BLUEJEANS NETWORK CASE STUDY

Shepell.Fgi

Introduction

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

> "Better feel to our video experience with clients."

Challenges

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

- Top drivers for purchasing BlueJeans was:
  - Easy to use, user friendly, enhanced admin use
- Purchased BlueJeans for it's:
  - Ease of use – requires little-to-no training
  - Video/Audio quality
  - Recommended by a peer/colleague
  - Management & analytics functionality
  - Security features/certifications
  - Post-sale experience (onboarding, support, training)
- Replaced the following with BlueJeans:
  - Cisco Webex

Use Case

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

- Uses BlueJeans primarily in:
  - Hosting internal meetings (1-1, team meetings)
  - 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
- Increased video conferencing by 41-60% increase after implementing BlueJeans.
- Saw the following benefits with BlueJeans:
  - Improved collaboration across internal teams, external partners, agencies, consultants

Company Profile

Company:
Shepell.fgi

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

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Research by TechValidate by SurveyMonkey