

# ACRE

## ACRE Reflects on 2020

There wasn't a whole lot about 2020 that screamed "normal," but [ACRE and its brands](#) have remained confident and hopeful that the physical security market will stand this test like it has done so many times before. Reflecting on the year, we're sharing some of the biggest highlights, including:

**A New ACRE Brand.** In November, ACRE strengthened its video and communications business and product portfolio with [the addition of Razberi Technologies](#). It's the first M&A activity for ACRE since 2019, when RS2 Technologies came into the fray. The acquisition is set to significantly increase ACRE's position in the communications and video market, enhancing the ComNet portfolio and providing complimentary technologies to its access control brands.

**ACRE's New Leadership.** Earlier this year, ACRE introduced Chuck O'Leary as President of Open Options, while Jim Kelly joined ACRE as Chief Revenue Officer. Both brought with them extensive experience in leadership, security and depth of knowledge in the space.

**ACT ID Mobile Credentials.** In a partnership with ACT ID, [ACRE announced that it would release ACT ID](#) free mobile credentials across its access control brands, adding the functionality as a result of growing demand. ACT ID features zero-touch, cloud-issued credentials for enrollment into a user's access control system and can be used with all of the platforms from Open Options, RS2 Technologies and Vanderbilt.

**Strong Technology Leadership.** ACRE Chief Product Officer Kim Loy was selected to represent ACRE on two occasions for her role in promoting the technology of the ACRE brands. In August, she was recognized by *Connected World Magazine's* [2020 Women of Technology and IoT](#) for the role she's played in building more cohesiveness between the brands and their technology portfolios. In July, *Security Magazine* included Loy on their list of [Women on the Frontline of Security](#).

**Thought Leadership Abounds.** Across a multitude of ways, ACRE continued to promote the role of access control and communications across a variety of outlets, including a new podcast Inside Access Control. [In this episode](#), Joe Grillo talked about the market amidst the pandemic, the future of the business and what comes next. *International Security Journal* sat down with ACRE President David Sullivan to discuss leadership challenges of the year and how C-team were handling the ups and downs. [Canadian-based SP&T News sat down with CEO Joe Grillo](#) to talk about the company's strategy in the Americas and its European business (and the differences there). Finally, ACRE leadership team [sat down with the Security VIP Podcast](#) to discuss the trajectory of the business and the next frontier of the ACRE brands.

**Coming Together.** On several occasions, the ACRE brands came together to talk about the biggest challenges facing customers on the Security VIP Podcast. The two biggest focus areas were [higher education](#) and [healthcare](#), both of which have been greatly impacted by the pandemic.

As we say "see ya" to 2020, we want to extend the warmest wishes for a happy holiday season to our brands, employees, customers and partners, as well as a Happy New Year.