

OpenTech Names Vice President of Business Development

PHOENIX, Arizona – March 2, 2007 – OpenTech Alliance, Inc., the makers of INSOMNIAC™ self-storage kiosks, announced today it has hired Larry Rolando as Vice President of Business Development. Mr. Rolando has been in the computer and software industry for the last 20 years and has held sales positions at Software 2000 / Infinium, Blue Martini, and NCR. Most recently, Mr. Rolando was Vice President of North American Sales for Silvon Software, an Enterprise Performance Management provider.

“Larry has served as an executive advisor to our company and me since OpenTech’s launch,” said Robert Chiti, OpenTech’s CEO. “We’re excited he has decided to join us fulltime to build our Business Development organization. His sales experience and business savvy will be a valuable addition to our executive team.”



Larry Rolando, OpenTech’s Vice President of Business Development

“OpenTech has impressed me since they opened their doors four years ago,” said Larry Rolando. “By introducing self-service and automation to the self-storage industry, they’ve changed self-storage economics, enabling owners to dramatically increase revenues and provide a new level of customer convenience. This is a rocket ship I want to be a part of and look forward to joining the team.”

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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