

Duos Technologies Appoints Thomas Hughes as Vice President of Sales

JACKSONVILLE, FL / ACCESSWIRE / December 6, 2022/ [Duos Technologies Group, Inc.](#) ("Duos" or the "Company") (NASDAQ:DUOT), through its operating subsidiary Duos Technologies, Inc., a provider of machine vision and artificial intelligence that analyzes fast moving trains and trucks, today announced the appointment of industry veteran Thomas Hughes as its Vice President of Sales. In this newly created role Hughes will report directly to [Senior VP of Sales and Marketing Matt Keepman](#) and will be responsible for supporting the Company's commercial and go-to-market strategies for its new subscription offerings.

Hughes brings over thirty years of experience in sales management roles for high-growth software and hardware companies. Most recently, he was an Account Executive for Global & Strategic Accounts at Celonis where he developed go-to-market materials for process and task mining, as well as process optimization. Prior to that, Hughes was Director, Digital Enterprise Solutions at Wabtec and GE Transportation where he served as industry lead for several Class 1 railroads. Hughes also held various senior sales roles at IBM.

Hughes's appointment supports the Company's ongoing plan to build out its offerings to private railcar owners, lessors, and shippers via inspection data subscription plans. Hughes will leverage more than three decades of sales experience to optimize internal processes with a key focus on driving topline growth in targeted customer segments.

"Tom is a key addition to our growing sales team and will be essential in helping us capitalize on the momentum of our subscription offering in the coming quarters," said Duos Senior VP of Sales and Marketing Matt Keepman. "As we continue to refine our sales process and expand our go-to-market strategy, we will grow our resources to support those efforts. Tom has a proven track record within our industry and at other leading global technology organizations. He is a great fit for Duos' expanded sales initiatives as we look to provide a wider range of technology enabled solutions."

"I look forward to joining the Duos team at such a critical inflection point in their business development," added Hughes. "Duos' Railcar Inspection Portals ("[rip®](#)" or "RIP") are a technological game changer for the rail industry. There is a tremendous opportunity to assist our customers in critical areas by leveraging the machine vision and artificial intelligence technologies. Matt and the senior management team have already taken great steps to build out a robust sales process, and I plan to further support that foundation with the best practices I've employed at leading global sales organizations throughout my career."

About Duos Technologies Group, Inc.

Duos Technologies Group, Inc. (Nasdaq: DUOT), based in Jacksonville, Florida, through its wholly owned subsidiary, Duos Technologies, Inc., designs, develops, deploys and operates intelligent vision based technology solutions supporting rail, logistics, intermodal and

government customers that streamline operations, improve safety and reduce costs. The Company provides cutting edge solutions that automate the mechanical and security inspection of fast-moving trains, trucks and automobiles through a broad range of proprietary hardware, software, information technology and artificial intelligence. For more information, visit www.duostech.com.

Forward- Looking Statements

This news release includes forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, regarding, among other things our plans, strategies and prospects -- both business and financial. Although we believe that our plans, intentions and expectations reflected in or suggested by these forward-looking statements are reasonable, we cannot assure you that we will achieve or realize these plans, intentions or expectations. Forward-looking statements are inherently subject to risks, uncertainties and assumptions. Many of the forward-looking statements contained in this news release may be identified by the use of forward-looking words such as "believe," "expect," "anticipate," "should," "planned," "will," "may," "intend," "estimated," and "potential," among others. Important factors that could cause actual results to differ materially from the forward-looking statements we make in this news release include market conditions and those set forth in reports or documents that we file from time to time with the United States Securities and Exchange Commission. We do not undertake or accept any obligation or undertaking to release publicly any updates or revisions to any forward-looking statements to reflect any change in our expectations or any change in events, conditions or circumstances on which any such statement is based, except as required by law. All forward-looking statements attributable to Duos Technologies Group, Inc. or a person acting on its behalf are expressly qualified in their entirety by this cautionary language.

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