




The Industry's Only Place for FREE Education Designed Specifically for the Northeast Market


Sessions-at-a-Glance

Wednesday, November 16, 2016

Time	Title	Presenting Company	Location
10:30am - 11:20am	Making Workflow Part of the Video Surveillance Vocabulary Session sponsored by: 	Wayne Arvidson, Quantum Corporation Vince Ricco, Axis Communications Reinier Tuinzing, Milestone Systems	Theater 1
10:30am - 11:20am	Preventing Insurance Fraud with Iris Recognition	Jeff Kohler, Princeton Identity	Theater 2
11:40am - 12:30pm	A Look Inside: Examining the Use of Multisensor and Fisheye Cameras for Enterprise Organizations	Kevin Saldanha, Pelco by Schneider Electric Jumbi Edulbehram, Oncam Rob Hile, Securadyne Systems	Theater 1
11:40am - 12:30pm	Shots Fired: Responding to an Active Threat	Paul Parlon, Peace Dog Active Threat Consultants	Theater 2
12:50pm - 1:40pm	Mobile Applications and the Customer Experience	Steve Van Till, Brivo	Theater 1
12:50pm - 1:40pm	 Watch six finalists showcase their technology in a live seven minute presentation to a room of peers. Then vote live to select the 2016 TechTank @ ISC East Winner!		Theater 2
2:00pm - 3:00pm KEYNOTE SESSION	The FBI View of Cybersecurity - Threats, Trends, and Protective Strategies	Philip Celestini, FBI Cyber Division	Meeting Room 1A25*
2:00pm - 2:50pm	Why Can't We Be Friends? Healing the Rift: Integrators vs. Manufacturers Session sponsored by: 	Rebecca Bayne, Bayne Consulting & Search Christopher Peckham, Kratos Public Safety & Security Solution, Inc. Tim Palmquist, Milestone Systems Gannon Switzer, KST Security	Theater 1
2:00pm - 2:50pm	Best Practices of School Safety	James Marcella, Axis Communications Paul Timm, RETA Security, Inc. Steve Goodman, Brigham Young University	Theater 2
3:10pm - 4:00pm	Understanding IP Event Recording	Ted Nesse, North Latitude Technology	Theater 1
3:10pm - 4:00pm	H.265: The Next Frontier in Compression is Here	Aaron Saks, Hanwha Techwin America	Theater 2

*Meeting Room located off of the Show Floor

Thursday, November 17, 2016

Time	Title	Presenting Company	Location
9:15am - 10:15am	Building a Better Business Session sponsored by: 	New York State Electronic Security Association	Theater 1
10:30am - 11:20am	Three Best Practices in Sales Management	Chris Peterson, Vector Firm	Theater 1
10:30am - 11:20am	GSA Schedule Contracting, Buying, Supplying, and Complying	Lynn de Seve, GSA Schedules, Inc. Christopher Redmond, GSA Schedules, Inc. Brenda McCall, GSA Schedules, Inc.	Theater 2
11:40am - 12:30pm	Hacking and Protecting a Wiegand Reader: How SIA's OSDP Protocol Secures the Wiegand Connection	Tony Diodato, Cypress Integration Solutions Babak Javadi, The CORE Group	Theater 1
11:40am - 12:30pm	Why Secure Buildings Matter to Future Smart City Planners	Doug Haines, Haines Security Group	Theater 2
12:50pm - 1:40pm	RMR Opportunities with Outdoor Security	John Romanowich, SightLogix Chris Brown, SureView Systems Andrew Stadler, Security Partners Dave Dearborn, DCRM Solutions	Theater 1
12:50pm - 1:40pm	NFPA 80 and Fire Rated Swinging Doors	Russell Corriveau, ASSA ABLOY	Theater 2
2:00pm - 2:50pm	Choosing a Wireless Protocol for Secure and Smart Premises	Chris Masse, Tyco Security Products	Theater 2

SESSIONS ARE COLOR CODED BY BOOTH NUMBER

THEATER 1: Booth #275 • THEATER 2: Booth #283