

PRESS RELEASE

Germantown, MD
January 12, 2019

Pinnacle To Install Cloud Hosted ComXchange Solution For Oldest Brokerage Firm In Washington, DC



Folger Nolan Fleming Douglas Inc.
725 15th Street NW
Washington, D.C.



360 NETWORKS
CLOUD & ON-PREMISE SOLUTIONS

Founded in 1889, the 130-year-old firm of Folger Nolan Fleming Douglas is located just steps from the White House in the heart of the nation's capital. A member of The New York Stock Exchange and still occupying the landmark Folger Building the company built in 1906, FNFD Inc. is a privately owned, full-service brokerage and investment advisor with branch locations in Hunt Valley, MD and Cambridge, MD. With an expert staff of Financial Advisors with an average of twenty years of experience, the company is the oldest brokerage firm in Washington, DC.

Pinnacle will install a cloud hosted ComXchange voice solution by 360Networks LLC, at its shared data center facility in Silver Springs, MD. David de'Marsi, Pinnacle Senior Network / Sales Engineer, who was responsible for selling the project, explains, "The new hosted network will consolidate telephone connections for all FNFD branches and remote teleworkers along with over 250 DID (Direct Inward Dialing) extensions. We are also providing 81 new SIP telephones and other custom features."

Pinnacle VP Hosted Services, Rich Simmons, will be responsible for the installation and outlines some of the benefits of the new hosted solution, "We know that FNFD will have a significantly higher level of overall telecom functionality with the new system along with cost savings from eliminating older onsite hardware and other components currently at each facility. That alone will reduce utility cost and costly onsite service requirements. Going forward, FNFD will be assured that its hosted servers will feature failsafe redundancy, complete crossover backup, easy to implement updates and upgrades and comfort in knowing that their telephone network is being monitored 24/7/365 by onsite data center staff."

"I'm really excited about this project that's outside of our typical Hospitality Industry business", says Bill Mitchell, Pinnacle CEO/VP Cloud Solutions, "FNFD is a unique and prestigious client located in a historic landmark facility and has a perfect application for 360Networks's ComXchange. Using ComXchange allows us to offer the most comprehensive and adaptable solution at a very reasonable investment. The cost of ownership is far more affordable and includes features and capability typically costing much more. Considering that FNFD headquarters are located in the typically gridlocked central DC, having a cloud hosted system will save lots of service related expenses as well."

For information about Folger Nolan Fleming Douglas Inc., Washington, DC:

Visit: <https://www.fnfd.com/>

For information about ComXchange:

Visit: <http://360networksllc.com/>

For information about Pinnacle Communications, contact:

Bill Mitchell, CEO/VP Cloud Solutions

Call: 800 644-9101

Email: bmitchell@pinn360.com

For general information about Pinnacle products, contact:

Pinnacle Sales at: 800 644-9101

Email: sales@pinn360.com

Visit: www.pinn360.com