

## Graham Norman, ConsultTec Systems Principal

An Electronic Engineering graduate of University College London, Graham entered the CCTV / Imaging / Security Industry over 30 years ago under a graduate training programme run by Marconi Electro Optical Systems. He gained further experience working for prestigious electronics companies such as Chubb and Rediffusion and achieved a Diploma in Management Studies, passing with distinction. Graham started and ran a small well respected installation company for over 13 years prior to becoming a Consultant.



Graham has designed and successfully implemented security solutions for a wide range of clients both abroad and in the UK. These include science parks, shopping centres, job centres, national museums, satellite ground stations, sports training facilities, waste to energy plants and commercial properties.

Graham's forte is his technical expertise, keen attention to detail and ability to work closely with clients to establish the operational requirement for the project. He has many years' experience in consulting with clients, advising the best value-for-money solutions for their needs and following each project through to successful completion.

### Qualifications

<b>University College London:</b>	BSc (Hons) Electronic Engineering
<b>Thames Valley University:</b>	DMS (Diploma in Management Studies) with distinction

### Previous Employment and Experience

<b>Gestalt Technology:</b>	Established Gestalt in 1993 and built up an excellent trading record and reputation. This was achieved by providing a personal service working with clients to develop the very best CCTV, Access Control and Integrated System solutions for various site requirements.
<b>Estdale Integrated Systems (Specialist in Access Control, CCTV and Security Systems – taken over by Orbis):</b>	Technical Services Manager reporting to Operations Director. Responsible for effective and efficient operation of Technical Support and Service Departments (8 staff). Duties included providing: technical support for all departments including sales, projects and service; product and supplier assessment; technical library; technical help line; commissioning service; product training; quality auditor; customer liaison and general management.

<p><b>CamEra Holdings, Telesurveillance Division of Automated Security Holdings</b> (Specialists in CCTV Systems):</p>	<p>Final role across the group of companies was Product Assurance Manager reporting to Operations Director. Responsible for raising company technical standards via product and supplier approval, sales and projects technical support, product defect monitoring and correction and product development support for Technical Director. During 8 years of restructuring my roles included: Systems Engineering Manager (7 staff), Purchasing and Stores Manager (1 staff), Technical Manager of Probilt (joint manager of a distribution company built from scratch), Technical Manager (sales quotation systems, standard products and technical support), Operations Manager (12 staff) and Projects Manager.</p>
<p><b>Rediffusion Business Electronics:</b></p>	<p>Project Manager, responsible for system design, commercial and financial aspects of contracts requiring integrated systems. Preparation and presentation of major tenders. Standardised company equipment and produced quote manual.</p>
<p><b>Chubb Alarms:</b></p>	<p>Project Executive, responsible for systems design and project management of security and surveillance aspects of major integrated systems. Ran the CCTV department during reorganisations.</p>
<p><b>Marconi Avionics Electro-Optical Products Division:</b></p>	<p>Systems Engineer responsible for detailed design of electro-optical systems including hazardous environments (radiation, temperature and explosive), underwater and airborne systems and educational TV studios. Initially 2 years graduate training with work experience in development, trials, demonstrations and sales.</p>

### Continued Professional Development

<p><b>Professional Institutions:</b></p>	<p>Associate of the Institution of Engineering and Technology</p>
<p><b>Short Courses:</b></p>	<p>Have included: Quality Auditing, PC and Network Systems, Consultative Working Groups and many Manufacturers' Product Courses</p>
<p><b>New Techniques and Products:</b></p>	<p>New techniques from seminars and conferences and new products from exhibitions including IFSEC (International Fire and Security Exhibition and Conference) with Security Solutions and Network Advantage, IIPSEC (International Internet Protocol Security Exhibition and Conference) with product seminars including network video recording and also extensive information from the internet</p>
<p><b>Security Clearance:</b></p>	<p>Cleared to Positive Vetting (Secret) and recently cleared to SC level</p>