PGi Your Partner in Collaboration

Proof of Performance

The Challenge

This worldwide aerospace manufacturing company was using multiple conferencing providers/solutions across remote offices and needed a new solution that delivered an easy-to-use interface for an end-to-end conferencing experience from desktop video to large video room integration, document and screen sharing, recording, and most importantly, privacy settings for secure meetings for their global users.

The Solution

This organization will use iMeet as their primary collaboration tool for both internal and external collaboration including sales meetings, project meetings, and product meetings. iMeet significantly reduces costs by bundling audio, web and video. As well, the customer was impressed with iMeet's mobility tools, Outlook integration, and Video Room Connector integration for their conference room video equipment, all from a single provider.

Why PGi?

The Agent Affiliate entrusted PGi's Partner team to develop the RFP, demo the product, and negotiate the final pricing bundle. In addition to iMeet exceeding this organization's requirements for enterprise-wide collaboration, the client also recognized the value of PGi's Implementation Services Team to organize, deploy and train their employees.

iMeet™

Solution

iMeet

Partner Revenue and Term

MRC - $17,725
TCV - $848,887
Term - 36 months

Industry

Manufacturing Aerospace

Customer Type

Existing – Upsell

Decision Maker's Title

VP of Global IT

Sales Cycle

3 months