

## Medium Enterprise Telecommunications Services Company

### Introduction

This case study of a medium enterprise telecommunications services company is based on an October 2018 survey of BlueJeans Rooms with Dolby hardware customers by TechValidate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.



“Previously, the management of our legacy room system was cumbersome and error prone. The quality of calls was poor and users struggled to work with the system. We no longer have these issues and are very satisfied with our BlueJeans Rooms with Dolby hardware systems.”

### Challenges

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

- The complexity of their room system’s limited user adoption
- Meetings that were constantly running late because of confusing room system setup
- 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 1-5 of their conference rooms are outfitted with a Dolby Conference Phone.
- Confirmed that currently 1-5 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:
  - 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
  - Management of conference rooms has gone down dramatically
- When asked to estimate of the amount of time users have saved by using BlueJeans Rooms with Dolby hardware they said our users have not saved any time.
- 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

The company featured in this case study asked to have its name publicly blinded because publicly endorsing vendors is against their policies.

TechValidate stands behind the authenticity of this data.

Company Size:  
**Medium Enterprise**

Industry:  
**Telecommunications 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](#)