



Global Technology Systems Grows Enterprise Sales Team

New hires focus on Batteries-as-a-Service subscriptions for retail, distribution and logistics enterprises

FRAMINGHAM, Mass., Dec. 10, 2018 – [Global Technology Systems](#) (GTS) today announced the addition of two sales executives, Brian Riley and Lance Williams, to the company’s [growing sales team](#). Riley and Williams will sell the recently launched [Batteries-as-a-Service](#) (BaaS) offering to retail and logistics businesses that rely on battery-powered devices.

“When an enterprise relies on mobile devices, batteries should be top of mind,” said Larry Murray, CEO, GTS. “But we commonly find that mobility strategies don’t include battery management. This results in an epidemic of battery and mobile device failures that can cost a company millions of dollars. Brian Riley and Lance Williams are highly experienced sales executives that will work with retail and logistics companies to solve this costly mobility problem.”

The new GTS sales executives include:

- [Brian Riley](#), **Senior Sales Executive** – Riley’s primary sales focus is the new BaaS subscription program for new and existing enterprise customers. He has extensive experience as a technology solutions sales professional with early positions at Sprint, Inter-Tel, MedTouch, and Oracle, where he was a top performer. Most recently, Riley was at IBM, where he was in the IBM 100% Club for achievements selling collaboration software solutions to medium and large businesses across diverse markets.
- [Lance Williams](#), **Senior Account Executive** – Williams has deep experience with large, complex sales and service in the retail and logistics mobility industries, a primary focus for the BaaS subscription program. He was most recently at Zebra Technologies, leading the Major Account Team and providing solutions service support for top big-box retailers and distribution centers around the world. At NCR, Williams was a Chairman’s Award Winner for sales achievement, led a multi-vendor service support team to work with more than 3,000 NCR field associates, and earned 100% of the barcode scanning business for Walmart for 14 consecutive years.

These new hires follow the recent expansion of the sales and [marketing](#) teams and the launch of the BaaS subscription program. BaaS is the first-ever mobile-power managed-service offering, which includes on-site battery inventory analysis and removal of dangerous bad

batteries by GTS staff. For as little as \$0.05 per battery per shift, BaaS enables retail, transportation or logistics customers that rely on battery-powered devices to gain control over these mismanaged assets and save millions of dollars per year.

About GTS

Global Technology Systems (GTS) is an innovator of mobile device batteries, chargers and power management solutions and services that lower cost of ownership and increase productivity. With outstanding performance and unmatched quality, the company's batteries and power management solutions are trusted by leading retail organizations, logistics companies, government agencies, and public safety officials around the globe. GTS is headquartered in Framingham, Massachusetts and operates design, manufacturing, and distribution centers across the U.S., Asia, and Europe. To learn more, visit <http://www.gtspower.com>, and follow on [Twitter](#), [LinkedIn](#) and [YouTube](#).

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