



# A GREAT TOOL FOR PROFESSIONAL PERFORMANCE.

## Challenge

One of the largest solar companies in the United States, Mainstream Energy provides solar power to major government and private-sector projects. As the company grew and its collaboration needs evolved, a new conferencing solution became necessary.

- Company growth demanded more scalable and professional tools for collaborating with prospects and customers.
- Employees needed collaboration solutions to take on complex projects.
- Free Web conferencing tools came up short in terms of professional image, security and reliability.
- Mainstream Energy found most premium-priced solutions to be inflexible, costly and slow to deploy.

## Solution

After considering a number of options, Mainstream Energy found **join.me** was significantly more cost-effective, flexible, and intuitive than other collaboration solutions on the market. **join.me** also offered the professional interface and capabilities that Mainstream Energy was looking to project to clients and prospects. The company was able to implement **join.me** throughout the organization within a week.

## Results

By deploying **join.me**, Mainstream Energy's collaboration capabilities improved drastically, delivering a significant return on investment.

- With **join.me**, Mainstream Energy experiences average annual benefits of \$33,322 and has seen a 367 percent ROI.
- The cost-to-benefit ratio for Mainstream's use of **join.me** was 1:4, according to Nucleus Research. Payback was achieved in four months.
- Mainstream Energy employees' productivity increased thanks to **join.me**'s ease of use and fast deployment.

 Visit [join.me](https://join.me) for more information.



**Industry:** Solar Energy

**Headquarters:** San Luis Obispo, CA

**Number of Employees:** 700

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*"The biggest benefit of join.me is that everyone is able to use a tool that they are familiar with. It's definitely improved professionalism, because we can show people our products without giving them a number or link for a free Webinar site."*

– Nathan Terrell,  
Supervisor of IT Operations,  
Mainstream Energy

