

Large Enterprise Banking Company

Introduction

This case study of a large enterprise banking company is based on a June 2018 survey of BlueJeans customers by TechValidate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.



I've highly recommended BlueJeans to all business units and training other administrators to get familiar with the technology and its capabilities. Skype can't be used outside the companies network, so Skype wouldn't work if we tried to connect with external clients. Because of BlueJeans, we are saving on travel. We have the ability to share presentations and draw on our global expertise (offshore) to provide knowledge without having to fly them to Australia.

Challenges

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

- Prompted to invest in BlueJeans after experiencing the following challenges:
 - An inability to easily connect their existing video conferencing investments across meetings
 - Poor collaboration across remote teams, external partners, agencies, and/or consultants
 - Needing to reduce travel expenditures
- BlueJeans replaced or was chosen over the following vendors:
 - Skype for Business
 - Polycom
 - Cisco (Telepresence or Spark)
 - Zoom

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:
Large Enterprise

Industry:
Banking

Use Case

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

- Uses the following App integrations with BlueJeans:
 - Microsoft Office365
 - Microsoft Outlook
- Invested into BlueJeans because of its:
 - Ease of use (requires little-to-no training)
 - Video quality
 - Audio quality
 - Integrations with collaboration, productivity, scheduling tools
 - Management & analytics functionality
- Finds value in the following BlueJeans capabilities/features compared to other vendors they have used:
 - User experience
 - Video quality
 - Audio quality
 - Reliability
 - Ability to use on mobile

About BlueJeans

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](#)

Results

The surveyed company achieved the following results with BlueJeans:

- Agrees with the following statements:
 - BlueJeans saves them money by consolidating video, audio, and web conferencing costs into a single meetings platform: Agree
 - Using BlueJeans to interview candidates helps them attract a modern workforce: Agree
 - Using BlueJeans enables IT/AV teams to support more meetings with the same or fewer resources: Agree
 - BlueJeans with Dolby Voice has improved meeting productivity due to better audio and noise reduction: Agree
 - BlueJeans helps them build a stronger internal company culture: Agree
 - BlueJeans enables teams to work productively how and where they want: Agree
- Rates the annual dollar savings they've experienced since moving to BlueJeans:
 - Audio conferencing provider/subscriptions: \$25K – 99K
 - Legacy Web conferencing subscription: \$25K – 99K
 - Legacy Webinar platform subscription: \$25K – 99K
 - Video Conferencing Hardware, e.g. MCU or Telepresence systems: \$25K – 99K
 - Telephone or other audio conferencing equipment: \$25K – 99K
 - Maintenance contracts for audio/visual conferencing hardware: \$25K – 99K
 - Proprietary video conferencing services: \$25K – 99K
 - Professional Services: \$25K – 99K
- Saved over \$200,000 across all areas since using BlueJeans.
- Achieved the following quantifiable benefits since using BlueJeans:
 - Annual savings due to enhanced productivity
 - Annual travel savings
 - Annual savings in offices/facilities investments