

Photon

Introduction

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



“Not even a day at Photon without Bluejeans.”

Challenges

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

- Top drivers for purchasing BlueJeans was:
 - The inability to easily connect existing video conferencing investments across meetings
 - Poor usage, uptake and adoption of current video conferencing investments
 - Too much IT support required for video meetings
 - Limited visibility into meeting status or reporting capabilities across VC platforms
 - Poor collaboration across remote teams, external partners, agencies, and/or consultants
 - The need to consolidate audio/document/video conferencing systems
 - Too many endpoints to support with existing resources
- Purchased BlueJeans for it's:
 - Ease of use – requires little-to-no training
 - Video/Audio quality

Use Case

The key features and functionalities of BlueJeans Network that the surveyed company 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, pieces of training, etc.)
 - Video-enablement of conference rooms
 - Hosting external meetings with customers, vendors, partners

Results

The surveyed company achieved the following results with BlueJeans Network:

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

Company Profile

Company:
PHOTON

Company Size:
Medium Enterprise

Industry:
Professional Services

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](#)