



FOR IMMEDIATE RELEASE

OptConnect Hires IoT Expert Derrick Calderon to Expand Distribution Channels

(SILICON SLOPES, Utah) August 19, 2021 – OptConnect, a longtime leader in managed wireless services, today announced that they have hired Derrick Calderon as Director of Channel Sales. Calderon is a highly experienced business development executive with extensive experience in the telecom and IoT industry.

Calderon has been an active contributor to the IoT space for over 10 years where he has built teams to develop, deploy and manage various IoT solutions throughout North America and Latin America. Most recently, Calderon played the leading role in building Cox Communication's Smart City go-to-market strategy.

“OptConnect has built a solid reputation in the industry, and I’ve enjoyed seeing their success from the sidelines,” said Calderon. “Having spent 10 years in the industry, finding companies that create value for their customers is a challenge. OptConnect’s vision and roadmap to widen its reach while continuing to create value for its customers in a disruptive way is exciting. I’m excited to be a part of it.”

Given Calderon’s strong relationships and experience within IoT, Calderon will build and execute OptConnect’s distribution go-to-market strategy to widen the reach of OptConnect’s managed services offering.

"Derrick brings a rich and deep IoT experience with him to OptConnect and allows us to focus on opportunities we have only been able to talk about," said Wayne Vandekraak, Chief Sales Officer at OptConnect. "With Derrick on board we can actually start executing on them."

By adding employees like Calderon, OptConnect continues to see phenomenal growth. This sustained growth has landed OptConnect on the Inc. 5000 list of the nation's fastest growing companies for 4 years in a row. As OptConnect continues its momentum and growth, employees like Calderon are helping expand the company's presence in additional markets and IoT as a whole.

For more information about OptConnect, please visit www.optconnect.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.

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