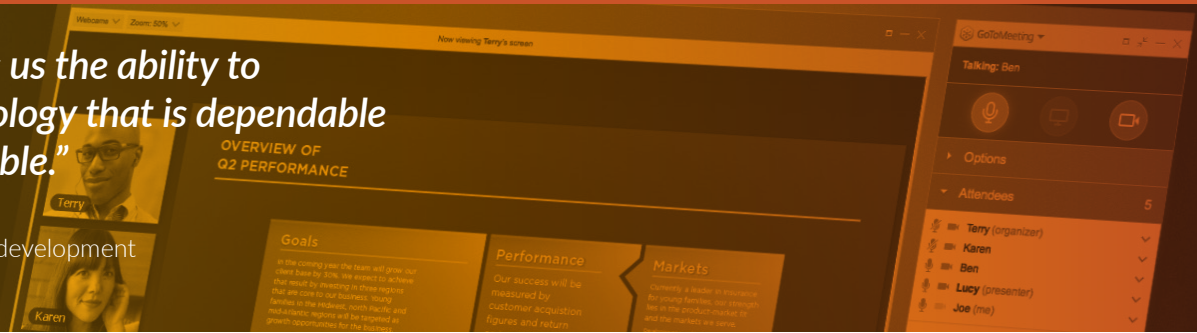


“GoToMeeting gives us the ability to work with a technology that is dependable and infinitely scalable.”

Dana Fox
Director of global business development
Athena Software



 **Problem**

They made the sale and got the client. Now there was just one more hurdle facing Athena Software: **Training 11,000 new users on their product in 30 days.** A daunting task made more so by the 54-employee tech solutions provider’s modest size?



Athena Software is a privately owned company based in Waterloo, Ontario, Canada. Its flagship product, Penelope, is a SaaS-based case management application used by health and social services organizations around the world.
athenasoftware.net

 **Solution**

Nope. And credit GoToMeeting, said Dana Fox, Athena’s director of global business development. By enabling Athena to record, publish and distribute training sessions in digestible sections, GoToMeeting quickly turned the daunting task into a job well done.

“The GoTo technology is drop-dead simple for presenters and for users,” Fox said. “I send them a link and I’m there with them. I can share things, ask questions, control the environment. It sounds easy, but when you use other products you learn it’s not that easy – it’s just that GoToMeeting makes it look easy.”

 **Result**



Ridiculously easy to use



Massive project acceleration



Incredible business growth

Athena’s success is indicative of the growing, global company’s long and fruitful history with GoToMeeting.

“It was adopting technology like GoToMeeting back in 2006 that enabled us to have some of the explosive growth that we’ve experienced over the last few years,” Fox said of Athena, which has grown from four employees to 54 and spread to 15 countries across five continents. **“We doubled our business, then we doubled it again and we’re going to double it yet again this year.”**

Want to see how GoToMeeting can help your business close more deals faster?
Request a demo or call us toll free at 1 888 646 0014.