



# News from RFS

March 5<sup>th</sup>, 2013

## Sal Betro Joins RFS as Area VP of Sales for North America

*Brings Extensive Wireless Experience to Support 4G Network Growth*



Meriden, CT (United States), March 5, 2013 – Radio Frequency Systems (RFS), the global wireless and broadcast infrastructure specialist, today announced the addition of Sal Betro as area vice president (AVP) of sales for North America.

Betro, who most recently served as executive director of sales at Alcatel-Lucent, brings more than 30 years of experience in the network wireless space with particular expertise in the development and execution of sales strategies, new business development, and pipeline and sales cycle management. In his new role at RFS, Betro will provide critical support to the company's valued customers during ongoing 4G data network build outs.

"Today's towers are becoming increasingly sophisticated, with the integration of radios and a transition towards being base station antenna (BSA)-specific," said Ray Bibisi, executive vice president of sales for North America, RFS. "Sal Betro is highly qualified to help our customers navigate these evolving technologies and take their communications systems to the next level. We are confident that his extensive sales leadership and network wireless experience make him the ideal fit for RFS."

Previously, Betro sold complex networks, switching core and RAN, for 3G and 4G voice and data and 4G/LTE. He was the recipient of the prestigious Sales Leader Council Award in 2001 and holds a US patent related to intelligent systems for dynamic resource management.

"I appreciate the value that RFS puts on its customer relationships and look forward to nurturing those relationships even further and applying my experience to helping RFS customers identify the solutions that are best suited to meet their needs as they expand 4G data offerings and beyond," said Betro.

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### About RFS

Radio Frequency Systems (RFS) is a global designer and manufacturer of cable, antenna and tower systems, as well as active and passive RF conditioning modules, providing total-package solutions for outdoor and indoor wireless infrastructure. RFS serves OEMs, distributors, system integrators, operators and installers. Its customers currently include the four largest wireless carriers, the majority of tier 2 and 3 wireless carriers in North America and many of the top wireless and microwave OEMS worldwide.



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For more than 70 years, RFS has provided its customers world-class service that today is backed by a global presence of nine manufacturing facilities worldwide and sales and technical support centers in 23 countries. RFS offers advanced engineering capabilities, superior field support, and expert technical assistance and training to provide scalable, flexible, future-proof and lightweight end-to-end solutions optimized across the entire RF chain. As an ISO-compliant organization, RFS solutions offer proven longevity, premium performance and unrivalled quality.

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