PTI Security Systems and XPS Form Strategic Partnership

Firms to combine their innovative cloud and mobile technology to enhance the self-storage industry

[SCOTTSDALE, AZ - March 29, 2018]

PTI Security Systems, the leading provider of access-control and security solutions for the self-storage industry with over 36,000 installations globally, announced that it has entered into a strategic partnership with XPS Solutions, the longest tenured provider of centralized sales and support solutions for properties in the self-storage industry.

This strategic partnership has been established to enable PTI to bundle the XPS offerings which include reputation, mobile, payment processing and integrated call support for tenants of client properties with PTI's new Self-Storage Internet of Things Platform(SSIoT) PTI CORE™. The partnership enables both companies to provide an expanded and integrated offering for the self-storage industry.

Franklin Young, CEO of PTI Security Systems spoke to the aligned strategy of the two companies, "At PTI, improving the customer experience is what drives us, and we've entered into this strategic partnership with XPS Solutions to bring our customers the cloud solution they've asked for. Everything we're developing at PTI—from A.I. to facility automation to mobile solutions—began with our customer's needs in mind. All innovations from PTI must accomplish two things; create a world class experience for each facility's tenants and maximize the operational excellence at each site. It's really that simple. PTI CORE™ accomplishes those goals".

"The opportunity for XPS to partner with fellow innovator PTI Security Systems opens new doors that the industry hasn't had available until now. Together, we'll create a unique tenant-centric offering for the industry that enhances the tenant experience with every contact, access and payment ultimately aimed at extending the average tenant stay," states John Traver, CEO of XPS Solutions.

About PTI Security Systems: PTI has been in the access-control and technology business since 1979, and is the most trusted name in self-storage security. To date, there are 36,000

installations of PTI products in self-storage facilities in more than 30 countries. PTI provides the most innovative, durable, and reliable security products available today, and offers a wide range of integrated security solutions that help create a seamless experience for both renters and self-storage owners and operators. PTI's industry leading security solutions include: the EasyCode mobile app, the #1 selling access control system worldwide in self-storage, wired and wireless door alarms, and PTI CORE™ the self-storage industry's only cloud based SSIoT Platform designed to help you manage your security system in real-time from anywhere on Earth. For more information about PTI, please visit **www.ptisecurity.com**.

About XPS: XPS Solutions is headquartered in Richardson, Texas (**www.XPSUSA.com**) and is the longest tenured centralized sales and support center in the self-storage industry established in 2000. XPS provides properties with an integrated mobile application for tenants, reputation solution to drive SEO, payment processing and IVR solutions and voice and chat solutions designed to capture more rentals and enhance the stay of tenants.

Media Contacts:

Leeann Fleming

PTI Security Systems

Tel: 480-568-3448

Email: **lfleming@ptisecurity.com**

Website: **www.ptisecurity.com**

Rob Canales

XPS Solutions

Tel: 972-865-4247

Email: rcanales@xpsusa.com

Website: www.XPSUSA.com

###