SAFEWARE SALES

National Sales Territory Maps

Safeware maintains a seasoned leadership team and an experienced regional sales organization covering the Northeast, Southeast, Western, Federal/Military, and Security Solutions markets.

This includes:

» Field Account Managers focused on public safety and government

» Inside Sales teams that extend coverage and responsiveness

» Specialized Federal and Military representatives who understand complex requirements and acquisition pathways

This footprint allows us to introduce, demonstrate, and support solutions on a national level.



National Coverage

Safeware has representatives covering all 50 states with offices and warehouses in 8 states.

30+

Sales Representatives

Safeware has over 30 representatives spread across the United States for personalized customer interaction.

8/6

Locations

Safeware has 8 dedicated warehouse and office locations with 6 service centers across the United States.



Rick Bond
Chief Revenue Officer
rbond@safewareinc.com



Michael Brown
V.P. Federal Government
mbrown@safewareinc.com



Karl Lewis
Director of Sales Operations
klewis@safewareinc.com



Michael Harrell
Director, Southeast Sales
mharrell@safewareinc.com



Jason Swazey
Director, West Coast Sales
jswazey@safewareinc.com



Richard Robinson
Director, Northeast Sales
rrobinson@safewareinc.com



Peter Van Kirk
Director, Government Security
pvankirk@safewareinc.com

Northeast Sales

Richard Robinson
Director, Northeast Sales
P: 571-720-4624
E: rrobinson@safewareinc.com

Darryl Halterman
V.P. Business Development - FL, PA, NY
P: 267-625-4178
E: dhalterman@safewareinc.com

Bradley Brown
Senior Territory Manager - OH, VA, WV
P: 202-680-4346
E: bbrown@safewareinc.com

Brad Prol
Territory Manager - NJ, NY, Canada
P: 973-477-1165
E: bprol@safewareinc.com

Kristine Lawrence
Senior Territory Manager - MD, Northern VA
P: 202-725-7198
E: klawrence@safewareinc.com

Kurt Wilhelm
Senior Territory Manager - IL, MI, WI
P: 847-505-9089
E: kwilhelm@safewareinc.com

Patrick Crawford
Senior Territory Manager - DE, MD, DC, Federal LE
P: 240-375-4740
E: pcrawford@safewareinc.com

Carson Hamilton
Associate Territory Manager - DE, MD, DC
P: 203-535-2814
E: chamilton@safewareinc.com

Robert Cooper
Territory Manager - IA, MN, WI
P: 715-525-9782
E: rcooper@safewareinc.com

Robert Hamilton
Senior Territory Manager - CT, MA, ME, NH, RI, VT
P: 203-919-5043
E: rhamilton@safewareinc.com

Tim Fields
Senior Territory Manager - DE, MD, DC, VA
P: 240-444-6538
E: tfields@safewareinc.com

Southeast Sales

Michael Harrell
Director, Southeast Sales
P: 615-920-1706
E: mharrell@safewareinc.com

April Dellinger
Senior Territory Manager - GA, AL
P: 407-883-9103
E: adellinger@safewareinc.com

Gilbert Valdez
Territory Manager - TX (Houston / Austin)
P: 832-776-7272
E: gvaldez@safewareinc.com

Heather Boyer
Territory Manager - North & Central Florida
P: 321-462-0380
E: hboyer@safewareinc.com

Jake Williams
Territory Manager - Northeast Texas
P: 817-771-1495
E: jwilliams@safewareinc.com

Kenneth Crawford
Territory Manager - West Texas
P: 281-755-3692
E: kcrawford@safewareinc.com

Manny Margolles
Senior Territory Manager - South Florida
P: 786-575-1223
E: mmargolles@safewareinc.com

Matthew Bucher
Senior Territory Manager - IN, KY, TN
P: 615-877-1742
E: mbucher@safewareinc.com

Michelle Phelps
Territory Manager - KS, MO, NE, OK
P: 720-441-9739
E: mphelps@safewareinc.com

Scott Trotman
Senior Territory Manager - NC, SC (all markets) GA, AL, FL (Industrial)
P: 864-909-7820
E: strotman@safewareinc.com

