

## King & Wood Mallesons

### Introduction

This case study of King & Wood Mallesons is based on an October 2018 survey of BlueJeans Rooms with Dolby hardware customers by TechValidate, a 3rd-party research service.



**"I had lunch with a colleague from London who recently experienced my global roll-out of BlueJeans to all 31 of our offices. He was floored by the ease of use, the user-friendliness of the app and the seamless quality of the product overall. I concur."**

### Challenges

The business challenges that led the profiled company to evaluate and ultimately select BlueJeans Rooms with Dolby hardware:

- Audio quality with previous gear was terrible and impacting productivity
- Managing room systems took way too much time and effort

### Use Case

- Confirmed that currently 6-10 of their conference rooms are outfitted with a Dolby Conference Phone.
- Confirmed that currently 6-10 of their conference rooms are outfitted with Dolby Voice Rooms.

### Results

The surveyed company achieved the following results with BlueJeans Rooms with Dolby hardware:

- Most significant benefits of their BlueJeans Rooms with Dolby hardware:
  - Significant increase in room system adoption
  - Starting meetings on time without hassle
  - Dramatic reduction in the time it takes for managing conference rooms
- Impact of listed benefits, on their organization:
  - Room system adoption has increased significantly
  - Starting meetings on time without all the meeting join hassle
  - Ending meetings earlier because of the audio clarity and video performance
  - Management of conference rooms has gone down dramatically
- Compared to their previous room system hardware, they are much more satisfied with their Dolby hardware.
- Overall, they are very satisfied with their BlueJeans Rooms with Dolby hardware.

### Company Profile

Company:  
**King & Wood Mallesons**

Company Size:  
**Medium Enterprise**

Industry:  
**Professional Services**

### About BlueJeans Rooms with Dolby hardware

BlueJeans Network is the most advanced way to enable video conferencing in the workplace or on the road. The goal is to make video as easy and pervasive as audio communications and create visual experiences that people love. While the audience that uses BlueJeans has expanded to businesses of all sizes, the core customers are enterprises who need reliability, security, and scale they can trust.

#### Learn More:

[BlueJeans](#)

[BlueJeans Rooms with Dolby hardware](#)