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Smartware Group Appoints New Sales Manager With 20 Years of CMMS Sales & Engineering Experience

CENTER HARBOR, NH – MAY 9, 2011 – Smartware Group, Inc.,

www.bigfootcmms.com, the premier provider of **Bigfoot CMMS** (computerized maintenance management software) for optimizing maintenance of facility and operations equipment, welcomed CMMS veteran Don Scrapper as sales manager. Scrapper will run daily operations of Bigfoot CMMS sales, train and grow the sales team and drive product revenues.

“Don is a ‘real find’ for Smartware Group,” said Marc Bromberg, vice president of sales. “With his longevity in the CMMS market and intimate understanding of organizational maintenance operations, Don is truly an industry expert. We look forward to collaborating with him in taking Smartware Group to its next stage of growth.”

“Having worked with a number of CMMS/EAM products, I value the simplicity of Smartware Group’s Bigfoot maintenance solution,” said Scrapper. “Its breadth of functionality and ease of use allows organizations to see quick results, which is a unique proposition within the CMMS/EAM industry. I’m excited to have the opportunity to work with the Smartware team in increasing the Bigfoot imprint within new and existing markets worldwide.”

With degrees in industrial, and health and safety engineering technology, Scrapper brings nearly two decades in successful sales and implementation of CMMS and enterprise asset management (EAM) solutions to Smartware Group. Starting in 1989, Scrapper sourced and installed a leading EAM solution at Universal Studios in Florida. He was subsequently recruited by the solution provider, Maintenance Automation in 1993 (now a subsidiary of IBM) to run strategic accounts where he played a major role in growing sales 300 percent in less than three years.



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Scrapler continued selling CMMS and EAM products in both traditional onsite and SaaS models for several companies, including Tabware CMMS Group (now AssetPoint) and Strategic Maintenance Planning Ltd. in the UK. As vice president of sales and marketing at CMMS/EAM start-up EPAC Software Technologies, Scrapler created a sales organization and initiated marketing strategies that culminated in a 600-percent increase in annual sales over a nine-year span.

About Smartware Group, Inc.

Smartware Group, Inc., headquartered in Center Harbor, N.H., develops and services Bigfoot CMMS (computerized maintenance management software) for a variety of business environments, from data centers to manufacturing plant floors to convention centers and stadiums.

Since 2002, Bigfoot has helped more than 1,400 customers worldwide improve facility and equipment maintenance operations with advanced capabilities that include preventive maintenance (PMs) and predictive maintenance, work order scheduling, maintenance requests, asset life cycle management, parts replacement inventory, and built-in reporting. Bigfoot CMMS's native functionality paired with its intuitive design allows maintenance professionals to implement the solution and get results quickly, often in a matter of weeks. To learn more about Bigfoot CMMS, visit www.bigfootcmms.com.

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