

# Mikogo

## Case Study - Offixo



Offixo is a web-based turnkey solution for small and medium sized businesses. In addition to a complete CRM system, shared calendar, address book, and invoicing, Offixo offers a broad range of features for your every day business. Offixo is a software solution of Branch, the provider of outsourcing solutions and leading European market-entry specialist.

***“It is stable, easy to install, and easy to explain to our customers - what more could I ask for?”***

**Roger Barbyer**  
Sales Manager  
Offixo Germany

[www.offixo.com](http://www.offixo.com)  
[www.branchservice.com](http://www.branchservice.com)

### The Challenge

Branch, the provider of Offixo, has established a network of offices in over 20 countries. To promote and support its CRM system with clients across the globe, Offixo were seeking a cost-saving solution, as Roger Barbyer explained. *“Since our customers are spread out all over the world, we were looking for a tool to demonstrate Offixo as well as to support our clients, without the cost and time involved in actually driving out to them.”*

### The Solution

Having previously used other services, Offixo turned to Mikogo. *“We had used other services for years but found them to be complicated to handle, unstable, and expensive. So we were amazed at how good and easy Mikogo’s handling was! It is the perfect, easy-to-use, smooth working solution for our needs. Mikogo saves us a lot of time and money for I can give client demos, online training sessions and technical meetings without leaving my desk.”*

### The Conclusion

While the Mikogo software has opened the door to many online possibilities for Offixo, it has also appealed greatly to their clients. *“Our clients love it too. They are astonished by the ease of use and surprised by our smooth presentations. Our team is now using Mikogo on a daily basis, we have never experienced any difficulties and today we are even more convinced of Mikogo than we were in the beginning.”*

**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.