



# Ask McConnell, LLC

Dallas–Fort Worth Metroplex, Texas  
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CAGE Code: 9LXZ3  
DUNS: 119058091  
UEI: JGCKSB2MEYB5  
TX DPS PSB: Individually Licensed  
TCOLE · TXSSC Registered  
High Side Support Available

Building and Maturing Your Security Program — Keeping You, Your Brand, Your Executives out of the Headlines and Jail

## CORE COMPETENCIES

- ▶ **Converged Security Metrics**  
*Is our security and safety metrics program defensible across all domains?*
- ▶ **M&A / Divestiture Security Integration**  
*Do we have full converged security coverage for our active or upcoming transaction?*
- ▶ **Insider Threat**  
*Does our program cover personnel, supply chain, fraud, cyber, and IP theft?*
- ▶ **Crisis Response**  
*Is the right SME retained, trained, and ready when crisis strikes?*
- ▶ **Executive Protection Program Management**  
*Can our EP program withstand a legal, financial, or compliance challenge?*
- ▶ **Supply Chain Security & Fraud**  
*Do we understand our end-to-end supply chain threat surface and internal ownership?*
- ▶ **Getting Security a Seat at the Table**  
*Is our CSO/CISO engaged upfront on new projects, M&A, and supplier decisions?*
- ▶ **Physical Security Vulnerability Discovery / CPTED**  
*Have our facilities been assessed for actual vulnerabilities — not just compliance?*
- ▶ **Offshore / International Security Risk**  
*Do we have full visibility into our foreign dependencies and offshore risk?*
- ▶ **Security Operations Centers**  
*Is our SOC meeting measured objectives, auditable, and ready for convergence?*
- ▶ **Converged Security Training Management**  
*Does training run on a measured pathway from onboarding through sustainment?*
- ▶ **Board of Directors / Startup Security Advisor**  
*Is our board getting a balanced, transparent State of Security?*
- ▶ **Think Tank / Government Advisor**  
*Gov advisory since 1995 (low side) and 2005 (high side); info-sharing chair 7 years*

## PAST PERFORMANCE

- ◆ **Trophy Club Municipal Water District ★**  
Converged security assessment and consulting across physical, personnel, cyber, and information security domains for a critical infrastructure utility.
- ◆ **Denton County Transit Authority ★**  
Full build-out of policies, procedures, training, and metrics for a new Physical Security Operations Center (PSOC) — delivered program-ready from the ground up.
- ◆ **Fortune 25 Global Corporation**  
Built and operated M&A / Divestiture Security program across \$30B+ across 120+ transactions over 11 years; secured \$10M+ in program funding. Designed and implemented analytics-based Insider Threat program with dedicated 24x7 SOC; integrated physical, cyber, and investigation capabilities.
- ◆ **Fortune 10 Global Corporation**  
Provided program management for new PSOC covering global operations through people, process, and technology development.
- ◆ **Multi-Million Construction Industry Client**  
Next-day onsite breach response; minimized business impact; crisis communications managed; ongoing converged security advisory.
- ◆ **\$100M+ Revenue Organization**  
Level 3/4 executive protection for major events; ongoing multi-domain converged security advisory.

## DIFFERENTIATORS

- ✓ Converged approach — physical, cyber, personnel, and supply chain as one unified strategy, not isolated silos
- ✓ 36+ years of Fortune 25 practitioner experience; onsite operations across 14 countries
- ✓ Published author: Converged Security Metrics and Converged Safety Metrics; 16 US Patents
- ✓ Government advisor since 1995; High Side since 2005; industry information-sharing chair for 7 years
- ✓ Metrics-driven deliverables — every engagement produces measurable outcomes and board-reportable evidence
- ✓ Scalable for any size: Fortune 25 to SMB; one-time project or long-term retained advisory

## SECTORS SERVED

- ▶ Government & Critical Infrastructure
- ▶ Healthcare & Life Sciences
- ▶ Financial Services
- ▶ Energy & Utilities
- ▶ Transportation & Transit
- ▶ Retail & eCommerce
- ▶ Corporate Enterprise
- ▶ Manufacturing & Supply Chain

## PUBLICATIONS & TOOLS

- ◆ **Converged Security Metrics** (2nd Ed., 2025) — 500+ metrics across 22 security domains
- ◆ **Converged Safety Metrics** (2024) — Nearly 400 actionable safety metrics
- ◆ **S3C Tool** — SaaS software supply chain security scanner; EOL/EOS/CVE reporting
- ◆ **Metrics On Demand** — Practitioner security metrics reference tool

## COMPANY DATA

**Legal Name:** Ask McConnell, LLC  
**Principal:** Jim McConnell  
**Location:** Dallas–Fort Worth, TX  
**Business Size:** Small Business

**CAGE Code:** 9LXZ3  
**DUNS:** 119058091  
**UEI:** JGCKSB2MEYB5  
**NAICS:** 541690 (Primary) · 611430 (Secondary)

**TX DPS PSB:** C28455301 (Level IV PPO)  
**Registrations:** TCOLE · TXSSC  
**Insurance:** Fully Insured  
**Key Certs:** CISSP · CISA · CISM · CFE · PCI