

OpenTech Alliance Signs Letter of Intent to Acquire Netherlands-Based SAM Systems

Proposed acquisition would expand OpenTech's global portfolio with proven smart-lock technology developed for self storage

PHOENIX, AZ, UNITED STATES, August 25, 2026 /EINPresswire.com/ -- [OpenTech Alliance](#), the PropTech leader in self storage, today announced it has signed a Letter of Intent to acquire [SAM Systems B.V.](#), a Netherlands-based access technology company and developer of an NFC latch lock. The deal is expected to close in early Q4 of this year.



The agreement reflects OpenTech's strategy to seek out proven technology worldwide and make it available to self storage operators across markets. The acquisition would strengthen the company's European presence and add a keyless access option priced under \$100 per lock to its IoE ecosystem. The product is projected to be available in Q1 2027.

“

The market has answered the question of whether tenants and operators will embrace keyless access. SAM Systems has developed a solution that works and is very affordable.”

*Robert A. Chiti, CEO of
OpenTech Alliance*

“The market has answered the question of whether tenants and operators will embrace keyless access,” said Robert A. Chiti, CEO of OpenTech Alliance. “We are entering the next phase, where owners are considering how to scale it across an entire portfolio. That requires choice in hardware, infrastructure and investment while maintaining a reliable experience for employees and tenants. SAM Systems has developed a solution that works and is very

affordable.”

Industry estimates indicate approximately 500,000 smart locks are now deployed at self storage facilities globally, moving keyless access from an emerging technology toward an increasingly important part of the tenant journey.

Developed specifically for self storage, the SAM Systems lock is a wireless smart lock that provides simple, secure and reliable smartphone access, powered by BLE and NFC working in tandem. Its double-tap function simplifies mobile entry: the first tap launches the application, and the second opens the unit instantly. Built for demanding environments, the lock includes robust metal components made from high-quality V2A stainless steel and an IP-55 water resistant rating.

Made in Germany, the lock incorporates core technology that has been tested and proven for more than 8 years and used in thousands of devices.

OpenTech and SAM Systems representatives will meet with operators and demonstrate the technology at the Self Storage Association Fall Conference & Trade Show in Las Vegas (Booth 1321), September 9–10, and the FEDESSA Conference & Trade Show in Weisbaden (Stand 5), September 22–24. For more information, visit the OpenTech booth at either show or [contact the company](#) today.

Kimberly Robinson

OpenTech Alliance

+1 602-324-8698

[email us here](#)

Visit us on social media:

[LinkedIn](#)

[Instagram](#)

[Facebook](#)

[YouTube](#)

[Other](#)

This press release can be viewed online at: <https://www.einpresswire.com/article/936953329>

EIN Presswire's priority is source transparency. We do not allow opaque clients, and our editors try to be careful about weeding out false and misleading content. As a user, if you see something we have missed, please do bring it to our attention. Your help is welcome. EIN Presswire, Everyone's Internet News Presswire™, tries to define some of the boundaries that are reasonable in today's world. Please see our Editorial Guidelines for more information.

© 1995-2026 Newsmatics Inc. All Right Reserved.