Datrose Partners with Smiota on Innovative Approach to Automate Deliveries

Business process expertise combined with world-class automation software and smart lockers creates a unique opportunity for universities, retailers, corporations and property managers to gain a competitive advantage.

ROCHESTER, NEW YORK, August 15, 2019 - Datrose, a global leader in business process solutions, has announced their partnership with Smiota, a major cloud-based IoT technology platform company that provides package management solutions for the last-yard deliveries bringing secure exchange of physical goods across all industries.

This strategic partnership integrates Datrose's track record of driving business process excellence through innovative solutions with Smiota's best-in-class package delivery technology and expertise. Since Datrose is always looking to offer the most up-to-date, innovative and forward-thinking solutions to their clients, this win/win partnership expands their capabilities and ensures their clients that they will receive the most advanced and efficient solutions on the market. For Smiota, this partnership extends their reach to new clients in all verticals, from university and residential to corporate and retail.

"We're very excited to partner with Smiota to expand the adoption of advanced and automated package management solutions," said Cheryl Leader, Datrose President and COO. "Our four decades of experience and established client base coupled with Smiota's industry-leading technology will create a unique opportunity for clients to gain a competitive advantage in cutting edge package management solutions."

"Smiota is excited to partner with Datrose to bring innovation and automation into the management of mail, parcels, and office spaces," said Waheed Rasheed, CMO of Smiota, Inc. "Smiota's software delivery platform and Datrose's deep experience in university and corporate facilities management will offer the best user experience to students, staff and employees."

With e-commerce on the rise, it's never been more important for universities, retailers, corporations and property managers to streamline the delivery, pick-up and return of packages and groceries. Smart Lockers are increasingly being deployed to meet the growing demands of speed and convenience across all industries.

About Smiota

Located in Pleasanton, California, Smiota Inc. provides a cloud-based platform, locker operating system, applications and services that facilitate secure exchange of physical goods across all industries and walks of life. Smiota platform provides complete chain of custody, security, convenience and real-time analytics and reporting. These features and more are available as secure Application Programmers Interface (APIs) for partners (Yardi, Realpage and others) and third party software developers to use with their own custom solutions.

About Datrose

Headquartered in Webster, NY, Datrose has been providing top quality, highly efficient business process solutions for 43 years. They offer a wide array of BPO services including Delivery Automation/Smart Lockers, AP Automation/Invoice Processing, Impact Sourcing, and Recruitment and Staff Augmentation. Additionally, they are dedicated to helping employ our nation's Veterans through their Salute And Recruit Program. For more information about Datrose and their services, please visit **www.datrose.com.**