Government Security Solutions

Peter Van Kirk
Director, North American Government Security Solutions
P: 561-400-1029
E: pvankirk@safewareinc.com

Jett Kauffman
Associate Territory Manager - Government Security Solutions
P: 561-481-6034
E: jkauffman@safewareinc.com

West Coast Sales

Jason Swazey
Director, West Coast Sales
P: 520-279-4528
E: jswazey@safewareinc.com

Annie Green
Territory Manager - Northern CA, Northern NV
P: 916-926-3303
E: agreen@safewareinc.com

Jonathan Darr
Territory Manager - Hawaii
P: 808-265-2741
E: jdarr@safewareinc.com

John Thompson
Territory Manager - Southern CA
P: 714-715-6022
E: jthompson@safewareinc.com

Michael Bennett
Territory Manager - Southern CA, Southern NV
P: 619-818-5784
E: mbennett@safewareinc.com

Mick Ormiston
Territory Manager - AK, OR, WA
P: 206-798-2126
E: mormiston@safewareinc.com

Rob Berner
Senior Territory Manager - AZ, NM, Southern CA BD
P: 480-433-1268
E: rberner@safewareinc.com

Tom Grasso
Senior Territory Manager - CO, ID, UT, MT, ND, SD, WY
P: 720-552-4145
E: tgrasso@safewareinc.com

Blake Roebuck
Associate Territory Manager - AZ
P: 602-724-1637
E: broebuck@safewareinc.com

Federal / DoD Sales

Michael Brown
V.P. Federal Government Sales
P: 410-350-1559
E: mbrown@safewareinc.com

Chris Chappelle
Senior Federal Account Manager
P: 443-786-6935
E: cchappelle@safewareinc.com

Ben Yoash
Federal Government Inside Sales
P: 410-490-1126
E: byoash@safewareinc.com

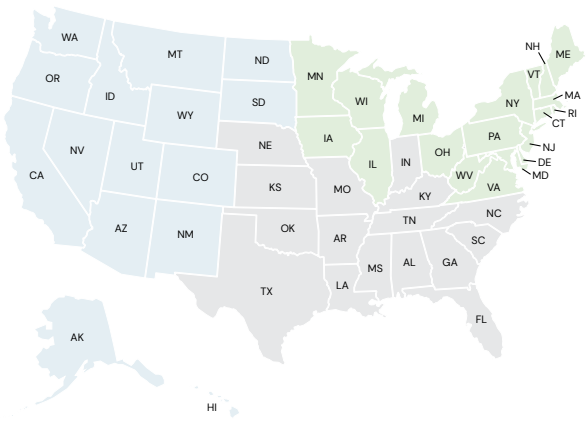
Kenneth Crawford
Territory Manager - West Texas
P: 281-755-3692
E: kcrawford@safewareinc.com

Patrick Crawford
Senior Territory Manager - DE, MD, DC, Federal LE
P: 240-375-4740
E: pcrawford@safewareinc.com

Tim Fields
Territory Manager - DE, MD, DC, VA
P: 240-444-6538
E: tfields@safewareinc.com

Safeware Inc. US SALES TERRITORY MAP

Effective October, 2026



Sales Operations

Karl Lewis
Director of Sales Operations
P: 423-667-7256
E: klewis@safewareinc.com

Jermey Graham
Inside Sales Manager
P: 615-864-2374
E: jgraham@safewareinc.com

Tony Jines
Branch Manager
P: 615-864-1488
E: tjines@safewareinc.com

Taylor Douglas
Government Account Manager
P: 615-648-9154
E: tdouglas@safewareinc.com

Allyson Steixner
Government Account Manager
P: 803-558-1688
E: asteixner@safewareinc.com

Scott Collins
Government Account Manager
P: 561-517-7848
E: scollins@safewareinc.com

Nazira Burke
Government Account Manager
P: 804-236-0579
E: nburke@safewareinc.com

Scott Simons
Category Director, Strategic Partner Management
P: 240-691-2742
E: ssimons@safewareinc.com

