



INSOMNIAC™
The self-storage kiosk.

Press Release

Anne Ballard and Carol Shipley join OpenTech Advisory Board

SCOTTSDALE, Arizona – July 13, 2004 – OpenTech Alliance, Inc. announced today that M. Anne Ballard, Founder and President of Universal Management Company, and Carol Shipley, President of United Stor-All Management LLC, have joined the company's Advisory Board. They join other members of OpenTech's Advisory Board including, Pamela Alton, owner of Mini-Management Services, Diane M. Gibson, owner of Cox's Armored Mini Storage Management, Inc., Raymond E. McRae, Vice President and Director of Operations for Storage Solutions, and Franklin Young, Director of Sales and Marketing for DBCi.

“Our Advisory Board has been invaluable to us as we build the next generation of INSOMNIAC kiosks,” said Robert Chiti, OpenTech's CEO. “Anne and Carol are superior additions to our already excellent team. I'm confident they'll help ensure our products continue to be the best in the industry.”

“Competition and rapid growth means self-storage owners need to continuously re-evaluate how they do business,” commented Anne Ballard. “I like that OpenTech brings to the table innovative solutions that have the potential to increase profits and overall site performance, while bringing unprecedented service to tenants.”

“I'm very interested in what OpenTech is doing,” said Carol Shipley. “Kiosks seem to be impacting many different industries in a very positive manner. I'm looking forward to working with them, helping, and watching them blossom into something that will be first-rate for the self-storage industry.”

Anne Ballard is Founder and President of Universal Management Company (www.universalmanagementcompany.com). Universal manages thirty plus self-storage facilities in Georgia, Virginia, South Carolina, North Carolina, Louisiana, New York, Massachusetts, and Oklahoma and does work for several portfolio clients in Europe and Australia. Universal is ranked among the Top 50 Operators by Inside Self Storage Magazine and Messenger Magazine. Anne is a frequent speaker at SSA and ISS conferences as well as international and state self-storage organizations.

Carol Shipley is President of United Stor-All Management LLC (www.unitedstorallcenters.com), which operates more than forty self-storage facilities for partner company United Stor-All Centers and for third-party owners. Previously, she served as Senior Vice President of Storage-USA, one of the premier self-storage companies in North America. She also served as President of the National Board of Directors of the Self Storage Association in 1998, and is a frequent speaker at self-storage industry events.

About OpenTech Alliance, Inc.

OpenTech Alliance, Inc. has developed INSOMNIAC, the self-storage kiosk that improves customer service, reduces operating costs and increases revenue for self-storage facilities. For more information on OpenTech, please visit www.opentechalliance.com or call (480) 235-4528.

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