



Michael Austin Joins CRI's Integrated Security Solutions Sales Force

FOR IMMEDIATE RELEASE: McLean, Virginia – May 2016 – Communications Resource, Inc. (CRI) hires Michael Austin as their new Program Sales Manager. Michael brings a proven track record of success and over 30 years of experience and expertise in all aspects of physical security management, Physical Security Information Management (PSIM) and Physical Identity and Access Management (PIAM) technologies as well as Physical Access Control Systems (PACS). He will be focused on promoting the value of CRI's Integrated Security Solutions division.

Michael has considerable experience with building, managing, and training reseller channel partners and overseeing multifaceted sales opportunities across a broad array of vertical markets, primarily Federal Government and Military. He has managed successful sales cycles in the Intelligence Community, DoD and civilian agencies, as well as to government and defense contractors.

Victoria Johnson, CRI President and CEO, states, *"Michael adds a fresh dimension to our growing sales force. CRI remains dedicated and focused on bringing our integrated security capabilities to our customers' ever changing needs."*

ABOUT CRI

CRI, headquartered in McLean, Virginia, has supported the federal government for over 20 years. We create innovative approaches and exciting products to meet client challenges by balancing the boundaries of technology with a risk-based perspective of customer needs. Our successful engagements encompass physical and cyber security, application development, enterprise architecture, and business process solutions.

- Integrated Electronic Security Systems
- HSPD-12/FIPS 201 Products & Support
- Physical Security Information Mgt. (PSIM)
- Emergency Preparedness, Resiliency, Testing, Training & Exercise Support
- FedRAMP and Cloud Services
- IT Systems Development Life Cycle Support
- Federal Regulation Compliance Support (FISMA, ICAM, NIST Guidelines)
- Program Management
- Biometric Identity Support
- Identity Credentialing & Access Management

CRI maintains several GSA contracts including the GSA IT 70 and 84 Schedules; and the "Streamlined Technology Acquisition Resources for Services (STARS) II" 8(a) contract.

For additional information, please contact: Bob Gillette, Director of Business Development, rgillette@cri-solutions.com, 703-245-4120