

# Lynx Systems Bolsters Market Presence with Strategic Partnership with INFOPIPE Sales Team in Florida

RICHARDSON, TX, USA, February 8, 2024 /EINPresswire.com/ -- Since 1990, [Lynx Systems](#), a leading innovator in network-based [Duress and Mass Notification](#), is proud to announce the strategic partnership with [INFOPIPE](#). This strategic move is a testament to Lynx Systems' commitment to meeting the growing demand for its products and services in the dynamic Florida market.

The new sales team, comprising seasoned professionals with extensive experience in the Lynx Duress and

Mass Notification System, is poised to drive Lynx Systems' market share and reinforce the company's position as a leader in providing a network-based Duress and Mass Notification System that enables staff to alert security of issues and security to communicate to staff/visitors over a variety of outputs quickly and effectively, including physical security hardware.

"The decision to expand our sales team in Florida aligns with our vision to strengthen our foothold in key markets and better serve our valued clients," said Fernando Esteban, National Sales Director at Lynx Systems. "We are confident that the addition of skilled professionals from INFOPIPE will not only enhance our ability to understand and meet the unique needs of Florida businesses but also contribute significantly to our overall growth strategy."

Lynx Systems takes immense pride in the "Made in America" concept. Lynx prioritizes the values of quality, craftsmanship, and innovation, which are deeply ingrained in their products and services. The Lynx team of skilled professionals based in Richardson, Texas, works diligently to ensure that their software solutions are robust, reliable, and tailored to meet the evolving needs of their customers. The expansion of the sales team in Florida reflects the company's dedication to providing personalized, client-centric services to businesses seeking innovative and reliable technology solutions.

This strategic move comes on the heels of Lynx Systems' recent successes and highlights the





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*Fernando Esteban, National Sales Director at Lynx Systems*

company's confidence in the potential for growth in the Florida market. The new team members bring a wealth of experience, industry knowledge, and a shared commitment to delivering excellence, positioning Lynx Systems to build lasting partnerships with businesses throughout the region.

As Lynx Systems continues to innovate and evolve, the expansion of the sales team in Florida serves as a testament to the company's adaptability and commitment to providing exceptional service to clients.

For more information about Lynx Systems and its range of solutions, please visit [lynxsystems.com](https://lynxsystems.com).

#### About Lynx Systems:

The Lynx System is available as an on-premise or hosted solution. The Lynx software and hardware are configured through the web interface of the application server, allowing security and emergency managers to administer and monitor all the duress and mass notification functionality for a facility or a network of campuses. Lynx Systems is committed to helping clients thrive in a rapidly evolving technological environment.

#### About INFOPIPE®:

Agency Representation 2.0™ | Our agency represents premier manufacturing companies that share a common practice of research and development around the new generation workforce. Since 2011, we have perpetually invested in what's next. INFOPIPE® is a trusted advisor to intelligent building designers, constructors, integrators, and owners.

Kristin Wert

Lynx Systems, a Division of Micro Technology Services, Inc.

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