

FOR IMMEDIATE RELEASE

OptConnect's Matt Warner Recognized as 2020 SAMY Award Winner

(SILICON SLOPES, Utah) January 23, 2020 – OptConnect, a leader in the managed wireless connectivity industry, today announced that Matt Warner, Director of Channel Management at OptConnect, was recognized as Sales Professional of the Year by Utah Business Magazine. The SAMY (Sales & Marketer of the Year) awards recognize Utah's top sales and marketing professionals who have had a significant and measurable impact on their company's bottom line.

"We are incredibly proud of Matt for being recognized for his hard work and leadership," said Chris Baird, President and CEO of OptConnect. "Matt knows the ins and outs of what it means to be an OptConnect salesman and consistently sets the bar for the rest of the sales team by putting the customer first and focusing on solving their business connectivity problems."

Warner joined OptConnect in June of 2010 and has risen the ranks from Sales Manager to Operations Manager to Director of Channel Management. In his role, Matt is responsible for our indirect channel partners (Certified Partner Program) that consists of OptConnect Resellers and Remarketers. This division of OptConnect's business accounts for a large percentage of the total of all OptConnect sales. Due to his drive and leadership, he is being honored in the category of Sales Professional of the Year.

"I am tremendously grateful and honored to be a recipient of the SAMY award," said Matt Warner, Director of Channel Management at OptConnect. "I feel very fortunate that I had such great examples and mentors along the way that helped me to become the sales professional I am today. This achievement means a lot to me and I'm thankful to be a part of such a hardworking team and supportive company."

Warner is OptConnect's second consecutive employee to be recognized by the SAMY awards. Last year, Andrew DeLaMare, Sales Director of Key Accounts at OptConnect, was also recognized as Sales Professional of the Year.

"Every year, Utah Business elects our state's best sales and marketing executives based on successful campaigns run by those individuals and groups," said Elle Griffin, Editor-In-Chief at Utah Business Magazine. "We had some very creative contenders this year and want to congratulate our winners who went above and beyond their roles."

SAMY winners will be featured in the January issue of Utah Business Magazine and will also be honored at a luncheon at the Grand America on Thursday, Friday January 24th.

To view a full list of 2020 SAMY winners, visit <https://www.utahbusiness.com/2020-samys-awards/>. For more information about OptConnect, please visit <http://www.optconnect.com>.

About Utah Business Magazine

Utah Business magazine is Utah's only statewide business publication. Olympus Publishers produces the monthly Utah Business magazine; an annual Book of Lists, comprehensive information and rankings about the state's industries, from accounting firms to web designers; the annual Business Utah, the official publication of Utah's Governor's Office of Economic Development; and the quarterly Wasatch Digital iQ magazine, which connects Utah's business and technology community and delivers a Daily iQ e-mail news service. For more information, please visit <http://www.utahbusiness.com>.

About OptConnect

OptConnect is North America's leading provider of managed service wireless connectivity for ATMs, Smart Safes, Kiosks, Micro Markets, Digital Signage, and many other IoT/M2M applications. OptConnect provides a secure and reliable monitored wireless connection to the internet for unattended equipment that is easy, low-risk, and convenient: All supported by a superior customer service infrastructure. OptConnect has spent 10+ years perfecting managed wireless services so that customers can focus on their core business strengths without having to deal with the delays, complexities, and frustrations of typical cellular deployments. OptConnect's fully managed solution provides Connectivity-as-a-Service for M2M and IoT applications that are simple and easy to implement. For more information, please visit <http://www.optconnect.com>.

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Media Contact

Kevin Dalton

Marketing Director

OptConnect

Kevin.Dalton@OptConnect.com