Explosive growth is a “problem” most budding businesses would love to have. Exciting as it is, though, it’s equally as challenging. Just ask Gainsight. They’re the undeniable leaders in the nascent customer success category, yet they’re still pretty young themselves. Going from Silicon Valley startup to global industry influencer at a breakneck speed quickly raised issues of scalability for almost every aspect of their business – web meetings and video conferencing included.

By scoring knock-out results, the contender soon became the champ.

GoToMeeting today is a core business tool company-wide at Gainsight. The organization’s sales, IT, marketing and customer success teams are using it for everything from one-on-ones to all-hands, client meetings, demos and more.

“From a sales person’s perspective, one thing I love about it is the ability to record presentations and demos and send those links to the customer so they can go back and review it or share it with others who may not have been able to make the meeting,” said Goocher. “It’s a productivity benefit for us in sales and a really good follow-up tool.”

And it isn’t only their external relationships seeing a boost with GoToMeeting – Gainsight is reaping major dividends internally, too.

“Gainsight is a very geographically distributed company. The video component in particular is pretty valuable for us – and it works very reliably, and consistently, in GoToMeeting,” said Will Robbins, business operation lead at Gainsight.

“Gainsight is a very geographically distributed company. The video component in particular is pretty valuable for us – and it works very reliably, and consistently, in GoToMeeting,” said Will Robbins, business operation lead at Gainsight.

“GoToMeeting is a core business tool company-wide at Gainsight. The organization’s sales, IT, marketing and customer success teams are using it for everything from one-on-ones to all-hands, client meetings, demos and more.”

By scoring knock-out results, the contender soon became the champ.

GoToMeeting today is a core business tool company-wide at Gainsight. The organization’s sales, IT, marketing and customer success teams are using it for everything from one-on-ones to all-hands, client meetings, demos and more.

“From a sales person’s perspective, one thing I love about it is the ability to record presentations and demos and send those links to the customer so they can go back and review it or share it with others who may not have been able to make the meeting,” said Goocher. “It’s a productivity benefit for us in sales and a really good follow-up tool.”

And it isn’t only their external relationships seeing a boost with GoToMeeting – Gainsight is reaping major dividends internally, too.

“Gainsight is a very geographically distributed company. The video component in particular is pretty valuable for us – and it works very reliably, and consistently, in GoToMeeting,” said Will Robbins, business operation lead at Gainsight.

“Gainsight is a very geographically distributed company. The video component in particular is pretty valuable for us – and it works very reliably, and consistently, in GoToMeeting,” said Will Robbins, business operation lead at Gainsight.

“GoToMeeting is a core business tool company-wide at Gainsight. The organization’s sales, IT, marketing and customer success teams are using it for everything from one-on-ones to all-hands, client meetings, demos and more.”

By scoring knock-out results, the contender soon became the champ.

GoToMeeting today is a core business tool company-wide at Gainsight. The organization’s sales, IT, marketing and customer success teams are using it for everything from one-on-ones to all-hands, client meetings, demos and more.

“From a sales person’s perspective, one thing I love about it is the ability to record presentations and demos and send those links to the customer so they can go back and review it or share it with others who may not have been able to make the meeting,” said Goocher. “It’s a productivity benefit for us in sales and a really good follow-up tool.”

And it isn’t only their external relationships seeing a boost with GoToMeeting – Gainsight is reaping major dividends internally, too.

“Gainsight is a very geographically distributed company. The video component in particular is pretty valuable for us – and it works very reliably, and consistently, in GoToMeeting,” said Will Robbins, business operation lead at Gainsight.

“Gainsight is a very geographically distributed company. The video component in particular is pretty valuable for us – and it works very reliably, and consistently, in GoToMeeting,” said Will Robbins, business operation lead at Gainsight.

“GoToMeeting is a core business tool company-wide at Gainsight. The organization’s sales, IT, marketing and customer success teams are using it for everything from one-on-ones to all-hands, client meetings, demos and more.”

By scoring knock-out results, the contender soon became the champ.

GoToMeeting today is a core business tool company-wide at Gainsight. The organization’s sales, IT, marketing and customer success teams are using it for everything from one-on-ones to all-hands, client meetings, demos and more.

“From a sales person’s perspective, one thing I love about it is the ability to record presentations and demos and send those links to the customer so they can go back and review it or share it with others who may not have been able to make the meeting,” said Goocher. “It’s a productivity benefit for us in sales and a really good follow-up tool.”

And it isn’t only their external relationships seeing a boost with GoToMeeting – Gainsight is reaping major dividends internally, too.

“Gainsight is a very geographically distributed company. The video component in particular is pretty valuable for us – and it works very reliably, and consistently, in GoToMeeting,” said Will Robbins, business operation lead at Gainsight.

“Gainsight is a very geographically distributed company. The video component in particular is pretty valuable for us – and it works very reliably, and consistently, in GoToMeeting,” said Will Robbins, business operation lead at Gainsight.

