

VANDERBILT

News



As we dive into 2017 in only a couple weeks, we look back on a very successful 2016 for the Vanderbilt family.

First and foremost, we are grateful for our wonderful customers who have made this year one of the best in our history. Vanderbilt worked with many enterprise-level organizations to overhaul their access control solutions, including Ripon College in Wisconsin, Oregon State University, Bradford County Sheriff's Office, and the East Whiteland Volunteer Fire Association. Our customers make our jobs worthwhile, and we strive to provide the best possible service to them.

This year, Vanderbilt saw quite a bit of growth, with the transition of the Siemens business into the company, and with the [acquisition of Access Control Technology \(ACT\)](#). ACT is a Dublin-based company whose core offering brings significant depth to Vanderbilt's access control and video surveillance product line while also bringing a new cloud-based solution to the portfolio. This month, ACRE LLC, Vanderbilt's holding company, [announced the acquisition of Communication Networks \(ComNet\)](#)

), a manufacturer of video and data transmission equipment.

2016 also saw growth in the Vanderbilt organization with the addition of Glen Greer as Director of Product Lines, Kim Loy as Director of Marketing, Eric Widlitz as Vice President of Sales, North America, and Mark Mabee as Southeast Regional Sales Manager.

Vanderbilt CEO Joe Grillo was recognized this year as **No. 1 in a poll by IFSEC Global of the 50 Most Influential People in Security and Fire 2016**. Chosen by his peers, Grillo was chosen from among prominent thought leaders, product development pioneers, entrepreneurs and executives who have all overseen surging revenues, profits and increased market share.

As we move into 2017, we can look forward to a sizable shift in the access control market from a siloed approach to that of an integrated solution that combines video surveillance, access, analytics and cloud-based functionality that can better serve organizations of all sizes, from small- and mid-size establishments, to enterprise facilities with global footprints. A growing product portfolio will set Vanderbilt up to be successful in a variety of applications globally, including access control and video management, as well as intrusion and alarm detection systems. We are excited to ring in the New Year and usher in the endless possibilities in building comprehensive security solutions for our customers and integrator partners. Happy New Year!



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