



**FOR IMMEDIATE RELEASE**

## **OptConnect Announces Strategic Partnership with Vendors Exchange International**

(SILICON SLOPES, Utah) July 22, 2022 – OptConnect, a longtime leader in managed wireless services, today announced a strategic partnership with Vendors Exchange International. The new partnership gives Vendors Exchange the ability to offer OptConnect’s managed connectivity services while enabling companies to also leverage Vendors Exchange’s robust technology product offering.

For 60 years, Vendors Exchange International (VE) has been a market leader in high quality, value-based solutions for the vending industry, ranging from vending equipment and kiosks to replacement parts, control boards and electronic repair.

"We're beyond excited about the strategic partnership with Vendors Exchange," said TJ Carter, Director of Channel Sales at OptConnect. "Their offerings bundled with the OptConnect managed connectivity solutions are a perfect fit for vending operators across the country."

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

"We're excited about our partnership with OptConnect and the services our combined products will provide the convenience services industry," said Kevin Jones, Vice President of Marketing at Vendors Exchange, "Coupling OptConnect’s managed connectivity solution with our market-leading technology products allows us to further execute our mission of maximizing our customer’s success through innovative solutions."

For more information about Vendors Exchange, please visit <https://www.veii.com>. For more information about OptConnect, please visit <http://www.optconnect.com>.

### About Vendors Exchange

Headquartered in Cleveland, Ohio since 1959, Vendors Exchange International (VE) is a market leader in high-quality solutions for the vending industry, ranging from re-manufactured vending equipment to replacement parts, graphics to electronic repair. Through a culture of innovation, VE continues to introduce breakthrough advances such as the Revision Door, CURVE, UCB, VE Kiosk, and the innovative Café CURVE. For further information, call Vendors Exchange at 1.800.321.2311



### 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.

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