

Fuller Theological Seminary

Introduction

This case study of Fuller Theological Seminary is based on an August 2017 survey of BlueJeans Network customers by TechValidate, a 3rd-party research service.



“The essentially unlimited supply in videoconferencing greatly increased the demand (tripled in the past two years), changing the way departments work and interact across all our campuses.”

Challenges

The business challenges that led the profiled organization to evaluate and ultimately select BlueJeans Network:

- Top drivers for purchasing BlueJeans was:
 - The inability to easily connect existing video conferencing investments across meetings
 - Too much IT support required for video meetings
 - Too many endpoints to support with existing resources
 - The need for a cloud-based rather than local solution
- Purchased BlueJeans for it's:
 - Ease of use – requires little-to-no training
 - Management & analytics functionality
 - pricing model and scalability
- Replaced the following with BlueJeans:
 - Polycom RMX

Use Case

The key features and functionalities of BlueJeans Network that the surveyed organization uses:

- Integrates 2 different video conferencing systems into BlueJeans.
- Uses BlueJeans primarily in:
 - Hosting internal meetings (1-1, team meetings)
 - Large-scale video events (all-hands, company-wide meetings, trainings, etc.)
 - Video-enablement of conference rooms
 - Hosting external meetings with customers, vendors, partners
 - Site-to-site and online classes

Results

The surveyed organization achieved the following results with BlueJeans Network:

- Purchased BlueJeans over:
 - Cisco (TelePresence or Spark)
 - LifeSize
 - Zoom
 - Polycom
 - vidyo
- Increased video conferencing by >100% (more than doubled) after implementing BlueJeans.
- Saw the following benefits with BlueJeans:
 - Improved usage of existing videoconferencing investments/technology
 - Improved collaboration across internal teams, external partners, agencies, consultants
 - Consolidation of collaboration solutions (web, audio, video)
 - Increased number of endpoints supported with available resources

Organization Profile

Organization:
Fuller Theological Seminary

Industry:
Educational Institution

About BlueJeans Network

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 Network](#)