

Siyata's Glenn Kennedy on addressing the communication needs of commercial fleet vehicles in North America

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"The market that we are addressing is specifically for commercial fleet vehicles. Throughout North America, there are approximately 17 million commercial fleet vehicles that are on the road. We think we have a solution that is new, that is unique, that is in demand both by the customers who are operating these vehicles and also by the cellular wireless carriers both in the US and Canada." States Glenn Kennedy, Vice President of Sales at [Siyata Mobile Inc.](#) (TSXV: SIM | OTCQX: SYATF), in an interview with InvestorIntel's Tracy Weslosky.

Glenn went on to provide an update on Siyata's deal with AT&T. He said that Siyata had its device certified and ready for sale with AT&T in the month of June of 2019. The company received its first US purchase order from a customer to equip their fleet of yellow school buses. He added that Siyata has a robust sales pipeline of other opportunities with AT&T customers who are looking at Siyata's technology because they can't get a solution like that from anyone else.

To access the complete interview, [click here](#)

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Glenn Kennedy on Siyata Mobile's strong sales pipeline following a deal with AT&T

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"We have recently signed a deal with AT&T and we think that is going to lead to some great sales opportunities down the road. We are working with other wireless carriers too. We are at a tipping point for our company." States Glenn Kennedy, Vice President of Sales at [Siyata Mobile Inc.](#) (TSXV: SIM | OTCQX: SYATF), in an interview with InvestorIntel's Tracy Weslosky.

Glenn further added that in the United States a special network called FirstNet was created for First Responders (police officers, ambulance, firemen) to communicate in case of emergencies. Siyata's products have been created so that they can work on this special network and there are very few products in the market that can do that. He also said that the company is forecasting strong sales growth quarter over quarter and year over year. As Siyata has now made some carrier launches and is working on other carrier launches too, the company sees a strong sales pipeline.

To access the complete interview, [click here](#)

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CEO Marc Seelenfreund on Siyata Mobile leading the way in Commercial Vehicle Communications Devices

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“We have been working for past two years to launch at US carriers. We launched at Bell at the end of last year. This is a very long process and very few companies are able to actually achieve device approvals at the US carriers. We actually got our first purchase order from one of the largest carriers in the United States to do a trial with one of their leading customers and that was the PR that we put out. We are going to be launching our product with AT&T, its already a public information that was part of the PR that we put out. We are going to launching both with AT&T Network and also with the First Responders Network, the FirstNet. Between the two of those it is a multibillion-dollar opportunity for us...” States Marc Seelenfreund, CEO and Chairman of [Siyata Mobile Inc.](#) (TSXV: SIM | OTCQX: SYATF), in an interview with InvestorIntel’s Tracy Weslosky.

Marc went on to discuss their goal to work with the two largest US cellular carriers this year and a noticeable increase in US based investors. Marc also discusses their Uniden® UV350 fleet communication device, and how Siyata is one of the only companies to develop and sell a smart phone that is dedicated to commercial vehicles, targeting a market of over 13 million commercial vehicles in North America alone.

To access the complete interview, [click here](#)

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Siyata CEO on transforming mobile technology for commercial vehicles

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“It is really next generation technology that is replacing push-to-talk technology that has been in the world until now from land mobile radio...we are doing this over cellular networks.”—states Marc Seelenfreund CEO and Chairman of [Siyata Mobile Inc.](#) (TSXV: SIM | OTCQX: SYATF) in an interview with InvestorIntel’s Jeff Wareham.

Jeff Wareham: Who is your target client?

Marc Seelenfreund: Our target market are the millions of commercial vehicles in North America and globally. Just to give you an idea the size of the market, there is over 12 million commercial vehicles just in the United States and Canada. Globally there is over 50 million commercial vehicles. It is a very large-scale market that we are going after. Our goal is to replace these old antique two-way radio systems and replace them with next generation push-to-talk over cellular systems that we make.

Jeff Wareham: Is there a big recurring revenue element to it?

Marc Seelenfreund: The recurring revenue element comes from third-party software that we sell together; we bundle with our products. We do not actually develop applications. We work with third-party applications. We think we can gain a lot of recurring revenue from those third-party applications.

Jeff Wareham: How do you sell this product Marc?

Marc Seelenfreund: Our sales are done mainly through cellular operators and their dealers. We do not sell to the end customer. We do not sell to actual fleets. We work with cellular operators and then they go and sell to their customer base. It allows us to leverage the cellular operators' sales forces to their enterprise customers and then get our devices into those fleets...to access the complete interview, [click here](#)

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