

Leonardo:
**Law enforcement technology manufacturer
expands Triad operations**

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Italian aerospace, defense and security tech company Leonardo has expanded its law enforcement technology systems division to a different Triad location after outgrowing its old location in south Greensboro.

Previously located at 205-H Creek Ridge Road, Leonardo cut the ribbon on Monday at its new 30,000 square foot facility at 4221 Tudor Lane ... [in] High Point, an expansion that doubles the size of its facilities. The new facility has a Greensboro address, but is located in Piedmont Centre in High Point.

Leonardo's [High Point] headquarters has been and will continue to be responsible for developing and manufacturing all of the company's ELSAG automatic license plate recognition product, a system which allows law enforcement to mount cameras and capture over 30 photo images of license plates per second.

The company invested \$250,000 in its new facility, which will produce over 1,600 units of its plate recognition system for the 4,100 local, state and federal agencies in 21 countries Leonardo currently serves.

Nate Maloney, vice president of marketing and communication, told Triad Business Journal that when he began working at Leonardo in 2008, the [local] division had about 500 customers, but increased demand for the plate recognition software has driven that number over 4,000 in the past 10 years.

Maloney told TBJ demand for the system increased as law enforcement agencies learned how to better utilize the product. Initially, agencies used the system primarily for traffic law enforcement and to identify stolen vehicles. But now, law enforcement is using the system and the immense data it collects to investigate ongoing criminal activity and "weed out the needle in the haystack," Maloney said.

Leonardo currently employees 39 people in [High Point], but the new facility is sized for 60 employees, Maloney told TBJ. The company recently hired two engineers, and Maloney expects more hires in the first quarter of 2018.

Maloney said future hires will also be engineers, with salaries upwards of \$70,000.

In order to serve all of its customers as the sole manufacturing facility of Leonardo's plate recognition system, the company has contracted with almost 350 regional vendors. The new location puts Leonardo closer to its vendors and "gives them the ability to come directly to the facility to sell products," Maloney said.