



Charles McGilvary Johnson, PSP, FCP **Founder & Chief Executive Officer** **NGA Security Advisors**

Charles is a Board-Certified Physical Security Professional (PSP®) with more than 30 years of hands-on experience in the physical security industry.

As the Founder & CEO of NGA Security Advisors, with offices in Georgia and Florida, Charles leads a team that conducts onsite vulnerability assessments and provides strategic guidance to clients seeking to enhance safety and security of their surroundings.

Charles can assist with **Negligent Security & Premises Liability** cases where **Security Technology & Security Management** processes and procedures are in question.

He is a member of **IAPSC** (International Association of Professional Security Consultants), **ASIS** (American Society for Industrial Security), **SIA** (Security Industry Association) & **US CPTED**. His current Certificates include **PSP** (Physical Security Professional) from ASIS & **FCP** (Florida CPTED Practitioner) from State of Florida Office of Attorney General - Florida Crime Prevention Training Institute.

CONTACT THIS EXPERT

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PROFESSIONAL EXPERIENCE

NGA Security Advisors | Jasper, GA & Alachua, FL

Founder & CEO

May 2024 – Present

NGA Security Advisors is a Security Consultant firm that help businesses and property owners protect what matters most. Our team of professionals assess & identify vulnerabilities, and recommend practical solutions to keep people, property, and information safe. We also specialize in providing Crime Prevention Through Environmental Design (CPTED) assessments. CPTED is a multi-disciplinary approach to crime prevention that uses urban and architectural design and the management of built and natural environments.

PROFESSIONAL EXPERIENCE (Cont.)

EPIC iO | Fort Mill, SC

Sr. Director of Channel Development
2022 - 2023

EPIC iO is a Visualization AI software company with a Cloud Native platform that uses local On-Prem Storage to achieve a true “Edge to Core to Cloud” solution called DeepInsights which uses Computer Vision Edge Visualization AI to achieve the 12+ Use Cases.

Charles led a team of Integrator Channel Directors who were responsible for the creation and growth of strategic partnerships with Security & IT Integrators throughout the US to grow the adoption and sales of DeepInsights AI, IoT and Connectivity product offering.

Omnigo | St Louis, MO

Sr. Director of Channel Development
2022

Omnigo is a public safety and security technology company that provides integrated incident management, records management, and real-time operations software for organizations that operate complex environments.

Charles focused on building a Channel Partnership Program to promote, sell, install, service & maintain their industry leading Incident Management Software platform & solutions. As a first of its kind in this segment of the industry, Charles took on the challenge of finding the right Security Integrators who appreciate and understand the complex SaaS offering.

Synectics | Sheffield, UK

NAM Business Development Director - Casinos
2021 - 2022

Synectics is a Video Surveillance Manufacturer specializing in the Casino Surveillance needs with their Synergy platform incorporating GIS mapping, incident management, telematics, risk management, and SaaS offering.

Charles developed & managed relationships with Casino Customers & Prospects throughout North America, understanding their significant challenges with meeting regulatory requirements and surveillance needs.

PROFESSIONAL EXPERIENCE (Cont.)

Open Options | Addison, TX

Southeast Regional Sales Manager

2012 – 2021

Open Options was a Physical Access Control Software Manufacturer with a User-Friendly, Scalable platform known as DNA Fusion. The company was acquired in 2018 and subsequently absorbed and renamed in 2022.

Charles excelled in management of a 6 State Territory & Channel of 30+ Dealers/Integrators and promoted a SQL/Windows based Enterprise Access Control Software built around Mercury Security hardware.

Automatic Systems | Montreal, QC, Canada

Southeast Regional Sales Manager

2009 - 2012

Automatic Systems is a global manufacturer of pedestrian and vehicle access control solutions. The company designs and manufactures high-security and commercial entrance control equipment including turnstiles, speed gates, vehicle barriers, bollards and road blockers.

Charles managed the Southeast US territory & channel of dealers/integrators and worked directly with Critical Infrastructure, Corporate & Fortune 500 clients to assist in the assessment and design of the correct solution for their application.

Years	Company	Primary Responsibility & Technology SME
2008 – 2009	Integrated Biometrics	Fingerprint Biometrics
2006 – 2008	Boon Edam	Security Doors, Security Turnstiles & Vehicle Barriers
2004 – 2006	Greenwood M&B	Non-Security Related Industry
2003 – 2004	Tech Systems Inc.	Video Surveillance., Access Control, Burglar & Fire Alarm Install/Sales
1997 – 2003	ADT Security	Video Surveillance., Access Control, Burglar & Fire Alarm Install/Sales
1995 – 1997	ADS Security	Burglar Alarms, Video Surveillance & Access Control
1994 – 1995	Security Forces Inc	Security Guard Officer
1990 – 1994	Post High School	2.5 Years of College, Enlistment in USMC, Retail, Automotive & Life Insurance Sales

CERTIFICATIONS, MEMBERSHIP, KNOWLEDGE & OTHER EXPERIENCES

CERTIFICATIONS

- **PSP** – Physical Security Professional
September 2025
- **FCP** – Florida CPTED Practitioner
December 2024
- **CSC** – Certified Security Consultant
Candidate 2026

PROFESSIONAL MEMBERSHIPS

- **IAPSC** – International Association of Professional Security Consultants
- **ASIS** – American Society for Industrial Security
- **SIA** – Security Industry Association
- **US CPTED** – US Crime Prevention Through Environment Design Association

CURRENT PROFESSIONAL LEADERSHIP

- **Security Industry Association (SIA)**
 - Chair - “Start-Ups” Resources
- **US CPTED**
 - Chair – Membership Committee

