

## RTM Specs Voice/Data/Cable Projects for McKibbon's New Construction Hotels

*From telecommunications and cable TV to high-speed Internet and closed-circuit television, expert in outsourced technology consulting and project management develops low-voltage infrastructure for better economics, better service*

Winter Park, Fla. |When it comes to new construction hotel development, the philosophy of Gainesville, Ga.-based McKibbon Hotel Group is to "do it right from the start," especially when it comes to designing the low-voltage infrastructure for its growing portfolio of new construction hotels. For the past seven years, the hotel real estate development group has put its complete faith in the project-management services provided by Resource Technology Management, based here, to oversee all cabling for telecommunications, cable television, high-speed Internet and closed circuit TV.

"Keeping abreast of the ever-changing technology platform is a big challenge for hotel developers," said Erik Rowen, McKibbon VP of Development. "From a big-picture perspective, RTM knows what's important to invest in, and what's not. They identify the right technologies for each brand in our portfolio and have a keen sense of how the network supporting the technology will impact the future needs of our guests.

Hilton Garden Inn Tampa Airport Westshore, a McKibbon Hotel

"Their pre-emptive coordination of the cabling process, coupled with ongoing support of the guest high-speed Internet Help Desk, has completely removed the headaches for our team," he said. "While we are involved in all decisions made in the field, we trust the judgment of Chris Straub, RTM project manager, with the execution of field challenges. He knows our requirements and he knows how to specify, purchase and contract for our low-voltage cable needs cost effectively, and with no anticipated problems down the line."

McKibbon Hotel Management Inc., based in Tampa, Fla., currently operates more than 50 midscale and upscale Marriott, Hilton and Starwood brands in eight states throughout the Southeast. RTM has earned a reputation among leading hotel companies for its expertise in providing outsourced technology consulting and management. The 15-year-old company boasts 150 years of collective hospitality industry experience, and provides hotel Internet / guest support services, telecom cost optimization services, eCommerce management, and HDTV upgrade project management to more than 1,200 hotels.

"We have successfully completed 25 low-voltage infrastructure projects for McKibbon Hotels and we look forward to doing even more as McKibbon continues to grow," said Terry Mueller, RTM CEO. "The key to building a proper infrastructure is having a good knowledge of economics and the desire to provide superior service. Too much cabling can kill a project's ROI, and too little can cripple the facility for future growth. If you build the infrastructure correctly from the start, it pays huge long-term dividends.

Part of the service RTM performs for McKibbon and other hotel companies is to coordinate all aspect of their low voltage requirement.

"From the onset, we review the building plan specifications, make recommendations, and then continually visit the site during construction so that no surprises arise at opening," he said. "In addition, we coordinate all vendor installations and provide complete hotel guest Internet support 24/7/365. We are proud to say that we are a full-service McKibbon partner."

The largest benefit to McKibbon and others, Mueller said, result from purchasing the right type and quantity of monthly on-going services such as local telephone lines, High Speed Internet access, and cable TV services. These services are required every month and optimizing the services and costs directly affects the property's profitability.

Additional services provided by RTM include: HDTV Conversion, Hotel Telecom Optimization and Validation Consulting, Bill Review and Payment Coding Circuit Provision Consulting, and Hotel Brand Compliance Standards Management. For more information, visit [www.rtm-inc.com](http://www.rtm-inc.com).

**About McKibbon Hotel Group, Inc./McKibbon Hotel Management, Inc.** | McKibbon Hotel Group, Inc., based in Gainesville, Georgia, is a privately owned enterprise that has grown into a premier real estate developer and owner of nationally franchised hotel brands for Marriott, Hilton and Starwood Hotels. McKibbon is proud to be a recognized leader for over 82 years in the hospitality industry, and McKibbon Hotel Management, Inc., based in Tampa, Florida, currently operates over 50 mid and upscale brands in 8 states throughout the Southeast. The company has a rich history and culture that promotes a family oriented environment, while holding true to its core values of honesty, integrity and loyalty. For more information, visit [www.mckibbon.com](http://www.mckibbon.com). **About RTM** | Since 1993, Resource Technology has worked with more than 2,500 domestic and international clients to optimize their telecom communications departments, support the high-speed Internet infrastructure, and assist with their e-commerce marketing efforts. Through our consulting services we have earned an unparalleled reputation for delivering results in the hospitality industry. The company provides: Telecommunications Systems Management, Hotel High-Speed Internet Support, and e-Commerce Channel Management (eMax). Today Resource Technology operates as two separate divisions with the high-speed and telecom management as one and eMax as the second. Each caters to the hospitality industry by keeping the interests of the client first with unbiased accountability. Based in Winter Park, Florida, Resource Technology offers more than 150 years of collective hospitality industry experience.