

PAUL J. DRUCKMAN

Paul Druckman serves as the Industry Co-Chair for the NextGen Aviation Security Working Group. Mr. Druckman has been involved in some of the nation's most critical aviation security deployment programs. With Boeing, as Acting Director of Integrated Logistics Support he lead an organization of almost 500 support staff responsible for maintaining operational performance of all passenger and baggage screening equipment at over 429 commercial US airports. With Raytheon, he provided leadership in the successful capture and design of the Perimeter Intrusion Detection System deployed at the 4 Port Authority of New York and New Jersey metropolitan airports. Mr. Druckman most recently led the capture and design of the new Command and Control vehicles and tactical trailers for Customs and Border Protection. He has worked closely on security issues with multiple DHS components including the TSA, CBP, NPPD, FEMA, S&T, and USCG. Mr. Druckman is a Subject Matter Expert in the areas of physical and logical security including biometrics. This includes perimeter intrusion detection and screening systems; access control; command and control; VoIP and trunked radio communications; biometrics; identity management; RFID; and chemical, biological, radiological, nuclear (CBRN), and explosives detection systems.

As Vice President of Homeland Security and Identity Assurance with SAIC for an \$850 million line of business he worked with DHS, Middle East Governments, UK Home Office and EU Commission. This included Transportation, Border and Special Event Security programs. With Raytheon he participated in their capture of the Security Technology Integration Program (STIP) for the TSA.

After 9/11 Mr. Druckman Co-organized one of the first Homeland Security Symposiums - *Homeland Security in America: What's Next?*, with keynote speaker U.S. Department of Homeland Security Secretary, Tom Ridge. It was attended by more than 350 industry professionals: government leaders; experts in biometrics, nanotechnology, medical research and security; and prominent members of the media and institutions of public policy.

Prior to 9/11 he was a consultant to IBM for 12 years providing major account marketing support in the sale of application solutions and services. His company CAD CAM Technologies, Inc. (which he founded) provided sales training for more than 1,000 IBMers, their business partners and customers in 6 countries. Mr. Druckman designed and operated four IBM technical and marketing support centers repeatedly ranked number one out of 140 customer support centers with an unequalled Six Sigma performance record. Mr. Druckman also served as sales instructor at the IBM Advanced Business Institute. Other activities included being an authorized Oracle, Informix and OS/2 developer; developer of database management tools for marketing programs; software test site for products under development; and publication of the trade magazine, *Directions in Mobile and Wireless Computing*. Other major projects included: development of network centric automated railroad track maintenance software for Burlington Northern Railroad and the computerized record drawing management for FedEx. This involved utilizing computer aided design for creation of material handling flow charts and production line drawings for the FedEx Super Hub design and construction in the late 1970s.

Also in the 1970s as Vice President and General Manager with Nuclear Power Services, Mr. Druckman operated the world's largest Computer Aided Design (CAD) service bureau, expanding the division from a single location with five employees to four national and international sites with 120 technical and support personnel. He helped grow the parent company from \$9.2 million to more than \$500 million in sales.

Mr. Druckman holds a Bachelor of Arts degree from the City University of New York. He has served two elected terms on the National Board of Directors of the National Computer Graphics Association and has been a long time member of the International Association of Open System Professionals, Society of Manufacturing Engineers and the Smart Card Alliance – Physical Access Security Council.

Mr. Druckman holds an active Top Secret Clearance.