

CONTACT THIS EXPERT

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Charles McGilvary Johnson, PSP, FCP

Founder & Chief Executive Officer
NGA Security Advisors

I am a Board-Certified Physical Security Professional (PSP®) & a Florida designated Crime Prevention Through Environmental Design Practitioner (FCP) with more than 30 years of experience in the physical security industry.

In my current role as the Founder & CEO of NGA Security Advisors I provide security advice & consultation to my clients in a variety of industries. I conduct onsite Risk, Technology, Threat, Vulnerability & CPTED (Crime Prevention Through Environmental Design) assessments and then provide detailed reports identifying areas of concern, current technology that exists, potential new technology improvements, areas of vulnerability and where CPTED can be applied to deter crime.

I am an active member of **IAPSC** (International Association of Professional Security Consultants), **ASIS** (American Society for Industrial Security), **SIA** (Security Industry Association) & **US CPTED** Association.

PROFESSIONAL EXPERIENCE

NGA Security Advisors | Jasper, GA & Alachua, FL
Founder & CEO
May 2024 – Present

NGA Security Advisors is a Security Consultant firm that assists businesses and property owners to 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.

Expert Not Retained

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.

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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**	Consulting with clients re: Fingerprint Biometrics
2006 – 2008	**Boon Edam**	Consulting with clients re: Security Doors, Security Turnstiles & Vehicle Barriers
2004 – 2006	Greenwood M&B	Non-Security Related Industry experience
2003 – 2004	**Tech Systems Inc.**	Consulting with clients re: Video Surveillance, Access Control, Burglar & Fire Alarm Install/Sales
1997 – 2003	**ADT Security**	Consulting with clients re: Video Surveillance, Access Control, Burglar & Fire Alarm Install/Sales
1995 – 1997	**ADS Security**	Consulting with clients re: 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

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KNOWLEDGE, SKILL, TRAINING, EDUCATION & OTHER EXPERIENCES

CERTIFICATIONS

- **PSP** – Physical Security Professional
  September 2025
- **FCP** – Florida CPTED Practitioner
  December 2024

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

- **IAPSC**
  - Communication Committee
- **SIA**
  - Chair – Starts Ups in Security
- **US CPTED**
  - Chair – Membership & Outreach

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**
  18 Years
- **Interior Pedestrian Entrance Controls**
  20 Years
- **Exterior Barrier / Bollard Protection**
  20 Years
- **Vehicle Entrance / Gate Control**
  20 Years
- **Artificial Intelligence (Visualization AI)**
  4 Years
- **IoT (Internet of Things)**
  4 Years

SECURITY PROJECT & INDUSTRY EXPERIENCE BY VERTICAL

Corporate & Commercial Real Estate

- 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 – Global 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

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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

Municipalities / Government / Military

- City of Tampa, Tampa, FL – Confidential Location Security Upgrades
- 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

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PREVIOUS PROFESSIONAL LEADERSHIP

American Society for Industrial Security

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

SPEAKING, LECTURES & WRITTEN CONTRIBUTIONS

2026

West to East Podcast

- Lee Odess Interview – Negligent Security Lawsuits

Start Ups in Security

- Investor Series – Interview of Annie Lan

2025

The Security Breakdown

- "Negligent Security" & the Role in Our Industry

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

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