



Case Study - NeoVSP™



NeoVSP is an Internet platform for managed video surveillance and security systems and is a leading provider of the OVS™ Technology solution for Telco & ISP providers, monitoring companies, large IT integrators and for the mass market.

“Mikogo is essential for any sales demos, trainings or support. Our team won’t do it any other way!”

Stas Oskin
Chief Technology Officer
NeoVSP
<http://www.neovsp.com>

The Challenge

NeoVSP were on the lookout for a cost effective and convenient way to demonstrate their OVS™ solution to partners and customers worldwide. *“We offer Surveillance as a Service (RVMS) solutions to Telco and ISP operators worldwide, so it only makes sense to hold our sales presentations in an online SaaS manner as well!”*

The Solution

Ease-of-use and accessibility were key factors for NeoVSP when looking for their chosen Web solution. *“Mikogo was the only solution that worked out of box and didn’t introduce any hassles for the users. The ease-of-use was the most impressive part. Even our biz-dev and sales team, which typically calls our IT guy for anything more complicated than email or spreadsheets, now easily starts and manages online demos by themselves.”*

“And our potential customers appreciated the effortless way to join the presentation without registration or other annoyances.”

The Conclusion

“Forget alternatives - Mikogo is our main tool. Not only are we using Mikogo for sales pitches several times every week and saving plenty of company time and money, it is now our all-in-one solution for online presentations, training and support.”

“We strongly recommend Mikogo to others because it is so simple, easy-to-use and just does what it is supposed to do.”

“It is an essential, efficient and hassle-free tool for sales demonstrations, trainings and support.”

About Mikogo - Mikogo incorporates innovative desktop sharing technology to provide an easy-to-use free online meeting solution, welcoming everyone to high-quality online collaboration. The popular software tool is now used in over 180 countries, primarily by private users, freelancers and small businesses. Launched in 2007, Mikogo is provided by the renowned provider of web collaboration solutions, BeamYourScreen, whose product range consists of software solutions for online meetings, online presentations, and remote support. At present, more than 2000 corporate customers in over 40 countries worldwide are using the BeamYourScreen technology and benefiting from significantly reduced travel time and travel expenses.