



Move your meetings online



CASE STUDY

ALTATERRA

Window manufacturer saves £120,000 per year with OmniJoin

At Altaterra, a window manufacturer with offices across Europe, OmniJoin web conferencing is improving collaboration and efficiency by enabling employees and customers to connect easily with one another, wherever they are. As a result, they're saving money by cutting the costs of business travel.

Choosing a high quality, reliable solution

When researching video conferencing options, IT manager Martin Coult considered a traditional ISDN system. However, the high costs and inability to serve the whole company put him off. Martin quickly turned to OmniJoin, which offers cost-effective, high quality remote meetings in high definition video.

The web-based conferencing system offers document sharing facilities so that employees can be more productive during meetings. What's more, installing OmniJoin turned out to be a simple matter of downloading the software and plugging in a webcam and headset.

And customers benefit too. It's free for them to use and doesn't require an account – it's just a case of opening a link to access the meeting.

“In our business, as in most others, time is money. Before using OmniJoin web conferencing, we spent considerable amounts of both on travelling to meetings across our European office network. OmniJoin simply paid for itself with the first use. Colleagues can now communicate and collaborate effectively, regardless of office location.”

MARTIN COULT, ALTATERRA IT MANAGER

£120K SAVED
PER YEAR

IMPROVED
CONNECTIVITY
WITH GLOBAL
CUSTOMER BASE

USED FOR INTERNAL
TRAINING AND
MEETINGS

ENVIRONMENTALLY
FRIENDLY



Growing your business doesn't mean expensive business travel

Altaterra's employees visit customers in more than 30 European countries. IT Manager Martin Coult said: "We knew it was time to improve operational efficiency and reduce outgoings. Our main concern was the rising costs of travel and accommodation for our monthly management meetings, which were starting to have an effect on our growth."

OmniJoin was the perfect solution – it didn't require the company to build any special conferencing rooms, because employees can participate in meetings from their desks. This meant the cost saving benefits were immediate.

Delivering immediate benefits

Cost saving

- Altaterra saves £10,000 for every monthly management meeting held via OmniJoin
- OmniJoin brings substantial savings to HR too – it is regularly used for first and second stage job interviews

Improving efficiency

- Altaterra can set up face-to-face meetings with global customers quickly, removing the hassle and cost of organising travel and accommodation

Better quality communication

- Employees are more switched on during meetings as they can access documents on their desktop and instantly share with colleagues
- OmniJoin can be used for internal training and meetings

Environmentally friendly

- Altaterra supplies customers with Green Meeting Packs, including a web cam and headset. This eco-friendly approach to meetings has proved an excellent selling tool

To see how your business can benefit, start your free trial by visiting www.omnijoin.co.uk
Or speak to one of our advisers on 0845 600 2520

"We chose Brother's OmniJoin solution because of its quality, reliability and low setup and running costs. Some of the alternatives were not only more expensive, but were also inflexible."

MARTIN COULT,
ALTATERRA IT MANAGER