



The Normandy Group has established a strategic partnership with Global Security and Innovative Strategies (GSIS), a security consulting firm led by several former senior staffers at the U.S. Department of Homeland Security (DHS). More information on GSIS can be found at gsis.us/about

David Aguilar

David Aguilar is a Principal at GSIS. At GSIS, Mr. Aguilar advises clients on a broad range of national homeland and international security matters including border security and logistics, global trade and commerce, supply chain management and security, risk management, viability assessments, and strategic planning and implementation. Mr. Aguilar focuses on tailoring global risk management solutions related to supply chain security, customs compliance, and all issues related to border protection at and between international ports of entry.



Mr. Aguilar had a distinguished 35 year career in federal law enforcement, having previously led the United States' largest law enforcement organization, U.S. Customs and Border Protection (CBP). Prior to leading CBP, he was appointed by President George W. Bush as the National Chief of the United States Border Patrol. He previously served as Chief of the Tucson Sector and in various leadership positions within the U.S. Border Patrol. As the Acting Commissioner of CBP, he oversaw a workforce of 60,000 agents, officers, and other personnel and a budget of more than 11 Billion dollars.

Mr. Aguilar currently serves on the Board of Directors for CZ-USA and Drone Aviation as well as the Advisory Boards of AT&T First Net and the Border Security Expo.

Mr. Aguilar holds an Associate degree in accounting from Laredo Community College and attended Laredo State University and the University of Texas at Arlington. He is a graduate of the Senior Executive Fellows program at Harvard's John F. Kennedy School of Government.

Mark Sullivan

Mark Sullivan is a Principal at GSIS. Prior to co-founding GSIS, Mr. Sullivan was a federal law enforcement agent for nearly 35 years. Mr. Sullivan concluded his federal service as the Director of the United States Secret Service (USSS), beginning as an entry level field agent and ultimately serving in a variety of leadership roles in the organization for nearly 30 years. As an effective and strategic chief executive, Mr. Sullivan led high impact initiatives in criminal investigations and protective operations, strategic planning, threat assessment and risk management, human capital management, technology deployment, IT modernization and budget development and execution.



At GSIS, Mr. Sullivan works with clients on a variety of domestic and international security issues including financial and intellectual property investigations, business due diligence, major event planning, security vulnerability assessments for sports venues, buildings and critical infrastructure, risk management consultation, and security training and executive protection. Mr. Sullivan also chaired a panel of security experts, convened by the US Department of State, which was charged with identifying best security practices when operating in high threat areas. Mr. Sullivan currently serves on the Board of Directors for Uber, LiveSafe and Evolv Technology.

Mr. Sullivan is a graduate of St. Anselm College, Manchester, NH. He is a graduate of the Senior Executive Fellows program at Harvard's John F. Kennedy School of Government.

Noah Kroloff

Noah Kroloff is a Principal and Co-Founder of GSIS. He supports clients on a broad range of matters including homeland and national security policy, crisis and consequence management, government relations and market entrance.

Prior to founding GSIS, Mr. Kroloff spent nearly two decades in public service, serving in leadership positions in state and federal government, including more than four as Chief of Staff of the US Department of Homeland Security (DHS) from 2009-2013. In that capacity, he oversaw 240,000 employees, a \$60 billion budget and 22 federal agencies. He was the principal advisor to the Secretary on all operational and policy functions of the Department, supervised external affairs, managed DHS's global footprint and was responsible for coordination between the agency and the White House and National Security Council. Mr. Kroloff also advised the Homeland Security nominee on the Obama-Biden transition team.



In state government, Mr. Kroloff served as Chief Policy Assistant and Deputy Chief of Staff to Arizona Governor Janet Napolitano during her first and second terms in office. He left

government to manage Governor Napolitano's successful reelection effort in 2006, establishing new historical benchmarks by leading the first gubernatorial campaign in Arizona history to win every county and legislative district in the state.

Mr. Kroloff was also a speechwriter and Assistant to Arizona Attorney General Napolitano, served as an Aide to the New York State Assembly Speaker and taught junior-high school in the South Bronx as a Teach for America Corps member.

Mr. Kroloff is a Senior Fellow and Lecturer at Yale's Jackson Institute for Global Affairs and serves on the Board of Advisors for the Truman National Security Project. He holds a BA from St. John's College and a JD from Arizona State University College of Law and resides in Washington, DC with his wife and two children.

John Kaites

John Kaites is a Principal at GSIS. He is also of counsel for the Law Firm of Fennemore Craig in Phoenix, Arizona. Mr. Kaites is a founding partner at Global Security and Innovative Strategies as well as The Institute for the Improvement of the Human Condition. Mr. Kaites owns businesses in industries ranging from real estate to construction and water. He has been a leader in the high technology sector, energy and biotech sectors and helped establish the Arizona Commerce Authority, where he is a member of the Board of Directors. Mr. Kaites also has extensive experience with sports franchises and professional leagues. Over the course of his career, Mr. Kaites has represented fourteen Major League Baseball Clubs, two NBA Basketball Teams, and the National Hockey League.



