BLUEJEANS NETWORK CASE STUDY

State & Local Government

Introduction

This case study of a state & local government is based on an August 2017 survey of BlueJeans Network customers by TechValidate, a 3rd-party research service. The profiled organization asked to have their name blinded to protect their confidentiality.

> " "Successfully combining web with legacy video conferencing equipment was our primary goal. That was achieved."

Challenges

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

- Top drivers for purchasing BlueJeans was:
    - The inability to easily connect existing video conferencing investments across meetings
    - The need to reduce travel expenditures
- Purchased BlueJeans for it's:
    - Ease of use – requires little-to-no training
    - Recommended by a peer/colleague

Use Case

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

- Integrates 4 different video conferencing systems into BlueJeans.
- Uses BlueJeans primarily in:
    - Video-enablement of conference rooms
    - Hosting external meetings with customers, vendors, partners

Results

The surveyed organization achieved the following results with BlueJeans Network:

- Purchased BlueJeans over:
    - Webex
    - Google Meet (Hangouts)
- Increased video conferencing by 21-40% increase after implementing BlueJeans.
- Saw the following benefits with BlueJeans:
    - Improved collaboration across internal teams, external partners, agencies, consultants
    - Consolidation of collaboration solutions (web, audio, video)
    - Increased number of endpoints supported with available resources

Organization Profile

The organization 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.

Organization Size:
State & Local

Industry:
Government

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

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