Paul A. Haake, CSEIP

Senior Federal Security / Electronic Security Solutions Architect
Access Control | Video | Intrusion | ESS Design, Integration & Commissioning

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Professional Summary

Federal electronic security solutions architect and sales engineering leader specializing in enterprise access control, video surveillance, intrusion detection, and the IT infrastructure that supports them. Guides secure-facility projects from requirements and site assessment through design, integration, testing, commissioning, and operational turnover.

Expertise includes HSPD-12/FICAM-aligned PACS, PIV/CAC credentialing, STIG implementation, cybersecurity remediation, system migrations, and complex integrations. Coordinates customers, integrators, cybersecurity teams, and manufacturers to resolve technical issues and deliver supportable solutions.

Connects federal requirements, physical security, IT infrastructure, and sales strategy through customer discovery, practical architecture, technical documentation, and hands-on troubleshooting.

Core Expertise

Federal PACS / HSPD-12 / FICAM | PIV / CAC / TWIC / PIV-I | Gallagher Command Centre / HBUS | Mercury / LenelS2 / AMAG | Video / Intrusion / Perimeter security | PSIM / RFID / RTLS | Technical sales engineering | Customer discovery / RFI/RFP responses / Estimating | ESS design documentation / Integration / Commissioning | STIG implementation / Cybersecurity remediation | NIST SP 800-53 alignment / RMF concepts | AWS / Azure concepts | Windows Server / Linux / SQL Server | VMware / Hyper-V / Proxmox | Cisco / Meraki | Enterprise storage / High availability / Recovery | Docker / MQTT / Python | Grafana / Splunk / ELK Stack

Professional Experience

Gallagher Security — Riverside, MO

Senior Systems Engineer, Federal Solutions
March 2023 – May 2026

Supported Gallagher's federal business through technical architecture, customer engagement, partner support, competitive positioning, product explanation, and opportunity strategy for federal, state, tribal, defense, and high-security customers.

- Designed and supported HSPD-12 certified access control solutions for federal, state, and tribal government agencies.
- Translated customer requirements into practical access control architectures covering controllers, readers, credential validation, integrations, cloud-readiness, and operational constraints.
- Supported complex integrated solutions for national laboratories, defense environments, and high-compliance government facilities.
- Worked with hardware, software, cybersecurity, and product teams to identify defects, improve reliability, and communicate federal customer requirements back into engineering.
- Developed technical positioning around Gallagher Command Centre, Controller 6000 / Controller 7000 strategy, HBUS monitoring, reader lifecycle, secure controller architecture, and high-security credential migration.
- Supported discussions involving AWS, Azure, FedRAMP sponsorship considerations, air-gapped deployments, and agency-specific security constraints.
- Created federal technical documentation, comparison material, RFI/RFP language, product positioning notes, and internal guidance for sales and engineering teams.
- Prepared and reviewed system architecture, device schedules, integration requirements, network and server dependencies, migration documentation, test procedures, and technical guidance for federal ESS deployments.
- Supported factory, site, and integrated system testing; diagnosed deficiencies across controllers, readers, credentials, databases, video systems, networks, and third-party interfaces; and drove issues through final resolution and acceptance.

Federal engagement: Supported technical discussions and opportunities involving CBP, GSA, SOCOM, USCIS, Department of State, Fish & Wildlife, DHS, FBI, national laboratories, and defense-related programs.

LenelS2 — Rochester, NY

Senior Manager, Government Solutions
April 2021 – February 2023

Managed and supported government security solutions for LenelS2, focused on FICAM / HSPD-12 certified access control deployments, federal customer requirements, cloud-hosted environments, and cybersecurity remediation.

- Managed and maintained FICAM / HSPD-12 certified GSA solutions for federal customers including VA, DoD, and civilian agencies.
- Created, updated, and managed physical and cloud-based AWS and Azure installations aligned with applicable Security Technical Implementation Guides.
- Provided subject matter expertise to cybersecurity teams to identify, remediate, and correct defects in government-facing product lines.

- Supported federal product strategy, customer requirements, solution validation, and technical documentation for government access control deployments.
- Applied NIST, STIG, FICAM, HSPD-12, and agency-specific cybersecurity requirements to physical security system architecture, infrastructure, interfaces, and remediation activities.

Stanley Security — Fishers, IN

Manager, Sales Engineering
May 2019 – April 2021

Led sales engineering support for national sales teams and government customers, connecting electronic security design, infrastructure requirements, takeoffs, estimating, and federal access control solutions.

- Served as SME for IP video surveillance, electronic access control, intrusion detection, perimeter protection, and related security technologies.
- Designed HSPD-12 certified electronic access control solutions for federal government customers.
- Developed takeoffs, estimates, and system designs for complex access control, video, intrusion, and integrated security opportunities.
- Provided leadership, technical guidance, and field support to a national sales engineering team.
- Supported customer discovery, system design, proposal support, and technical sales strategy.

Additional Relevant Experience

Solutions architecture and engineering experience spanning federal physical security, IP networking, video transport, access control, PSIM, RFID/RTLS, customer consulting, and project delivery.

Architected and commissioned enterprise storage for high-volume video and security workloads, including disk arrays, storage servers, RAID, fiber and Ethernet connectivity, and capacity planning.

Delivered infrastructure sizing, rack planning, server and storage configuration, network integration, burn-in testing, performance validation, troubleshooting, and customer turnover.

- **KPH Communications — Solutions Architect, 2017 – April 2019:** Security consulting, cloud-enabled network design, project management, deployment, and training for education, financial, and commercial customers.
- **Red River Computer Company — Solutions Architect, 2014 – 2017:** Physical security SME for federal and commercial customers including DoD, VA, healthcare,

banking, and retail; supported IP video, CCTV migration, access control, perimeter security, RFID, RTLS, PSIM, vendor coordination, and RFP responses.

- **Additional experience: Physical security practice leadership at GTRI; solutions architecture at Native Security Solutions; consulting sales engineering at Iron Bow Technologies; engineering management at Technology Integration Group.**

Independent Technical Work

Maintain a hands-on lab for video analytics, security monitoring, access control research, automation, infrastructure testing, and local AI evaluation. Projects include credential registration research, OpenSSL validation, data diode testing, MQTT/VMS automation, BLE beacons, Frigate, Home Assistant, Grafana, Splunk, Ollama, and OpenWebUI.

Education & Certifications

MBA — University of Phoenix | **BA** — University of California

Certifications earned: CSEIP; HID pivCLASS Certified; Lenel OnGuard Professional; AMAG Symmetry 8 Certified; Axis Certified Professional; Vidsys Certified Engineer; Bosch Certified Intrusion Expert; CompTIA Security+; Microsoft MCSA / MCSE; Cisco CSE / CCNA / IPTOS / CCVP; Check Point CCSA / CCSE

Professional Style

Communicates complex security requirements through live demonstrations, architecture discussions, customer discovery, and clear technical documentation. Works effectively with engineers, integrators, federal customers, executives, and field technicians by connecting technical decisions to deployment and operational needs.