

Highly scalable,  
efficient remote  
management for visual  
solutions provider



Industry: Signage

Headquarters: Baltimore,  
Maryland

Number of employees: 140+

*“Gable is committed to helping our clients better engage their customers with digital, visual solutions. With LogMeIn Central we have everything we’ve needed to support our growing visual solutions business.”*

–Jeff Tillery, Operations Manager

## Challenge

In 1980, The Gable Company established as a traditional sign business, but in the past decade, the company has witnessed the growth of new technology and digital signage in their markets. Today, their business is 65% digital and much of their business is focused on both indoor and outdoor signage that excites and engages an audience, and they needed an efficient, scalable way to manage these signs for their clients. Today, their client roster includes Macy’s in Herald Square, TD Bank, and Detroit’s Cobo Area, among many others. As their business shifted, Gable faced the challenge of how to support complex, software-based dynamic digital signage – and how to scale the business for clients all over the country.

## Solution

As signage technology advanced and their client’s issues focused on software and content updates, Gable had to reevaluate how they supported clients. To handle these sorts of problems, Gable chose LogMeIn Central as its remote management solution. Gable chose Central for its simple, quick set up, and ease of use. They are using Central to deploy and update software, provide remote support, and simultaneously provide updates to multiple remote devices, without needing an on-premise technician.

## Results

Today, Gable is using Central Premier to support 100 endpoints for 60 different customers. The use of Central’s single-view dashboard has transformed the way they manage their customer’s signs, and ultimately, the way they run their business. With Central they’re able to:

- Save on the cost of expensive truck rolls to resolve problems. For one client, Gable estimates that it saved nearly \$5,000 in costs across 10 incidents.
- Save time and money on regular software updates, including reducing the 10 minutes required to perform a manual update on one machine to less than 10 minutes to update 100 devices.
- Support more clients and expand their geographic reach without adding employee time and other resources.

