



Partner Sales Win



Partner Revenue Opportunity

MRR - \$17,725 • TCV - \$848,887 • 36 months

Industry

Manufacturing Aerospace

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 with 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.

Solution

iMeet Audio+Web+Video Conferencing

This organization will use iMeet for their primary collaboration tool for both internal and external collaboration including sales meetings, project meetings, and product meetings.

What value/benefits does this solution provide the customer

iMeet will provide a standardized collaboration solution which will significantly reduce costs by bundling audio, web and video. In addition, this customer was impressed with iMeet's mobility tools, Outlook integration, and Video Room Connector integration for their Lifesize video equipment all from a single provider.

Why PGI?

iMeet exceeded this organization's requirements for enterprise-wide collaboration. They value PGI's position as a leading global collaboration provider in the market with SaaS solutions that are ideal for their global headquarter locations, remote offices, mobile workers, and telepresence video room users. They also recognized the value of PGI's Implementation Services Team to organize, deploy and train their employees.

Getting the Partner involved

The PGI team supported the Master Agent and Agent Affiliate in every step of the sales cycle. PGI was the ideal solution as a worldwide provider of collaboration software, full service customer care, training, and implementation services. The Agent Affiliate entrusted PGI's Partner team to develop the RFP, demo the product, and negotiate the final pricing bundle.

Sales cycle 3 months

Decision maker's title VP Global of Information Technology