Connie Stallings
Sr. Category Manager, Strategic Partner Management
P: 410-218-7165
E: cstallings@safewareinc.com

Tonia Robinson
Category Manager, Strategic Partner Management
P: 413-237-7758
E: trobinson@safewareinc.com

Kathy Sipes
Strategic Partner Operations Manager
P: 317-967-0167
E: ksipes@safewareinc.com

Training

Gary Sharp
VP of Training and Tech Services
P: 248-630-5813
E: gsharp@safewareinc.com

Jenna Gardyasz
Training Coordinator
P: 254-654-6811
E: jgardyasz@safewareinc.com

Toby Frost
Training Program Manager
P: 765-491-9529
E: tfrost@safewareinc.com

Steve Didocha
Training Logistics Manager
P: 248-613-6938
E: sdidocha@safewareinc.com

Pat Johnakin
Training Program Manager
P: 703-929-6412
E: pjohnakin@safewareinc.com

Brevin Bowman
C-UAS/UAS Program Manager
P: 254-644-5963
E: bbowman@safewareinc.com

Leadership / Support

Daric Simons
Chief Executive Officer
P: 301-683-1212
E: dsimons@safewareinc.com

Mary Pelfrey
President
P: 301-683-1212
E: mpelfrey@safewareinc.com

Rick Bond
Chief Revenue Officer
P: 301-542-3258
E: rbond@safewareinc.com

Jason Stallings
Director of Marketing
P: 410-829-3784
E: jstallings@safewareinc.com

SALES COVERAGE

Northeast Sales Coverage

Connecticut	Michigan	Rhode Island
Delaware	Minnesota	Vermont
Illinois	New Hampshire	Virginia
Iowa	New Jersey	Washington DC
Maine	New York	West Virginia
Maryland	Pennsylvania	Wisconsin
Massachusetts	Ohio	



Richard Robinson
Director, Northeast Sales
P: 571-720-4624
E: rrobinson@safewareinc.com



Darryl Halterman
V.P. Business Development - FL, PA, NY
P: 267-625-4178
E: dhalterman@safewareinc.com



Bradley Brown
Senior Territory Manager - OH, VA, WV
P: 202-680-4346
E: bbrown@safewareinc.com



Brad Prol
Territory Manager - NJ, NY, Canada
P: 973-477-1165
E: bprol@safewareinc.com



Kristine Lawrence
Senior Territory Manager - MD, Northern VA
P: 202-725-7198
E: klawrence@safewareinc.com



Kurt Wilhelm
Senior Territory Manager - IL, MI, WI
P: 847-505-9089
E: kwilhelm@safewareinc.com



Patrick Crawford
Senior Territory Manager - DE, MD, DC, Federal LE
P: 240-375-4740
E: pcrawford@safewareinc.com

Robert Cooper
Territory Manager - IA, MN, WI
P: 715-525-9782
E: rcooper@safewareinc.com



Carson Hamilton
Associate Territory Manager - DE, MD, DC
P: 203-535-2814
E: chamilton@safewareinc.com



Tim Fields
Senior Territory Manager - DE, MD, DC, VA
P: 240-444-6538
E: tfields@safewareinc.com



Robert Hamilton
Senior Territory Manager - CT, MA, ME, NH, RI, VT
P: 203-919-5043
E: rhamilton@safewareinc.com

SALES COVERAGE

Southeast Sales Coverage

Alabama	Kansas	Nebraska
Arkansas	Kentucky	North Carolina
Florida	Louisiana	South Carolina
Georgia	Mississippi	Tennessee
Indiana	Missouri	Texas



Michael Harrell
Director, Southeast Sales
P: 615-920-1706
E: mharrell@safewareinc.com



April Dellinger
Senior Territory Manager - GA, AL
P: 407-883-9103
E: adellinger@safewareinc.com



Gilbert Valdez
Territory Manager - TX (Houston / Austin)
P: 832-776-7272
E: gvaldez@safewareinc.com



Heather Boyer
Territory Manager - North & Central Florida
P: 321-462-0380
E: hboyer@safewareinc.com