Mr. Kaites is a graduate of the Duquesne University School of Law in Pittsburgh, Pennsylvania where he was a member of The Order of Barristers. He began his legal career in 1989 as an Assistant Attorney General for the State of Arizona in the Organized Crime and Racketeering Division. Mr. Kaites later served three terms in the Arizona Legislature. During his tenure, he was the Chairman of the Senate Judiciary Committee and the Senate Banking & Insurance Committee. Mr. Kaites authored the Securities Litigation Reform Act, the Interstate Banking & Branching Act, and The Privilege of Self-Critical Analysis for Products Liability Act. He also sponsored the final draft of the Arizona Criminal Code and the Arizona Juvenile Justice Code. In 1998, Mr. Kaites was recognized nationally by the American Legislative Exchange Council's 3,000 legislative members and received The National Outstanding Legislator of the Year Award. Mr. Kaites is married with two children.

Paul Benda

Paul Benda is a Principal and the Chief Technology Officer of GSIS where he supports clients with integrating new technologies and using risk-based approaches to achieve effective security solutions that are cost-efficient and minimize the impact on operations. He currently co-leads the Security Assessment and Business Continuity practice at GSIS, a service line that has helped clients optimize internal procedures and practices dealing with executive protection, campus and travel security, employee workplace safety, and operational resiliency to mitigate risks in a cost-effective manner that are consistent with institutional best practices.



Mr. Benda utilizes his background as the former Director of the Homeland Security Advanced Research Projects Agency (HSARPA) where he was the head of Research and Development (R&D) for the Department of Homeland Security (DHS) and as a Program Manager at the Defense Advanced Research Projects Agency (DARPA) to support clients in expanding their work with the Federal Government's R&D enterprise and to help them position technologies for transition in the Government's Homeland Security to commercial markets. He has helped clients develop strategic approaches for commercial and government opportunities as well as tactical assistance with proposals that has enabled clients to increase their capture efficiency and revenue generation.

Mr. Benda also leads the SAFETY Act practice at GSIS. He has successfully helped clients gain approval of SAFETY Act applications by leveraging his security and R&D experience as the former DHS decision authority on SAFETY Act applications. During his tenure at DHS, he approved nearly half of all current SAFETY Act awards, including those for the New York Yankees, Willis Tower and New York Stock Exchange. His experience also includes serving as the Acting Deputy Under Secretary and Chief of Staff of S&T, as well positions in the Department of Defense where he worked at the Pentagon Force Protection Agency and oversaw the design, implementation, testing, and commissioning of all security systems at the Pentagon Reservation.

Mr. Benda started his career as an Active Duty U.S. Air Force officer at the Air Force Research Laboratory in Rome, NY and transitioned from military life to the private sector as a consultant for Booz Allen for five years before returning to government service.

Jerry Reinsdorf

Jerry Reinsdorf is a Principal at GSIS and is a successful, established businessman with a wide breadth of experience in the fields of law, accounting, real estate, and, most famously, sports. He assumed ownership of the Chicago White Sox in 1981 and the Chicago Bulls in 1985. During that time the teams have delivered seven World Championship titles to the city of Chicago and its sports fans. The Bulls captured six World Championships (1991-93, 1996-98) and the White Sox won the World Series in 2005. Both sports franchises have donated millions of dollars to causes in the Chicago community through a variety of efforts, including CharitaBulls and White Sox Charities.



In addition to his sports interests, Reinsdorf is an attorney, a certified public accountant and a specialist in real estate securities. In 1987, Reinsdorf completed employment as Chairman of the Board of a real estate investment firm he co-founded in the early 1970's and sold to American Express. He is also a Partner in Bojer Financial Ltd., a real estate investment company. In addition to serving on the Executive Council of Major League Baseball, he has served on numerous corporate boards and is a Life Trustee of Northwestern University. In 2008 he was appointed a Trustee of the National Baseball Hall of Fame & Museum.

His commitment to serving the community has earned recognition from organizations such as Keshet, the Interfaith Organizing Project, American Academy of Achievement, Cystic Fibrosis Foundation, the Trial Lawyers Club of Chicago, the Chicago Historical Society, the Chicago Jewish Sporting Hall of Fame, the National Jewish Sporting Hall of Fame, the Chicago Sports Hall of Fame, the Chicago Park District, PUSH, National Italian-American Friendship Award, Northwestern University and the U.S. Air Force. He received an honorary degree in humane letters from Illinois College. He was awarded the Ellis Island Medal of Honor in 1993 and the 1997 Mayor's Medal of Honor as well as an Order of Lincoln Award.

Born in Brooklyn in 1936, Mr. Reinsdorf is a graduate of George Washington University in Washington D.C. and earned a law degree from Northwestern University after moving to Chicago in 1957.