

## Industry News

**New For 2018  
Pinnacle Launching It's New  
Digital Signage Division**

**InfoMedia360**  
DIGITAL SIGNAGE SOLUTIONS

**New For 2018  
Pinnacle Launching It's New  
Enterprise Level Contact Center Solution**

**CallAssist360**

**New For 2018  
Pinnacle Launching It's New  
Cloud Services Division**

**CloudServices360**  
CLOUD HOSTED SERVICES

More information will be coming soon regarding the new products and services.



**Four Years In  
A Row..!**

Last year in March, Pinnacle was once again awarded as the Mitel **'TOP PARTNER'** for Hospitality for the fourth year in a row. And once again Don Roach, of Pinnacle was named as the, **"Top Hospitality Salesperson Of The Year,** A significant individual accomplishment!

Find out more **'HERE'**

**Pinnacle Continues Installation  
of 'GIA' Internet Solution..!**



New enhancements include the new 'Custom Portal' pages allowing hotels to add customizing to their in room guest experience with many new features.

Find out more **'HERE'**



**Pinnacle Leading  
The Industry In Sales**

No other Hospitality suppliers has installed more DIRECTV than Pinnacle, earning **'Top HBO Reseller'** for two years in a row....

## Did You Know?



**Fact...!!** Pinnacle has installed over 11,000 miles of cabling....!

When it comes to installing every version of popular cabling, Pinnacle cannot afford to have anything less than perfect. That's why it coined the term and uses techniques and testing to insure that every project installation is based on its "Rock-Solid Networks" designs.

## Our Next Event

**OCEAN CITY HMRA Spring Expo**  
Ocean City, MD  
March 4-5th 2018

## Recent Major Projects

### **New PBX or Hotel360 Installations**

Modus Hotels- Avenue Suites, Georgetown, MD  
Sharon Towers - Extended Care, Charlotte, NC  
Choice- Comfort Inn, Sidney, NE  
POD Hotel DC, Washington, DC  
Hilton-Waldorf Astoria, Beverly Hills, CA  
Hilton-Embassy suites Miami, FL  
Hilton-Hilton Tampa Airport Westshore, Tampa, FL  
IHG-Crowne Plaza, Atlanta Airport, Atlanta, GA  
IHG-Holiday Inn Express & Suites, Noblesville, IN  
Marriott-Residence Inn, Altoona, PA  
Marriott-Courtyard, Altoona, PA  
Marriott-Marriott Hotel East, Indianapolis, PA  
Marriott-TownPlace Suites, Lakeland, FL  
Starwood-Westin Atlanta Perimeter North, Atlanta, GA  
Wyndham-Sleep Inn/Mainstay, Rochester, MN

### **New Pinnacle Cloud Hosted Installations**

IHG-Hotel Indigo Naperville Riverwalk, Naperville, IL  
IHG-Staybridge Suites Golf Resort, Cathedral City, CA  
IHG Army Hotels-Fort Belvoir, VA  
IHG-Holiday Inn Express & Suites, Noblesville, IN  
Marriott-Springhill Suites, Orlando, FL  
Marriott-TownePlace Suites, Altoona, PA

### **New HSIA or GIA Installations**

Maryland Historical Society, Baltimore, MD  
Best Western- BW Inn & Suites, Denver Airport, CO  
IHG-Holiday Inn Express, Houghton, MI  
Marriott-Courtyard, Mankato, MN  
Marriott-Towneplace Suites, Tucson, AZ  
Wyndham- Days Inn & Suites, Denver Airport, CO  
Wyndham-Hawthorn Suites, Fargo, ND

### **New DIRECTV Installations**

AmericInn, AmericInn Inn & Suites, Dewitt, IA  
Best Western- BW Plus, Hudson, CO  
Choice- Comfort Inn, Sidney, NE  
Marriott-Courtyard, Mankato, MN

## Featured Pinnacle Partners

**COMXCHANGE**



**360 NETWORKS**  
CLOUD & ON-PREMISE SOLUTIONS

**Find Out More  
'HERE'**

360 Networks, LLC is a preferred Pinnacle solution that's popular for both On-Premise and Cloud-Hosted applications. Pinnacle's close working relationship with 360 Networks has evolved over many years of collaboration on the development and continued enhancements to ComXchange, the company's flagship PBX solution.

The ComXchange product line is based on open architecture design which allows for lower cost and includes every feature required to meet or exceed all hotel brand specifications.

ComXchange is an approved PBX solution for every major hotel brand.

## Current Special Offers

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Take advantage of Pinnacle's new **'ZERO'** down leasing program with up to 60 months to pay on all of your major equipment purchases.

**CALL TODAY TO GET DETAILS**

(800) 644-9101