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**Jimmy Alexiou
Senior Event Manager
Atlanta Marriott Perimeter Center**

iBAHN® helps Perimeter Center do more with less

You might say the mantra at the Atlanta Marriott Perimeter Center is “doing more with less.” While 10,000 square feet of conference space might seem small by industry standards, this property continues to drive record revenues. The management at the Perimeter Center credits their high-speed Internet solution from iBAHN® as a key driver of this conference revenue.

“With iBAHN we have an edge over our competitive set,” said Jimmy Alexiou, senior event manager at the property. “We are truly providing a different level of service.” “Technology solutions are a huge piece of winning business,” added Pete Byers, director of operations at the Perimeter Center. “Our conference business has been strong and the support from iBAHN has also been strong. The relationship has truly been a collaboration.” Alexiou says that iBAHN helps the Perimeter Center win the business of important clients like Cingular Wireless. He mentioned that the sales staff takes great pride in educating the customer about the differences between iBAHN versus the Internet services at the competition.

“We tell the customer, ‘You are guaranteed to be on a secure network. You will have access to on-site support,’” Alexiou said. According to him, having local on-site support provided by iBAHN’s field service teams cannot be matched by the competition. “Once you say there is going to be someone to help you should you have any questions or issues, that is a huge advantage,” Alexiou said. Byers likewise praised Mike Clanton, the property’s iBAHN sales executive in Atlanta, for being “very accessible and responsible.” “Mike has been very proactive in training our staff and helping us become better partners,” Byers said.

Atlanta Marriott Perimeter Center at a Glance

- 400 guest rooms
- 10,000 square feet of meeting space

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