



AirTight Networks

Testimonial by Della Lowe, Senior Director Corporate Marketing and Communications

The Company

AirTight Networks is a global leader in wireless vulnerability management and security. Their innovative technology protects companies from Wi-Fi security threats and allows organizations to better manage their WLAN environment. With solutions used globally by customers in the government, financial and telecom sectors (among many others), AirTight owns seminal patents for wireless intrusion prevention technology, with 23 U.S. and international patents granted to date (UK, Australia Japan) and more than 20 additional patents pending.

The Problem

Based in Mountain View, California, AirTight has offices and colleagues in multiple international locations, including Hong Kong and India. The team must work and connect globally, but their previous conferencing solution caused several big business issues. "We had trouble with our last system, which was always 'interrupting' team or customer calls by either not connecting or hanging up on participants," says Lowe.

The Solution

PGi offered AirTight a custom conferencing package, including conference calling and web conferencing solutions. "We came to PGI, because they had the global reach," says Lowe, noting that PGI gave her company the power to choose simple web conferencing software that would suit their needs, along with compatible and easy-to-use conference calling. AirTight now uses a web product that is integrated with PGI's audio conferencing. Over 50% of their workforce now regularly meets online.

The Results

"We host many international staff meetings and PGI has proven to be great for two basic reasons: their service is reliable and the support teams are very responsive," says Lowe. "Also, with PGI, our employees can get local dial-in numbers, which have helped cut costs." In addition to international meetings, AirTight uses PGI's services for new product launches and planning, customer demos, media briefings, analyst briefings and remote board

meetings. Lowe said she also uses PGI to host webinars. “Sometimes the webinars have 3 people and sometimes they have 300. PGI was able to quickly help me with my larger webinars and allow participants to engage directly over audio and web streaming.” PGI has helped AirTight’s many remote employees boost productivity. “Because our company has meetings at so many different times, many of our employees use PGI to telecommute and still get their jobs done.”

Connect with Us

 facebook.com/PGiFans

 twitter.com/PGiMeetTweet

 youtube.com/PGiPremiereGlobal

 blog.pgi.com