

PRESS RELEASE

Germantown, MD May 15, 2016

Mitel Recognizes Pinnacle As Top Hospitality Partner For Third Year In A Row







For the third year in a row, Pinnacle Communications has won the coveted Mitel award as 'Hospitality Top Dealer' for 2013, 2014, 2015 and well on its way to securing the top slot again for 2016.

Additionally, Don Roach, National Accounts Manager, won the "Top Salesman" industry wide award out performing everyone nationwide. A significant individual recognition.

"Pinnacle has reached a new business plateau with our sales continuing to multiply each year," says Bill Mitchell, CEO and VP Sales & Marketing for Pinnacle. "Our momentum is extremely strong and we are very thankful for our loyal and new customers that continue to rely on our ability to meet their needs. And of course our close working relationship with Mitel and their excellent products and support are critical to our success. We value the partnership with Mitel and their continued efforts to lead within the Hospitality Industry."

"We congratulate Pinnacle Communications for achieving our #1 Hospitality Partner spot for 2013, 2014 and still retaining it through 2015", said Speleos Dravillas, U.S. Director of Vertical Sales for Mitel. "I am sure with great teamwork and hard work Pinnacle will not only "REPEAT" but will also achieve a whole new level of success with Mitel!." Pinnacle was the first winner under Mitel's new 'Hospitality authorizedPartner Program' which is focused on refining, expanding and growing the program. The new channel partner program allows for validation of Pinnacle's extensive capabilities with the new distinction levels which for the first time require verified references, cloud service deliveries, and expanded technical certifications.

Currently, Pinnacle has over 500,000+ hotel guestrooms under monthly service contract and continues to expand into other vertical sectors like Healthcare and Enterprise, not to mention the company's rapidly growing footprint into off-premise hosted solutions. Pinnacle's turn-key integrated end-to-end packaged solution, 'Hotel360', which encompasses all the major system components of a hotel into a single operating network remains the mainstay and foundation for Pinnacle's growth and success. Another major element and possibly the most significant aspect of Pinnacle's continued success stems from its service organization's unique ability to provide 24/7 nationwide service that guarantees emergency on-site response anywhere, anytime, coast-to-coast.

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