MILITARY

United States Marine Corps

- August 1992 – January 1993
- Service-Connected Disabled Veteran

TECHNOLOGY KNOWLEDGE

- **Physical Access Control Systems**
30 Years
- **Video Surveillance & Camera Systems**
30 Years
- **Fire, Burglar & Sprinkler Alarm Systems**
30 Years
- **Biometrics (Fingerprint)**
17 Years
- **Interior Pedestrian Entrance Controls**
19 Years
- **Exterior Barrier / Bollard Protection**
19 Years
- **Vehicle Entrance / Gate Control**
19 Years
- **Artificial Intelligence (Visualization AI)**
3 Years
- **IoT (Internet of Things)**
3 Years

SECURITY PROJECT & INDUSTRY EXPERIENCE BY VERTICAL

Corporate & Commercial Real Estate

- Multiple Property Management Companies & HOA/Condominiums – All Under NDA
- New Belgium Brewing, Asheville, NC – Access Control Design & Client Management
- Volkswagen, Chattanooga, TN – Campus Access Control Design & Client Management
- CREE Lighting, Research Triangle, Raleigh, NC – Campus Access Control
- IBM Computers, Research Triangle, Raleigh, NC – Campus Access Control
- Red Ventures, Raleigh, NC – Worldwide Access Control Project
- Lending Tree, Charlotte, NC – Corporate HQ Access Control Design & Project Management

Critical Infrastructure & Transportation

- TVA, Georgia & Tennessee Locations – Video Surveillance & Access Control
- Jacksonville Airport, Jacksonville, FL – Video Surveillance & Access Control
- Trudeau International Airport, Montreal, QC, Canada – Revolving Door Project
- Port of Charleston, Charleston, SC – Vehicle Gate Operator Project & Design
- Orlando Utility Commission, Orlando, FL – Statewide Access Control Project

SECURITY PROJECT & INDUSTRY EXPERIENCE BY VERTICAL (Cont.)

K-12 & Higher Education

- Charlotte Mecklenburg School District, Charlotte, NC – District Access Control Design
- Charlotte Latin School, Charlotte, NC – Campus-wide Access Control Design
- Providence Day School, Charlotte, NC – Campus-wide Access Control Design
- Brunswick County School District, Shallotte, NC – District Access Control Project
- Buncombe County School District, Asheville, NC – District Access Control Project
- Cherokee County School District, Canton, GA – District Access Control Design
- University of Central Florida, Orlando, FL – Campus-wide Access Control Design
- Valencia Community College, Orlando, FL – Campus-wide Access Control Design
- University of North Carolina Charlotte, Charlotte, NC – Campus Access Control Design
- Young Harris College, Young Harris, GA – Campus-wide Access Control Project
- Monroe County School District, Key West, FL – District-wide Access Control Design
- Lee County School District, Fort Myers, FL – District-wide Access Control Design

Healthcare

- VA Hospital, Orlando, FL - Campus-wide Access Control Project & Design
- Carolina Healthcare, Charlotte, NC - Campus-wide Access Control Project

Government / Military

- City of Orlando, Orlando, FL – RTCC Orlando PD Project
- City of Kissimmee, Kissimmee, FL – RTCC Kissimmee PD Project
- City of Winston-Salem, Winston-Salem, NC – City Video Surveillance Project
- City of Miramar, Miramar, FL – Access Control & Video Surveillance Project
- City of Cocoa, Cocoa, FL – Access Control & Video Surveillance Project
- Federal Reserve Bank, Kansas City, MO – Security Revolving Door Project
- US Navy, Naval Station Mayport, Jacksonville, FL – Base Access Control Project & Design
- US Army, Fort Bragg, Fayetteville, NC – Base-wide Access Control Project & Design
- Cabarrus County, Charlotte, NC – Access Control & Video Surveillance Project & Design

Entertainment

- SeaWorld, All US locations – Access Control Project & Design

Casino & Gaming

- Wynn Casino, Las Vegas, NV, Video Surveillance Project
- Cosmopolitan Casino, Video Surveillance Project
- The Tropicana Hotel & Casino, Las Vegas, NV – Video Surveillance Project
- The Fallsview Casino Resort, Ontario – Video Surveillance Project
- Seneca Niagara Resort & Casino, New York – Video Surveillance Project
- Chumash Casino, California – Video Surveillance Project
- Live! Casino & Hotel, Maryland – Video Surveillance Project
- Live! Casino & Hotel, Philadelphia – Video Surveillance Project
- Live! Casino, Pittsburgh – Video Surveillance Project

PREVIOUS PROFESSIONAL LEADERSHIP

American Society for Industrial Security

- Chapter 119, Raleigh, NC – Vice Chair (2009)

SPEAKING, LECTURES & WRITTEN CONTRIBUTIONS

2025

The Security Breakdown

- “Negligent Security”

ISC East, New York City, NY

- Panelist “Go To Market Strategies”
- Advisor “Start-Up Strategy Reviews”

GSX, New Orleans, LA

- Panelist “Taking the Leap, Starting your Entrepreneur Journey as a Security Consultant”

CONSULT, Denver, CO

- Moderator “Access Control for Remote Locations”

The Security Connection Podcast

- Discussion about CPTED and the Florida Statute 768.0706

49 Volts Episode 18 Podcast

- CPTED Explained: Crime Prevention Through Environmental Design

The Security Breakdown

- Florida Statute 768.0706 and the Impact on our Security Industry

ACS2025, San Sebastian, Spain

- Panelist “The Mirage of Consensus: Why Industry Standards Are Both Inevitable & Impossible”

2001

SecurityLink from Ameritech, Jacksonville, Florida

- Customer Passion Skills Development – Facilitator of Employee Training