

Large Enterprise Industrial Manufacturing Company

Introduction

This case study of a large enterprise industrial manufacturing company is based on a July 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.



“The ease of connecting face-to-face with other locations has greatly increased communication throughout the company.”

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:
 - Poor collaboration across remote teams, external partners, agencies, and/or consultants
 - Needing to reduce travel expenditures

Use Case

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

- Uses the following App integrations with BlueJeans:
 - Microsoft Outlook
- Invested into BlueJeans because of its:
 - Ease of use (requires little-to-no training)
 - Video quality
- Finds value in the following BlueJeans capabilities/features compared to other vendors they have used:
 - Video quality

Results

The surveyed company achieved the following results with BlueJeans:

- Agrees with the following statements:
 - BlueJeans helps them improve employee productivity with a simple user experience
 - BlueJeans saves them money by consolidating video, audio, and web conferencing costs into a single meetings platform
 - BlueJeans enables teams to do their best work
 - Using BlueJeans to interview candidates helps them attract a modern workforce
 - Using BlueJeans enables IT/AV teams to support more meetings with the same or fewer resources
 - BlueJeans helps them build a stronger internal company culture
 - BlueJeans enables teams to work productively how and where they want
- Annual dollar savings they’ve experienced since moving to BlueJeans:
 - Maintenance contracts for audio/visual conferencing hardware: \$25K – 99K
- Saved over \$50,000 across all areas since using BlueJeans.
- Achieved the following quantifiable benefits since using BlueJeans:
 - Annual savings due to enhanced productivity
 - Annual travel savings

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:
Industrial Manufacturing

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](#)