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## **Spagnola named vice president of sales at Smarter Security Systems**

October 13, 2011 - Front Section

Smarter Security Systems has appointed Ralph Spagnola as vice president of sales. Spagnola will contribute to the company's strategic direction and will lead all sales efforts to drive growth in the Americas for both divisions of the company. Spagnola reports directly to the CEO, Jeff Brown.

"We have ambitious plans to continue growing the company, so we needed a proven sales leader who has a track record of driving not just incremental, but significant growth," said Brown.

"Ralph is a proven sales executive who knows how to build and optimize sales teams. His experience building and leading teams at Dell during its best years and his leadership in taking a startup from inception to over \$100 million testify to his sales management capabilities. He will immediately work to fill a regional sales role on the west coast and further build out the team in 2012."

"Smarter Security is an established and respected leader in the optical turnstile business and I enjoy working with strong and successful brands such as Fastlane®," said Spagnola. "While there is business to be had for our entrance control products, there is even more opportunity in the outdoor security business where the company is not as strong. I look forward to helping Smarter make great strides in both divisions and to helping our customers understand and benefit from the innovative security solutions we supply."

As a founding member of the management team and Vice President of Sales at Motion Computing, Spagnola helped grow the tablet computing company to one-hundred-and-twenty million in sales in just over five years. Prior to that, in his ten years of experience at Dell, Spagnola ascended from a National Account Executive to a Vice President of Sales leading a team of over 350 reps selling to major companies. He brings extensive experience in channel development and services strategy as well as government and financial markets. Spagnola received his MBA from Fordham University and earned his bachelor's degree in business administration from Seton Hall University.

About Smarter Security Systems, Ltd.

Smarter Security Systems provides premium and innovative entrance control and outdoor security solutions to help organizations protect their people and assets in a world of increasing threats. Since 1992, Smarter Security has offered Fastlane turnstiles, the most elegant and intelligent optical turnstiles available, which protect thousands of commercial and governmental lobbies on 6 continents. Smarter Security also offers perimeter intrusion detection systems, including SmarterFence, a fiber optic fence-mounted sensor. For more information, please visit [www.smartersecurity.com](http://www.smartersecurity.com).

