

Joseph Grillo, Founder and CEO, ACRE, Talks About Security Industry Trends

*In The Boardroom On
SecuritySolutionsWatch.com*

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/EINPresswire.com/ -- Mr. Joseph Grillo, Founder and CEO, ACRE, told us, "I've been in the industry for more than 30 years, specifically in the electronic security and identification industries where I've been active in growing, acquiring and restructuring businesses. The market has provided me with the opportunity to be involved with technology innovation, customer acquisition and engagement, and developing market and channel strategies. It's been a rewarding sector for me because it has enabled me to build great relationships, products and businesses over the course of my career.



Joseph Grillo - Founder and CEO - ACRE

I formed ACRE in 2012, seeing an opportunity in the still fragmented marketplace to build an independent company focused on integrating related security technologies. Today, the components and systems provided by

ACRE's family of companies, sold through traditional distribution channel partners, help secure the highest valued assets of its end-user clientele, including both public and private sector entities, large and small. ACRE acquired the Schlage SMS business from Ingersoll Rand in 2012 and rebranded it under the Vanderbilt moniker. This deal was followed by the 2013 acquisition of Mercury Security. In 2015, Vanderbilt purchased the Security Products Division of Siemens AG, and in 2016, acquired both Access Control Technology (ACT) in Ireland and ComNet. Today, ACRE employs more than 325 employees in more than 15 countries, and is a leading provider of access control, intrusion and video related products and solutions."

Regarding the ACRE Portfolio which currently includes Vanderbilt and ComNet, Mr. Grillo added, "Vanderbilt is a global provider of state-of-the-art security systems in the market segments of access control, burglar or intrusion alarm, and video, with a portfolio that comprises more than 2,000 products. It currently supplies and supports in excess of 9,000 customers across the globe. Vanderbilt designs, manufactures and distributes security technology systems that make environments in



organizations of all sizes safe, secure and easy to maintain. This is complemented by agile and flexible services. Through organic growth and targeted acquisitions, Vanderbilt is the

largest independent business of its kind in the industry. Our primary markets for the Vanderbilt brand include healthcare and hospitals, K-12 and higher education campuses, retail, corporate and enterprise businesses, banking, transportation, manufacturing, and leisure and tourism.



We are honored to have Joe Grillo - Founder and CEO - ACRE, join us "In The Boardroom" to discuss Vanderbilt, ComNet and his insights about emerging trends"

Martin Eli, Publisher

ComNet is a global manufacturer of audio, video, data and Ethernet communication products. The product line consists of fiber optic video, data and audio transmission products as well as a broad fiber optic, wireless and copper media Ethernet product line. Its solutions are designed from the start to set the standard for transmission products in the markets ComNet competes in, including the security, intelligent transportation system (ITS), and power transmission markets. ComNet's engineering base consists of some of the best and brightest in the industry, and the company's reach across the United States and Europe allows ACRE to be a huge differentiator in providing end-to-end solutions to markets well

beyond security."

On the subject of market drivers for each company, "ComNet started out as a cost-effective hardened fiber optic transmission product manufacturer, but as the security and intelligent transportation systems markets evolved and became more network-based, ComNet had the foresight to shift toward that trend and changed its focus to more Ethernet-based solutions. One of the things that drew ACRE to ComNet was its ability to see market trends on the horizon and implement a strategic vision to encompass these changes in its solutions. For example, before 2012, they saw a need for distance-extending copper, so they added that to their offerings to meet the need. Similarly, the market demand for more wireless Ethernet capabilities helped drive the company to introduce NetWave in 2013 to meet that need. Fiber optic, electrical and wireless are still the only way of transmitting Ethernet, video, data and audio signals, and ComNet was the first to offer all three solutions from a single manufacturer. They are also a leader in providing products that protect against cyber attacks of an enterprise's network through the security system.

In Europe, Vanderbilt's market centers around intrusion and access control, which has been a consistent driver for our business in the region. In the United States, Vanderbilt product lines are more oriented towards access control and video management, and recently we introduced the cloud-based ACT365 solution that has been so popular across Europe into the fold. It has opened a number of doors to our customers and met the need for end users looking for a dedicated security solution that doesn't require large-scale investments in costly IT infrastructure."

What about emerging trends? Joe Grillo added, "The access control and intrusion market is still a fragmented landscape, so yes, I think consolidation will continue to make its impact on the industry. Like you mention, mobile credentialing seems to be a hot topic for the industry, along with the continued focus on cloud-based technologies. The demand for these solutions comes from customers wanting new levels of security and convenience while protecting critical data. With regards to mobile credentials, however, there's still a lot that needs to be done to develop this technology further, and as a result, many companies are choosing to implement hybrid solutions that offer mobile as an option. Another trend we will continue to see is a greater focus on integrated solutions; more video tied into

access control, for example. We'll also see the increased use and installation of wireless locks to more doors as a means to reduce cost.

The security industry has been and continues to be a steadily growing business. There are a couple of reasons why we experience steady growth. Security is more visible and in demand than it has ever been due to the simple fact that it has become more important than ever for organizations to ensure high levels of safety. Today, security leaders, such as the CSO, report to senior leadership and must demonstrate the value of investments that reduce risk — a far cry from the days in which security was siloed and viewed as a cost center. Investment in this market is also on the rise in nearly every market segment.

For the complete interview with Joe Grillo, Founder and CEO, ACRE, please click here: [http://www.securitysolutionswatch.com/Interviews/in Boardroom ACRE Grillo.html](http://www.securitysolutionswatch.com/Interviews/in_Boardroom_ACRE_Grillo.html)

For more information about:

ACRE: www.acre-co.com

Vanderbilt Industries: www.vanderbiltindustries.com

ComNet: www.comnet.net

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What's YOUR Blockchain or FinTech solution?

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