



INSOMNIAC Kiosk Operates 1100 Unit Facility in Downtown Indianapolis

Self Service Kiosk Pays for Itself in Less than Twelve Months

PHOENIX, Arizona – November 18, 2008 – OpenTech Alliance, Inc., today announced that the owner of Self Storage of America has been successfully operating his 1100 unit facility in Indianapolis for over 2 years with one off site property manager and an INSOMNIAC 500, OpenTech's lowest priced rental kiosk. The payroll savings of using the kiosk as the part time manager more than paid for the kiosk investment in less than 12 months, while the significant amount of incremental rentals went straight to the bottom line. The kiosk has rented over 290 units in the past 24 months averaging 12 rentals a month and collecting over \$255,778 in rental fees.

Robert Walker, Owner of Self Storage of America said "The INSOMNIAC kiosk is invaluable to my business. In this tough economic climate the kiosk has enabled me to undercut the market and still be open when my competitors are not. The kiosk has become my 24 hour part-time manager and salesperson allowing me to eliminate staffing expenses on Sundays, Mondays, and all Holidays. I only have one full time manager onsite five days a week, instead of seven days a week which saves me over \$10,000 annually. I was very pleased this Labor Day when the kiosk rented 6 units and processed 39 payments bringing in \$3,229.55 on a Holiday I was typically closed. It is one of the best employees I have ever had."

Mr. Walker continued, "I was surprised at how many people use the kiosk every month and do not seem to mind that there is not a manager on duty to help them rent a unit or make a payment. In the pass quarter it has rented 53 units and processed 510 payments totaling \$40,677 in total transactions. I was so pleased with the results I purchased an INSOMNIAC 700 a few months ago for my second facility and it rented 25 units last quarter."

At \$11,000 the INSOMNIAC 500 is OpenTech's lowest priced rental kiosk. It is outfitted with many great features, a built in bright 15" touch screen, digital video camera, credit card reader, check reader, bill acceptor to validate and record currency denominations from \$1 to \$100, 1 tray lock dispenser that dispenses 7 locks.

It shares the same chassis as the 700, so it can be upgraded later on if the need arises and fits almost anywhere thanks to its accommodating size and installation options. The 500 uses the same open technology platform as all INSOMNIACs, meaning it connects seamlessly with all property management software's provided by our Alliance Partners and can work side-by-side with other INSOMNIAC models. Looks may be deceiving, but there's no denying the 500 will improve your bottom line while providing your customers with a new level of convenience.

Self Storage of America is located at 7339 E Washington St. Indianapolis, IN. For more information, please call (317) 322-7867.

OpenTech Alliance, Inc. is the leading developer of self-storage kiosks. OpenTech's INSOMNIAC kiosks enable customers to rent units, make payments, purchase locks, and update their accounts 24 hours a day on their own without a manager's assistance. For more information about OpenTech, please visit www.opentechalliance.com or call (602) 749-9370.

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