

## Industry Highlights

### Up Coming Trade Shows



Argentum Senior Living Executive Conference San Antonio, TX April 15-17 -Booth: 1046  
Find out more ['HERE'](#)



LBA Hospitality Conference Birmingham, AL, April 23-25



IHG Americas Investors & Leadership Conference Las Vegas, NV, May 14-16 - Booth: TBD  
Find out more ['HERE'](#)

## New Pinnacle Products

New For  
2019



With a targeted focus on the *Senior Living* vertical sector and modeled from Pinnacle's Hotel360, the new HealthCare360 product offering will provide a scalable and configurable bundled solution of voice, video, data and surveillance systems.

As with hotel industry brand requirements, system customization is an important factor in this vertical, as each organization has their own specific needs that can benefit from Pinnacle's in-house proprietary designs and engineering concepts.



Pinnacle is finalizing the initial installation of its new in-house developed enterprise level contact-center solution at IHG corporate HQ, Atlanta, GA.

The cloud-based server application will operate from Pinnacle's hosted data center with the initial configuration setup to supports up to 1,000 agents.

On-site hardware includes agent telephones, network routers and other devices including large overhead digital displays from Pinnacle's new Digital Signage products line.



Now Available.....Pinnacle's 'In-House' developed controller/server designed for hotel guestroom high-speed Internet access.

The new solution features many enhanced guestroom Internet access functions including VLAN networking and 'guest private cloud' option and other features. Get guestroom HSIA with equal performance and security as at home or in the office.



InfoMedia360 solutions provide a comprehensive selection of display alternatives for each area of the hotel property.

From the lobby to meeting rooms, exhibit areas, restaurants, bars, and other interior spaces, there's a selection of display formats in both standard and custom designs.

## Did You Know?



**Fact...!!** Pinnacle has installed over 13,000 miles of cabling....!

When it comes to installing every version of popular cabling, Pinnacle cannot afford to have anything less than perfect. By using industry standard techniques and testing insures that every project installation is based on approved network engineering designs. That's why we coined the term "Rock-Solid Networks".

## Recent Notable Projects

### Oldest Brokerage Firm In Washington, DC Installing Cloud Hosted ComXchange Solution



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.

Find out more ['HERE'](#)

### New Boutique 'Hotel Phillips' - Sioux Falls, SD Gets ComXchange PBX, HSIA, NVR, Phones & More



All boutique hotels are considered unique, but Hotel Phillips is 'very' unique. The 100-year-old former Great Western Bank building that backs up to The Big Sioux Falls River in central downtown Sioux Falls is being reconstructed into the new 92-room luxury inspired hotel. The Hotel Phillips is owned and operated by Kelly Inns Ltd and is the 24th hotel property in their portfolio.

One aspect of the new hotel's uniqueness is the massive vault in the lobby area that will become a part of the new bar and lounge, including its original '16 ton 24-bolt door'.



Find out more ['HERE'](#)

## Featured Pinnacle Partners



Mitel is a major partner with Pinnacle beginning decades ago and continuing today. Within the Lodging and Hospitality Industry, Mitel has always been a major supplier and a dominate name in the industry for over 30 years.

Pinnacle has been a leading Hospitality Industry supplier for Mitel for many years and for the last five years in a row 2013-2018 they have been the number one supplier. Of the more than 3,000 PBX systems installed by Pinnacle, almost 85% have been Mitel. The latest Mitel innovation platform is the Mitel 3300 which is very popular with hotels in every sector.

Find Out More ['HERE'](#)

## Current Special Offers

\$\$\$

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