

## **OpenTech Alliance Announces it is “Open”**

### **Launch of Independent Self-Storage Kiosk Vendor Great for Everyone**

SCOTTSDALE, Arizona – October 28, 2003 – OpenTech Alliance, Inc. announced today that it has officially opened its doors to the public. For the last nine months, the developer of self-service kiosks for the self-storage industry has been in “quiet mode,” preparing for today’s public launch.

OpenTech is a revolutionary, new kind of company in the self-storage industry. From conception, the company’s business model is meant to encourage cooperation within the industry instead of competition. Key to this strategy is its flagship product – Insomniac – the industry’s first and only vendor neutral self-service kiosk.

“OpenTech is defining a new standard for how vendors in the self-storage industry can work together to simplify the life of a self-storage operator,” said Robert Chiti, OpenTech’s CEO. “Our technology is built from the ground up to seamlessly integrate with multiple property management software systems so customers can choose which vendor or vendors work best for them.”

Last month OpenTech sent invitations to the leading property management software vendors asking them to join OpenTech in creating this open self-service solution. OpenTech is now working with developers from most of these companies to ensure new tenant rentals and payments processed through the Insomniac kiosk will flow seamlessly into their customers’ property management databases.

Diane Gibson, owner of Cox's Armored Mini Storage Management, commented, “I applaud OpenTech and the other vendors that are working with them for promoting cooperation within the industry. This should make it easier to install self-service kiosks at existing facilities since you won’t have to change the management software that is already running the property.”

OpenTech will be formally announcing its partner program next week. To learn more about how to become part of this announcement, please call (480) 235-4528 or visit [www.opentechalliance.com](http://www.opentechalliance.com).

#### **About OpenTech Alliance, Inc.**

OpenTech Alliance, Inc. has developed a vendor neutral, self-service kiosk that improves customer service, reduces operating costs and increases revenue for self-storage facilities. For more information about OpenTech, please visit [www.opentechalliance.com](http://www.opentechalliance.com) or call (480) 235-4528.

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