

## PRESS RELEASE

**Germantown, MD**

**February 13, 2017**

**Pinnacle Awarded Hospitality Partner of The Year  
At Alcatel-Lucent CONNEX17 Partners Event In New Orleans, LA.**



**Alcatel-Lucent**   
Enterprise

ALE held the three day event to review new vertical strategies and acknowledge outstanding performance. Gary Lashley, Pinnacle National Accounts Manager and Bill Mitchell, CEO/VP Cloud Solutions, were in attendance to receive the important award and in high spirits while accepting the prestigious recognition as **Hospitality Partner of The Year**.

“As a sales manager, I know how important and beneficial it is to have Alcatel-Lucent Enterprise in my portfolio of solutions for meeting customer needs,” affirmed Gary Lashley, “ALE has capabilities that no one else has and we can provide a solution for exactly what they wanted. That’s unique and without the ALE capability, it couldn’t be done.”

ALE is a leading provider of enterprise communications solutions and services, from the office to the cloud, marketed under the Alcatel-Lucent Enterprise brand. They operate globally with 2700+ employees in 100+ countries worldwide, with headquarters near Paris, France. ALE provides solutions for business of all sizes, using a team of technology experts, service professionals, and 2900+ partners serving more than 830,000 customers worldwide.

“We have been working closely with ALE for many years developing specific and specialized hospitality solutions, says Bill Mitchell, Pinnacle CEO/VP Cloud Solutions, “it’s really an important milestone to be recognized from such a distinguished group of ALE suppliers. We are currently working on some really exciting new applications that only Pinnacle and ALE working together can accomplish and are looking forward to more awards in the future.”

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