

**For Immediate Release**

**CNL Software Appoints Ramon Grado as Director, International Sales**

**GLOBAL RELEASE – November 2, 2011 – CNL Software, a world leader in Physical Security Information Management (PSIM) software, is pleased to announce the appointment of Ramon Grado, CPP, to the role of Director, International Sales to spearhead its activities in the Middle East and LATAM/South American markets. Ramon is an experienced international business development executive with over 25 years’ of business leadership with small and large companies throughout the world including Exxon/Mobil, PepsiCo, TYCO and Schneider Electric.**

Ramon will direct CNL Software’s expansion in the Middle East and LATAM markets to meet growing demand for IPSecurityCenter™, its PSIM software. His immediate focus will be to oversee the set up of CNL Software’s offices in the Middle East, which will support both partners and end users.



CNL Software has a flagship project in Middle East which is responsible for securing a significant proportion of the region’s oil. It has also recently strengthened its channel to support increasing demand for its PSIM solutions from police forces, governments and corporate enterprise within the GCC region.

In addition, significant global events including the FIFA World Cup 2014 and Summer Olympics 2016 due to take place in Latin America are putting pressure on the LATAM region to increase its security infrastructure, creating significant demand for PSIM solutions.

Matt Kushner, President, CNL Americas says, “Ramon’s multi-lingual, multicultural skills have been honed by way of leadership roles in start-up, fast-growth, mature and turn-around business enterprises in South America, Central America and Europe. Having lived and held senior management positions on three continents, he serves as a bridge for bringing together stakeholders from leading companies with channel and technology partners across the globe. We are extremely excited to have him on board.”

As an engineering graduate of the United States Military Academy and former infantry officer, Ramon is well placed to facilitate these enterprise wide PSIM projects. He also holds a Master of International Business (MIB) degree from the University of St. Thomas (Houston).

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**About CNL Software**

CNL Software is a world leader in Physical Security Information Management (PSIM) software. Its award winning technology is deployed to secure cities, critical resources and global commerce. CNL’s software sits at the heart of some of the largest, most complex and ground-breaking security integration and business value initiatives in the world. Its work with leading organizations is helping to shape the future of security by offering thought leadership on key issues such as energy reduction, process compliance and business advantage in converged environments.



For more information, visit [www.cnlsoftware.com](http://www.cnlsoftware.com)

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