- Graham Porter graduated from Keele University in England, and then completed Electrical Engineering qualifying courses at Highbury College, UK. Then Graham completed post-graduate 6∑ Studies at MIT in the US as a sponsored employee at Andover, Massachusetts.
- Previous work included creating a channel sales organisation for Integral Technologies and Andover Controls, delivering 23% of the European turnover in digital recording and command and control desktop solutions. This business developed mature strategies in performance contracting against service revenue for building management and associated systems, and was sold to Schneider Electric in 2004-5.
- Graham became part of the ADT Global Strategic Products Group, and technology migration architect to the TYCO-ADT business based in Europe where he was also retained technology migration consultant and external speaker on IP and technology development for the British Security Industry Association (BSIA - www.bsia.co.uk)
- For 2 years prior to joining Cisco, Graham was employed as employed Consultant with oversight of the electronic security and safety system of HM Trident Atomic Submarine Fleet bases in Scotland starting with the 2004 G8 Summit and ending the engagement to join Cisco. (The Royal Navy Atomic Armament Depots are covered by the RN Clyde, Faslane & Coulport in Scotland)
- Graham joined Cisco in 2007 and became the go-to SME for the new Physical Security division as part of the Emerging Technology group within Cisco.
- During the first 18 months of Physical Security sales in the EU, Graham was closely involved in all the lighthouse accounts achieved giving the technology a healthy start in the European theatre. This included notable 'firsts', like first IP University, first IP international airport, first IP local authority surveillance system, first transportation reference customer, first hospital etc., in what was then an unfamiliar sector for the emerging Cisco security solution in Europe and the Middle East.
- In 2009, Graham joined the European Partner Organisation, winning a series of channel awards, individually and as part of a wider European team he led the development of Borderless Adjacencies. Industry experience in building automation and command and control allowed Cisco Partners and specialist channel Partners to develop profitable and trusting relationships as a basis to scale the new Cisco businesses in adjacent technologies.
- Graham was a founder team member of the Cisco Open Platform for Physical Security Solutions (COPSS) team in Europe working to widen the uptake of Physical Security as part of a wider Cisco platform offering.
- In the 18 months Graham worked for the European Partner Organisation (EPO), he piloted bespoke Physical Security programs including the first ever Cisco channel programme dedicated to Physical Security products and partners as part of a strategic aim to scale the technology into a wider and more connected European environment, and worked in European teams to establish the Go-To-Market and working strategy for the introduction of Business Energy Management and Medianet.
- Founder member of Cisco Emerging Technology Group as subject matter expert in physical security products and solutions, with a security industry video surveillance background.
- Graham joined EMC in September 2014, direct from Cisco, as the first non-US hire dedicated to Physical Security as a subject matter expert from the industry with specialist experience in channel development and 22 years of industry experience.
- Now looking after all EMEA Video Surveillance, Graham focusses on Command & Control, Surveillance, Security data archiving solutions, Evidence, Modernising Justice, Borders & Government.
- Graham is married to Jean. Their daughter, Charlotte, an attorney in one of the UK's most recognised firms, is now a VP/General Counsel of a UK High Street Bank, based in Canary Wharf, London.
- Outside interests are family, agriculture, forestry and hill-walking in Scotland with Louis, a pure-bred American Akita.