

## Medium Enterprise Transportation Services Company

### Introduction

This case study of a medium enterprise transportation 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.



Prior to having the BlueJeans Dolby phones into our conference rooms, people were not using the conferencing abilities of our conference rooms. Instead, they were just using our older equipment to “dial out” to a single user. This limited the ability to meet with many people. The only exception to this was when we would have help-desk assist with setting up the meetings. Now, our room system adoption has increased significantly. We are very satisfied with our BlueJeans Rooms with Dolby hardware.

### 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
- Audio quality with previous gear was terrible and impacting productivity

### Use Case

- Confirmed that currently 1-5 of their conference rooms are outfitted with a Dolby Conference Phone.

### 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
- When asked to estimate of the amount of time users have saved by using BlueJeans Rooms with Dolby hardware they said each user has saved 30 minutes a week.
- 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:  
**Transportation 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](#)