



EPI-USE Labs is part of the EPI-USE group that designs, develops and supports Add-On software for businesses using SAP. EPI-USE Labs is dynamic and experienced in SAP applications and IT solutions. They provide innovative, high-quality products as well as excellent global support.

*"The phenomenal ease of use combined with its very good integrity has made Mikogo our choice of online presentation program."*

Markus Schübler  
Inside Sales, EPI-USE Labs  
GmbH  
[www.epiuselabs.com](http://www.epiuselabs.com)

## EPI-USE Labs GmbH

*The Mikogo HTML Viewer –  
no downloads, no hassles*

### The Challenge

EPI-USE Labs provides solutions and Add-Ons for companies using SAP. They have been using online presentations to demonstrate their software for years. As the security awareness and the standards of their customers became stricter, it became more challenging to ask their customers to download and install new software for a single presentation. Markus Schübler from Inside Sales puts this revenue crucial issue in a nutshell: "Our customers complained that they had connectivity problems with other screen sharing applications. So we were unable to present our products properly online."

### The Solution

The Mikogo HTML Viewer provided a solution to their pain. Customers of EPI-USE Labs can join an online presentation without any additional software or plug-ins. All that is required is a standard web browser. "The HTML Viewer is so easy to use and the security standards are exceptional!" remarks Markus Schübler happily.

### The Conclusion

The high security standards and the ease of use give sales representatives the possibility to concentrate on what they are best at: selling. "Mikogo is ideal for sales presentations. We want our customers to concentrate on our products and get a great first impression. The ease of use of the Mikogo HTML Viewer lets us accomplish this."

**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 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. Visit us at [www.mikogo.com](http://www.mikogo.com)