

## **PlateSmart Names Anthony Valle Director of Global Sales Engineering**

*Brings over ten years of experience with major players in security technology and sales*

Oldsmar, FL ([PRWEB](#)) December 01, 2016 -- PlateSmart Technologies, the award-winning industry leader in video analytics based on Automatic License Plate Recognition (ALPR), today announced that it has named Anthony Valle (<https://www.linkedin.com/in/anthony-valle-13538715>) as its Director of Global Sales Engineering. Hailing from the Chicago area, Mr. Valle comes to PlateSmart with over ten years of experience in security technology and sales. In his new role, he will work closely with PlateSmart staff to enhance customer experience and sales and marketing processes for the rapidly growing company. His efforts will be key in ensuring PlateSmart's continued industry leadership position and in driving its accelerated expansion.

Prior to joining PlateSmart, Mr. Valle performed first Sales Engineering and later Application Engineering roles for Avigilon, one of the world's largest and best-known security technology manufacturers. As a Sales Engineer, he was responsible for sales support for integrators and end users in a 10-state region. He quickly moved to Applications Engineering, where he supported all Avigilon Strategic Accounts in North America. Mr. Valle has also held key management positions with companies such as IT IN MOTION and Current Technologies, among others, during which time he worked with such prominent clients as Fermi Labs. In his spare time, he volunteers as a Boy Scout leader for Troop 290 Hoffman Estates and as a technology advisor to the Pathway to Adventure Council, which is made up of 22,000 Scouts and 7,000 adult volunteers.

Mr. Valle stated, "I am incredibly excited to have been given this opportunity. PlateSmart has consistently led the way in producing the most powerful and affordable ALPR and video analytics technology available anywhere. What I intend to do is bring my expertise to bear and build on that solid foundation. I hope to put a sales and marketing strategy in place that will add tremendous value to PlateSmart, its integration partners, and its end users by empowering the company to serve a larger and more diverse customer base." He went on to say, "I also want to thank my family for their amazing support during this time of transition. They have encouraged me throughout this process and helped make it possible to take this important next step in my career."

"I am very proud to welcome Anthony to the PlateSmart team. He brings a wealth of experience to us at a time when we are experiencing extraordinary growth within our industry sector," said PlateSmart CEO John Chigos. He continued, "It is clear that our industry is just beginning to see what I believe is going to be explosive growth, if our worldwide expansion is any indicator of things to come. I believe the next few years will see an unprecedented deployment of PlateSmart's technology all over the world. Anthony's experienced leadership will prove indispensable not only in keeping PlateSmart at the cutting edge of security technology, but also in helping to take us to the next level in our development. I enthusiastically look forward to working with him."

As PlateSmart closes out 2016 and prepares to move into 2017, Chigos says that the industry should look to Mr. Valle as an example of the type of outstanding individual around which the Company is building its organization. He noted, "Two things impressed me about Anthony right from the start. First, he has a well-known reputation as a highly motivated self-starter who constantly thinks out of the box. In Sales, that's about the most valuable asset you can have. Second, he brought his wife with him on our first face-to-face meeting. That showed me that he is a grounded family man who does not change companies lightly. He carefully studied PlateSmart, learned who we are and what we can do, and decided that we were the right career move for him. In short, Anthony is the best of the best this industry has to offer. PlateSmart will bring many more incomparable



leaders like him into the fold in the months and years to come.”

#### About PlateSmart

PlateSmart Technologies has developed the world’s first software-only Automatic License Plate Recognition (ALPR) and video analytic solutions, which are compatible with both state-of-the-art and legacy cameras. PlateSmart offers both mobile and fixed ALPR and analytic solutions, which are designed either to function as stand-alone tools or to integrate with third-party software and hardware. ARES, PlateSmart’s enterprise ALPR-based analytics solution, provides real-time actionable intelligence with industry-leading accuracies and state jurisdiction recognition for complete situational awareness. PlateSmart’s solutions have been recognized as the most innovative and forward-thinking LPR technology by Frost and Sullivan. [www.platesmart.com](http://www.platesmart.com)

DISCLAIMER: This press release may contain forward-looking statements and/or predictions. These statements are based on history, current knowledge, and current market conditions. They are subject to change without notice as conditions and knowledge change; therefore, undue reliance should not be placed on such statements.



**Contact Information**

**M. Kathleen Chigos, President**

PlateSmart Technologies

<http://www.platesmart.com>

+1 (813) 749-0892 Ext: 1008

**Online Web 2.0 Version**

You can read the online version of this press release [here](#).