



## **Pegasus Solutions Names Tom Gallagher Executive Vice President of Revenue Generation**

**DALLAS, SCOTTSDALE and LONDON** (January 18, 2011) – [Pegasus Solutions](#) has named Thomas “Tom” Gallagher, executive vice president of revenue generation. Gallagher brings more than 25 years of experience in sales and sales leadership to his role managing all global sales and account management activities for Pegasus across its distribution, reservations, representation and commission processing product lines.

The announcement was made by Mike Kistner, chief executive officer of Pegasus Solutions. “Tom has joined Pegasus to lead our seasoned sales team, ensuring we meet or exceed our revenue goals. He has an impressive track record with other global companies like HP, IBM, AT&T and Lucent that we know will translate well to our complete solutions portfolio for supply and demand customers around the globe.”

Most recently, Gallagher served as sales vice president, HP Enterprise Services, where he led the turnaround of the Communications, Media and Entertainment sales group, managing a team of 20 sales professionals responsible for more than \$600 million in revenue. Prior to HP, Gallagher was the strategic outsourcing executive for International Business Machines (IBM). He has also launched global sales initiatives with IPC Information Systems, AT&T Solutions, BSG Corporation and Electronic Data Systems (EDS).

A graduate of the US Naval Academy in Annapolis, MD with a Bachelor of Science in systems engineering, Gallagher also served as a captain in the United States Marine Corps.

### **For more information contact:**

Ariel Herr  
t:+1 (214) 890-7912  
e: [aherr@fortepr.com](mailto:aherr@fortepr.com)

Pegasus Solutions is the world’s leading provider of technology and services to hotels and travel distributors, supplying the award-winning RezView® NG central reservation system, electronic distribution services, advanced agency commission processing and payment services, and hotel marketing representation services. Founded in 1989, Pegasus created and launched the hotel switch, and today its customers include approximately 90,000 properties around the globe as well as a majority of the world’s travel agencies. Additionally, Pegasus’ powerful representation arm incorporates Utell® Hotels & Resorts and Utell Connect, services that have been chosen by approximately 7,000 member hotels in more than 130 countries. Pegasus is the hotel industry’s largest most experienced third-party marketing, sales and reservations specialist. Pegasus also powers the niche consumer Web site [www.hotelbook.com](http://www.hotelbook.com)<sup>™</sup>, dedicated to promoting independent and boutique hotels throughout the world. Headquartered in Dallas, Pegasus has 21 offices in 12 countries, including regional hubs in London, Singapore and Scottsdale, Arizona. For more information, please visit [www.pegs.com](http://www.pegs.com) or [www.utell.com](http://www.utell.com).