“GoToMeeting is a core business tool company-wide at Gainsight. The organization’s sales, IT, marketing and customer success teams are using it for everything from one-on-ones to all-hands, client meetings, demos and more.”

By scoring knock-out results, the contender soon became the champ.

GoToMeeting today is a core business tool company-wide at Gainsight. The organization’s sales, IT, marketing and customer success teams are using it for everything from one-on-ones to all-hands, client meetings, demos and more.

“From a sales person’s perspective, one thing I love about it is the ability to record presentations and demos and send those links to the customer so they can go back and review it or share it with others who may not have been able to make the meeting,” said Goocher. “It’s a productivity benefit for us in sales and a really good follow-up tool.”

And it isn’t only their external relationships seeing a boost with GoToMeeting – Gainsight is reaping major dividends internally, too.

“Gainsight is a very geographically distributed company. The video component in particular is pretty valuable for us – and it works very reliably, and consistently, in GoToMeeting,” said Will Robbins, business operation lead at Gainsight.

“Gainsight is a very geographically distributed company. The video component in particular is pretty valuable for us – and it works very reliably, and consistently, in GoToMeeting,” said Will Robbins, business operation lead at Gainsight.

“GoToMeeting is a core business tool company-wide at Gainsight. The organization’s sales, IT, marketing and customer success teams are using it for everything from one-on-ones to all-hands, client meetings, demos and more.”

By scoring knock-out results, the contender soon became the champ.

GoToMeeting today is a core business tool company-wide at Gainsight. The organization’s sales, IT, marketing and customer success teams are using it for everything from one-on-ones to all-hands, client meetings, demos and more.

“From a sales person’s perspective, one thing I love about it is the ability to record presentations and demos and send those links to the customer so they can go back and review it or share it with others who may not have been able to make the meeting,” said Goocher. “It’s a productivity benefit for us in sales and a really good follow-up tool.”

And it isn’t only their external relationships seeing a boost with GoToMeeting – Gainsight is reaping major dividends internally, too.

“Gainsight is a very geographically distributed company. The video component in particular is pretty valuable for us – and it works very reliably, and consistently, in GoToMeeting,” said Will Robbins, business operation lead at Gainsight.

“Gainsight is a very geographically distributed company. The video component in particular is pretty valuable for us – and it works very reliably, and consistently, in GoToMeeting,” said Will Robbins, business operation lead at Gainsight.

“GoToMeeting is a core business tool company-wide at Gainsight. The organization’s sales, IT, marketing and customer success teams are using it for everything from one-on-ones to all-hands, client meetings, demos and more.”

By scoring knock-out results, the contender soon became the champ.

GoToMeeting today is a core business tool company-wide at Gainsight. The organization’s sales, IT, marketing and customer success teams are using it for everything from one-on-ones to all-hands, client meetings, demos and more.

“From a sales person’s perspective, one thing I love about it is the ability to record presentations and demos and send those links to the customer so they can go back and review it or share it with others who may not have been able to make the meeting,” said Goocher. “It’s a productivity benefit for us in sales and a really good follow-up tool.”

And it isn’t only their external relationships seeing a boost with GoToMeeting – Gainsight is reaping major dividends internally, too.

“Gainsight is a very geographically distributed company. The video component in particular is pretty valuable for us – and it works very reliably, and consistently, in GoToMeeting,” said Will Robbins, business operation lead at Gainsight.

“Gainsight is a very geographically distributed company. The video component in particular is pretty valuable for us – and it works very reliably, and consistently, in GoToMeeting,” said Will Robbins, business operation lead at Gainsight.

“GoToMeeting is a core business tool company-wide at Gainsight. The organization’s sales, IT, marketing and customer success teams are using it for everything from one-on-ones to all-hands, client meetings, demos and more.”

By scoring knock-out results, the contender soon became the champ.

GoToMeeting today is a core business tool company-wide at Gainsight. The organization’s sales, IT, marketing and customer success teams are using it for everything from one-on-ones to all-hands, client meetings, demos and more.

“From a sales person’s perspective, one thing I love about it is the ability to record presentations and demos and send those links to the customer so they can go back and review it or share it with others who may not have been able to make the meeting,” said Goocher. “It’s a productivity benefit for us in sales and a really good follow-up tool.”

And it isn’t only their external relationships seeing a boost with GoToMeeting – Gainsight is reaping major dividends internally, too.

“Gainsight is a very geographically distributed company. The video component in particular is pretty valuable for us – and it works very reliably, and consistently, in GoToMeeting,” said Will Robbins, business operation lead at Gainsight.

“Gainsight is a very geographically distributed company. The video component in particular is pretty valuable for us – and it works very reliably, and consistently, in GoToMeeting,” said Will Robbins, business operation lead at Gainsight.

“GoToMeeting is a core business tool company-wide at Gainsight. The organization’s sales, IT, marketing and customer success teams are using it for everything from one-on-ones to all-hands, client meetings, demos and more.”