

CASE STUDY:



PanTerra Networks
4655 Old Ironsides
Suite 300
Santa Clara, CA 95054

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COMPANY PROFILE

Rus Withers, Owner

Location: 1303 Columbia Drive | Richardson, TX 75081

Phone: 214.254.4831

GJ TUNES is the New World Music destination, providing a single area to enjoy Celtic, World, New Age, POP, International Artists, Jazz, Blues, Rock, Children's, Nature Recordings, Nature with Music and much more!

What began as a small business in 2007, GJ TUNES has become an international provider to multiple boutique hotels and spas and now, in our sixth year, we provide distribution to multiple gift and garden centers throughout North America!

Our music is produced in studio and with real instruments and Indie Musicians, no synthesized music here! Just beautiful music providing hours of entertainment, at times, less expensive than a download.

With a unique series of brilliantly produced products and a limitless selection, GJ TUNES is proud to support INDIE artists and look forward to being your choice for new and distinctive music!

SITUATION

Prior to implementing SmartBox for our staff, we found and used multiple unsecure sites like Dropbox and didn't feel comfortable letting our music files out on those networks. SmartBox has allowed us to share music files worldwide simply and effortlessly with complete security. When considering alternative file sharing methods, we found the SmartBox Solution to be 3 times less than their competitors!

CHALLENGES

- Security for WAV and MP3 files prior to release
- Secure File Transfer didn't exist for us and our music could be intercepted and used by others
- 24-hour communications for our globally located staff
- Mobility so that we are able to take our office on the road

SOLUTION

GJ Tunes required the ability to send large files to customers and be completely assured that only those who have permission for downloading the files have access to them. Rus Withers, president of GJ Tunes, is quoted as stating, "When we send music files, which are usually in excess of 30 MB per

track, we know who receives it and at what time; the comfort of knowing that has been a great change from the old way of sharing files, which at times weren't delivered at all."

Additionally, GJ Tunes was looking for a solution that was reliable, cost effective and scalable; so that when they need the extra storage for their company, it is readily available, secure, and accessible in a mobile environment. With SmartBox, they have real-time presence built-in so they can communicate with staff and customers to make sure they are enjoying the music rather than worrying about the back-end complexities of sharing and storage. Withers states, "Communications with the tools included with SmartBox and the Streams platform has been fantastic. Our staff communicates 24 hours a day and it has enhanced our capabilities worldwide"

When they can't be in the office, GJ Tunes requires the mobility to take their files on the road, "We are on the go constantly and taking your office with you is very important to all of us, SmartBox Mobile does just that flawlessly! PanTerra is going on tour with Global Journey Media!"

BENEFITS

- Lower cost of ownership for our phones and mobile devices
- Reduced our cell costs by 25%
- File sharing has saved our company over \$150 per month for on-demand sharing
- Real-time presence has given the entire company visibility to know when each of us is available, in a meeting, or offline
- With MobileMessage and MobileCall, we have no more missed messages or calls
- SmartBox Mobile is the best thing since the Beatles, an innovative way to do business when you can't be at your computer 24/7