

FOR IMMEDIATE RELEASE

OptConnect Announces Strategic Partnership with EMSAR

EMSAR offers OptConnect products and services nationwide

(SILICON SLOPES, Utah) July 14, 2020 – OptConnect Management, LLC., announced a strategic partnership with EMSAR, LLC. The new partnership allows EMSAR the ability to offer OptConnect’s managed connectivity services that enables companies to leverage EMSAR’s nationwide field services for first and second line maintenance while also selling, maintaining and supporting their connectivity.

EMSAR is a customer centric service organization that specializes in the entire lifecycle of professional field service support for global leaders in the healthcare & life science, security and self-service kiosk industries. EMSAR assists its clients in designing comprehensive field service programs, installing equipment, preventative maintenance programs, repair services, including managing regulated field change orders, and overseeing final decommissioning of sensitive equipment.

“This new partnership enables EMSAR to continue providing our customer this new service and provide a true turnkey solution in our different vertical” said Luc Vallieres at EMSAR. “Not only can we now service the equipment onsite but with OptConnect cutting edge platform we can help our customer remotely and provide them with quicker resolution times.”

The addition of OptConnect products to the EMSAR portfolio enables customers to get to market faster and maintain uptime. Organizations can now use EMSAR for multiple services beyond equipment installation or preventative maintenance. EMSAR has a full range of capabilities that now include selling, installing and supporting OptConnect’s cellular equipment.

“The EMSAR partnership has tremendous bi-lateral value for our organizations,” said Matt Warner, Director of Channel Management at OptConnect. “Not only can companies use EMSAR services for installing and maintaining their equipment, but they now have the ability to utilize EMSAR’s cellular program leveraging OptConnect’s connectivity services. EMSAR’s customer can have the confidence that their services are completely covered. Additionally, OptConnect can recommend utilizing EMSAR to our customer base for any field service’s needs.”

For more information about OptConnect, please visit <http://www.optconnect.com>. For more information on EMSAR, please visit www.emsar.com.

About EMSAR

EMSAR, founded in 1998, is a passionate, professional and customer centric service organization that specializes in the entire life-cycle of professional field service support for global leaders in the healthcare & life science, security and self-service kiosk industries. EMSAR assists its clients in designing comprehensive field service programs, installing equipment, preventative maintenance programs, repair services, including managing regulated field change orders, and overseeing final decommissioning of sensitive equipment. For more information please visit www.emsar.com or contact us at sales@emsar.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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