

Case Study

AirWatch benefits from Georgia's workforce, infrastructure



The largest enterprise mobility management provider in the world doesn't just call Georgia home, it takes pride in its role in helping the Peach State grow and thrive.

AirWatch's leadership has been in Georgia for the past 20 years, during which time the company has worked closely with most of the leading health companies and systems, as well as colleges and universities. In fact, AirWatch does business with three of the top five U.S. medical device companies and six of the top 10 global pharmaceutical companies.

"We are working to brand Atlanta as the Silicon of the South," said Victor Cooper, Global Public Relations Manager, AirWatch. "Our technology sector is thriving."

That rapid growth is in large part due to the capable workforce in Georgia, including highly skilled and knowledgeable graduates from the Georgia Institute of Technology and Emory University, Cooper said.

"The investment that Georgia is making into the school systems is keeping bright and talented people here in Georgia so that the investments that are made in their education are paying dividends during their career, building great technologies and creating high-paying jobs here in Georgia," said Alan Dabierre, CEO, AirWatch.

From its corporate office in Sandy Springs, Ga., AirWatch also takes advantage of the area's critical infrastructure, including MARTA – Atlanta's rapid-transit system – and the new international terminal at Hartsfield-Jackson Atlanta International Airport. Additionally, AirWatch benefits from tax breaks like the Quality Jobs Tax Credit, which provides incentives to companies for creating positions that pay higher than average wages.

WHAT GEORGIA OFFERS AIRWATCH

- > Skilled workforce and infrastructure
- > Relationships with leading universities
- > Access to top medical and healthcare companies



“We need a place where we can recruit, retain and get the greatest intellectual capital in the world, and we find that here in Georgia. It took me five years to get from a startup to 30 people; I moved to Georgia, and within three years, I was 600 employees and public.”

Alan Dabierre
CEO
AIRWATCH

About Health Information Technology in Georgia

The Health Information Technology (HIT) sector in Georgia is the largest and one of the strongest in the U.S. because of its robust telecommunications infrastructure and healthcare system, skilled workforce and forward-thinking business environment.

More than 225 HIT companies employ approximately 30,000 people, including nine on the HIT-100 list that generate approximately \$4 billion in cumulative revenue. Among those companies that have a presence in Georgia are Allscripts, Craneware, GE Healthcare Technologies, Greenway Medical Technologies, HealthPort, McKesson Technical Solutions, MedAssets, Navicure, Philips Healthcare, SIS and SoloHealth.

The world's largest HIT organization, Healthcare Information and Management Systems Society (HIMSS) originated at the Georgia Institute of Technology and continues to impact the state. Two of the country's largest fiber optic routes – North/South and East/West – cross in metro Atlanta, which ranks in the top five U.S. markets for total bandwidth and fiber access.

FOR MORE INFORMATION

Carol Henderson
Director of Life Sciences
Georgia Department of Economic Development
chenderson@georgia.org
404.962.4182
Georgia.org/HIT

We **SPEAK** Business



GEORGIA. Your link to a strong value chain.

