACFE Occupational Fraud – Report to the Nations, Private Directors Association (Cybersecurity, Data Privacy) and Board Journey Workshop

## **INDUSTRY & HIGHER EDUCATION PUBLICATIONS**

***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 using e-commerce technologies in their cardholder data environment (CDE) and 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 thoroughly discusses recent changes to FRAAP and the need to develop a pre-screening method for risk assessment and business impact analysis.