

Murphy Oil Corporation

Introduction

This case study of Murphy Oil Corporation is based on a June 2018 survey of BlueJeans customers by TechValidate, a 3rd-party research service.



“BlueJeans is just a good reliable tool that works.”

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
 - Too much IT support required for video meetings
 - Needing to reduce travel expenditures
 - Poor usage, uptake, and adoption of current video conferencing investments
- BlueJeans replaced or was chosen over the following vendors:
 - Webex
 - Skype for Business
 - Cisco (Telepresence or Spark)

Use Case

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

- Uses the following App integrations with BlueJeans:
 - Microsoft Office365
- Invested into BlueJeans because of its:
 - Ease of use (requires little-to-no training)
 - Video quality
 - Audio quality
 - Consistent and unified experience across desktop, mobile, and rooms
 - Consistent and unified experience across Windows, Mac, iOS, and Android platforms
- Finds value in the following BlueJeans capabilities/features compared to other vendors they have used:
 - User experience
 - Reliability
 - Ability to use on mobile
 - Not needing to be downloaded for external users

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: Agree
 - BlueJeans saves them money by consolidating video, audio, and web conferencing costs into a single meetings platform: 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: Strongly agree
- Rates the annual dollar savings they’ve experienced since moving to BlueJeans:
 - Audio conferencing provider/subscriptions: \$100K – 499K
 - Legacy Web conferencing subscription: \$100K – 499K
 - Video Conferencing Hardware, e.g. MCU or Telepresence systems: \$25K – 99K
- Saved over \$100,000 across all areas since using BlueJeans.
- Achieved the following quantifiable benefits since using BlueJeans:
 - Annual travel savings

Company Profile

Company:
Murphy Oil Corporation

Company Size:
Fortune 500

Industry:
Energy & Utilities

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](#)