Jake Williams
Territory Manager - Northeast Texas
P: 817-771-1495
E: jwilliams@safewareinc.com



Kenneth Crawford
Territory Manager - West Texas
P: 281-755-3692
E: kcrawford@safewareinc.com



Manny Margolles
Senior Territory Manager - South Florida
P: 786-575-1223
E: mmargolles@safewareinc.com



Matthew Bucher
Senior Territory Manager - IN, KY, TN
P: 615-877-1742
E: mbucher@safewareinc.com



Michelle Phelps
Territory Manager - KS, MO, NE, OK
P: 720-441-9739
E: mphelps@safewareinc.com



Scott Trotman
Senior Territory Manager - NC, SC (All Markets) GA, AL, FL (Industrial)
P: 864-909-7820
E: strotman@safewareinc.com

SALES COVERAGE

West Coast Sales Coverage

Alaska	Idaho	Oregon
Arizona	Montana	South Dakota
California	Nevada	Utah
Colorado	New Mexico	Washington
Hawaii	North Dakota	Wyoming



Jason Swazey
Director, West Coast Sales
P: 520-279-4528
E: jswazey@safewareinc.com



Annie Green
Territory Manager - Northern CA, Northern NV
P: 916-926-3303
E: agreen@safewareinc.com



Jonathan Darr
Territory Manager - Hawaii
P: 808-265-2741
E: jdarr@safewareinc.com



John Thompson
Territory Manager - Southern CA
P: 714-715-6022
E: jthompson@safewareinc.com



Michael Bennett
Territory Manager - Southern CA, Southern NV
P: 619-818-5784
E: mbennett@safewareinc.com



Mick Ormiston
Territory Manager - AK, OR, WA
P: 206-798-2126
E: mormiston@safewareinc.com



Rob Berner
Senior Territory Manager - AZ, NM, Southern CA BD
P: 480-433-1268
E: rberner@safewareinc.com



Tom Grasso
Senior Territory Manager - CO, ID, UT, MT, ND, SD, WY
P: 720-552-4145
E: tgrasso@safewareinc.com

Blake Roebuck
Associate Territory Manager - AZ
P: 602-724-1637
E: broebuck@safewareinc.com

SALES COVERAGE

Federal Government / Military



Michelle Phelps
Territory Manager - KS, MO, NE, OK
P: 720-441-9739
E: mphelps@safewareinc.com



Michael Brown
V.P. of Fed Gov
P: 410-350-1559
E: mbrown@safewareinc.com



Chris Chappelle
Senior Federal Account Manager
P: 443-786-6935
E: cchappelle@safewareinc.com

Ben Yoash
Federal Government Inside Sales
P: 410-490-1126
E: byoash@safewareinc.com



Patrick Crawford
Federal Law Enforcement
P: 240-375-4740
E: pcrawford@safewareinc.com



Tim Fields
Government Partnerships
P: 240-444-6538
E: tfields@safewareinc.com



Kenneth Crawford
Texas Military Installations
P: 281-755-3692
E: kcrawford@safewareinc.com

Government Security Solutions



Peter Van Kirk
North American Director Government Security Solutions
P: 561-400-1029
E: pvankirk@safewareinc.com

Jett Kauffman
Associate Territory Manager - Government Security Solutions
P: 561-481-6034
E: jkauffman@safewareinc.com

SALES COVERAGE

Inside Sales Coverage



Karl Lewis
Director of Sales Operations
P: 423-667-7256
E: klewis@safewareinc.com

Jermey Graham
Inside Sales Manager
P: 615-864-2374
E: jgraham@safewareinc.com

Tony Jines
Branch Manager
P: 615-864-1488
E: tjines@safewareinc.com

Taylor Douglas
Gov. Account Manager
P: 615-648-9154
E: tdouglas@safewareinc.com

Scott Collins
Gov. Account Manager
P: 561-517-7848
E: tdouglas@safewareinc.com

Allyson Steixner
Gov. Account Manager
P: 803-558-1688
E: asteixner@safewareinc.com

Nazira Burke
Gov. Account Manager
P: 804-236-0579
E: nburke@safewareinc.com