

PRESS RELEASE

FOR IMMEDIATE RELEASE

Key Additions to Enterprise Sales Team Enhance Strategic Capabilities

Malvern, PA, May 14, 2024 – [3SI + Wren](#), a leading security solutions provider, announces the appointment of Jake Cmarada and Jeff Stringer, both Directors of Enterprise Sales. Their expertise will be a notable complement to our organization as we focus on delivering more impactful innovation to our enterprise clients.

With over 18 years of experience in the physical security industry, Jake Cmarada has collaborated with both software and hardware security manufacturers, focusing on delivering comprehensive end-to-end solutions for enterprise customers. Most recently, as a Key Account Manager at Milestone Systems, Jake managed relationships with some of the largest Fortune 500 companies. Jake helped his clients address business challenges, leverage technology integrations to develop enterprise security standards, and achieve operational and budgetary goals with their global security investments. Jake has cultivated expertise in specific areas of the security market, including security/loss prevention and supply chain operations. His knowledge of the enterprise IT process, network architecture trends, requirements, and corporate cloud initiatives enables him to provide invaluable insight into traditional security discussions.

Jeff Stringer, an accomplished technology professional adept in sales and business development for enterprise security solutions, brings a wealth of expertise to his new role, including his direct knowledge of the Wren custom-built solutions after contributing to their sales team for the last nine years. Jeff is passionate about innovation, integrity, and his commitment to crafting security solution platforms. Jeff brings widespread experience across diverse areas, including loss prevention, law enforcement, fraud, risk management, and corporate security, with proficiency in retail, enterprise, critical infrastructure, and various governmental security technologies.

“The extensive experience Jake and Jeff bring in partnering with enterprise organizations will be invaluable as we expand our reach and deliver solutions that meet our clients' complex security and business demands,” said Ben Tucker, Executive Vice President of Sales. We are excited to have these seasoned and talented professionals join our team. We are confident their contributions will significantly enhance our ability to contribute more to the industry and our safer world mission.”

Our team is excited to welcome Jake and Jeff to these critical roles. Their expertise is crucial as we have recently enhanced our core GPS Tracking and Camera/Video Surveillance portfolio with a best-in-class VMS (Video Management System) platform. We now offer an end-to-end solution that protects

clients from major crime threats, provides enhanced actionable intelligence for local law enforcement, and bolsters operational efficiency. This enables our enterprise customers to quickly deploy and manage comprehensive systems, improving everyday business operations while ensuring the highest levels of safety and security. Our ability to scale our services effectively to meet the varied needs of our clients is well-regarded by top retail, financial, and government entities worldwide.

About 3SI, Wren, and Edge360

3SI + Wren recently merged with Edge 360 ([Learn More](#)). With over a century of combined experience in safety and security, 3SI, Wren, and Edge360 are leading global security technology providers. We deliver intelligent solutions to cover the complete crime cycle, encompassing video management services for identifying criminal activity, custom-built solutions designed to detect and deter crime, and advanced capabilities for tracking and apprehending criminals.

Embraced by over 10,200 law enforcement agencies, our unique solutions deliver crime intelligence directly to first responders and investigators, enabling swift actions leading to arrests and crime prevention. Physical Security Leaders trust our services across Enterprise verticals. Furthermore, 3SI's [CovertTrack](#) division actively provides local and federal agencies with custom-built solutions for proactive crime prevention.

Discover more at <https://saferworld.solutions/>.

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