



## PRESS RELEASE

**Germantown, MD  
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### **IHG Selects Pinnacle Communications To Install New 'GIA' (Guest Internet Access)**



The new GIA program is intended to establish enhanced corporate wide performance for Guest Internet Access (GIA) for all hotel brands by providing a single sourced powerful capability as well as providing cost savings via coordinated agreements with select vendors and integrators. The new solution will operate in a hosted cloud environment providing greatly enhanced performance for guest with consistent operational management resources and support.

Pinnacle Communications is one of five certified and approved GIA integrators that will install systems and support hotels in specific regional areas. Ten pilot projects are currently being installed and being tested using the CISCO Meraki hosting platform. The selection and appointment of authorized suppliers followed a rigorous evaluation of candidate suppliers to demonstrate their ability to undertake the massive rollout to every IHG branded hotel. It is the goal of IHG that every location is completed within one year.

"We started qualifying for this project many months ago and had countless meetings and review by the IHG implementation team to get to this point, said Paul Cook, National Accounts Manager for Pinnacle and the lead man on the IHG project. I'm really excited to finally get going and see the results of our efforts." Bill Mitchell, CEO / VP Sales & Marketing, added; "IHG has become a significant part of our company's growth and success and we are 100% dedicated to maintaining our strong working relationship with them. Our goal is total satisfaction and above for each and every project we undertake."

Pinnacle's experience with cloud hosted applications was a natural fit for the new project, considering they are already installing other hosted applications for IHG such as voice, call accounting and more under another agreement as an approved hosted solutions provider. Pinnacle has already installed hosted applications for EVEN Hotels and IHG Army Hotels using their own hosting platform Pinnacle 360 Networks and has other projects scheduled or being currently installed.

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