

Steve Pasco

Sales and Solutions Engineering

Portland, Oregon Area | Information Technology and Services

Current Azimuth Communications

Previous Glanbia, Portland State University, SP-Consulting

Education Clover Park Technical College



95
connections

www.linkedin.com/pub/steve-pasco/25/3b9/4b

Background

Summary

I am a seasoned telecommunications and security professional, with more than 31 years experience in the industry. I am capable of managing and maintaining operational oversight of global, enterprise wide facilities and security command and control centers. I am proficient in establishing policies, procedures, standards, and the engineering of systems. As a telecommunications engineer, I am also an expert in security systems, access control, alarm monitoring video surveillance, asset monitoring, and tracking. I have operational experience in running 24/7 command control and communications system with emphasis on Intelligence (C3I).

Experience

Sales and Solutions Engineering

Azimuth Communications

August 2012 – Present (2 years 4 months) | Tualatin



Azimuth Building Technologies Group is a Portland based systems and security integration company. We have been providing technology solutions throughout the Pacific Northwest since 2000, with full emphasis on the food processing industry. Our capabilities include access control, HD IP video surveillance, intrusion detection and panic alarm, voice and data, A/V board room and distribution, structured cable, wired and wireless network systems and Fire & Life Safety systems. We are also certified installers of the industry's major OEMs including AMAG, Honeywell and Milestone systems. As an integrator, we are fully versed and are able to provide complete design, project management and support of most systems in the industry.

Vendor

Glanbia

2012 – 2013 (1 year)

Engineered highly cost effective security solutions to meet their present and future needs with the lowest total overall cost of ownership.

Manager

Portland State University

April 2008 – June 2012 (4 years 3 months)

Operated the university ID and refund services Photo ID Card, distributing some \$80,000,000 per year to 40,000 student Debit Cards in four quarters.

President

SP-Consulting

2007 – 2008 (1 year) | Boca Raton Florida

SP-Consulting was established after leaving Lynn, allowing me to bring the "For Profit Security Office" to more customers through sales and education. This involvement then allowed for follow-on sales of "best of breed" integrated security based systems and solutions at no additional cost to customers.

Card Manager

Lynn University

2005 – 2007 (2 years) | Boca Raton Florida

Card Manager responsible for developing and establishing campus wide electronic security systems and measures, building, staffing, training, and establishing a 24/7 security command and control center with emphasis on integrated Access Control, Intrusion Monitoring, Automated Event Management, Video Surveillance, Radio Communications, Emergency Intercom, Photo ID - Banking Credentials, and Energy Management systems. Generated more than \$1.24M in budgetary offsets.

Director of Sales

ISSI - SST

July 2002 – 2004 (2 years) | Boca Raton Florida

ISSI merged into SST +/- 2004

Direct responsibility for sales staff and marketing initiatives. Additional responsibilities include the successful implementation of standards, policies, and procedures. Specialized in design-build, engineering of integrated, access control, video surveillance and critical communication systems. Established sales and marketing initiatives, produced and hosted several highly focused speaking engagements, established and produced the corporate sales and marketing materials, functioned as the human resources manager and senior proposal manager.

Principal

Pasco Consulting

July 2002 – July 2003 (1 year 1 month) | Boca Raton Florida

Provided security communications engineering solutions and a full-service engagement for RBOC, CLEC and ILECs. Performed technical writing, legal submission, and industry information and research related to Title-III, pen register lawful intercepts on CALEA for both wireless and wire line service providers as it relates to commercial and government communications products, regulations and mandates. Advised carriers on their responsibilities to government regulations, definitions, CALEA implementation, policies, procedures, applications and filing of necessary affidavits to comply with mandates, and the establishment of operational centers. Worked with FBI and FCC program sponsors to deliver compliant solutions.

Sr Product Line Manager

Siemens Enterprise Communications

April 1984 – July 2001 (17 years 4 months) | Boca Raton, Florida

Started out as ROLM in Washington DC, IBM later acquired ROLM in 1985 and sold it to Siemens. The acquisitions brought with it better communications features.

I Began as a systems analyst and was quickly promoted to project engineering and management for NASA Goddard, Wallops, and Langley Air force Base, returned to Washington DC as a Branch Specialist supporting field technicians. As a branch specialist I supported several sensitive government accounts before being promoted to Sales engineering. I supported both the commercial division and Federal marketing group. I was then promoted to Product Line Management PLM in Boca Raton Florida where I directed the design build of specific military and governmental products.

- ▶ 1 project
- ▶ 1 honor or award

Sr Product Manager - Govt Products

ROLM

1984 – 2001 (17 years)

I was the principal product manager delivering products, devices, and features to a select of government program sponsors.

- ▶ 1 project

Projects

MIEMS Baltimore

1990 – 1991

Baltimore based emergency E-911 dispatch facility with flight tracking, hospital bed and resource capacity management

- 2 team members

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Suresh Gursahaney
CEO at MicroAutomation, Inc. and Owne...

Keneoe Bay Pearl Harbor

1997 – Present

Island Based E-911 Recording and medical dispatch center.

2 team members

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Suresh Gursahaney
CEO at MicroAutomation, Inc. and Owne...

NASA Goddard

1984 – 1985

Modernization of circuit switched voice and data system to fully a digital system, pre Ethernet, offering 56KBPD DDS to the desk top

4 team members

Steve Pasco
Sales and Solutions Engineering

Sheldon Kociol
Retired

Bruce Brady
Telecommunications Professional

Bryan Brown
Relationship Marketing -Customer Servi...

Honors & Awards

ROLM - IBM Data Communications Engineer

US Govt., NASA Goddard Space Flight Center Computer Center Managers

1985

For excellence in designing, engineering, and successfully delivering a center wide data network system of over 5,600 individually managed points across the campus in 18 buildings, on time and under budget.

ROLM - IBM Data Communications Engineer

IBM

1987

Performer of the quarter for excellence.

For designing, engineering, and delivering a base wide data communications facility at NASA Langley Air Force base to more than 5,700 individual users. The project was tested, accepted, and delivered 7 days ahead of schedule and under budget.

Skills

Top Skills

- 16 Security ▶
- 13 Telecommunications ▶
- 10 Access Control ▶
- 8 CCTV ▶
- 8 Management ▶
- 8 Solution Selling ▶
- 5 Surveillance ▶
- 4 Wireless ▶

[3](#) Troubleshooting[2](#) Vulnerability Assessment

Steve also knows about...

[2](#) Business Analysis[2](#) Business Strategy[2](#) Identity Management[2](#) Technical Writing[2](#) E-911[2](#) Computer Aided Dispatch[2](#) Program Development[2](#) Financial Aid...[2](#) New Business Development[2](#) Integration[2](#) Sales[1](#) Project Management[1](#) Project Planning

Education

Clover Park Technical College

Associate of Science (AS), Telecommunications Engineering
1979 – 1981

Out Side Plant engineering

Cable splicing for Copper and fiber (mechanical and fusion)

Central Office and power plant construction for both electromechanical and digital switching.

Key system, PBX installation and repair of various makes and models.

University of Maryland College Park

Computer Science, A
1986 – 1987

Siemens

Certified, ISO9000, A
2000 – 2000

corporate Documentation policies and procedures

Lynn University

Business Administration, Management and Operations

Organizations

Additional Organizations

[ASIS - International Association of Industrial Security Professionals](#)