

## Galaxy Entertainment De Venezuela C.A.

### Introduction

This case study of Galaxy Entertainment De Venezuela C.A. is based on an August 2017 survey of BlueJeans Network customers by TechValidate, a 3rd-party research service.



“BlueJeans helps improve communications in an unimaginable way, since we work in a corporation with different collaborators in several countries across Latin America. ”

### 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
  - The need to reduce travel expenditures
  - Poor collaboration across remote teams, external partners, agencies, and/or consultants
  - Too many endpoints to support with existing resources
- Purchased BlueJeans for it's:
  - Ease of use – requires little-to-no training
  - Video/Audio quality
  - Management & analytics functionality

### 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)
  - Large-scale video events (all-hands, company-wide meetings, trainings, 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:
  - Webex
  - Skype for Business
  - Google Meet (Hangouts)
- Increased video conferencing by >100% (more than doubled) after implementing BlueJeans.
- Saw the following benefits with BlueJeans:
  - Improved usage of existing videoconferencing investments/technology
  - Improved visibility and reporting of enterprise-wide video conferencing usage
  - Improved collaboration across internal teams, external partners, agencies, consultants
  - Reduction in travel/budget
  - Consolidation of collaboration solutions (web, audio, video)
  - Reduction in trouble tickets for video conferencing support
  - Decreased wasted meeting minutes
  - Increased number of endpoints supported with available resources

#### Company Profile

Company:  
**GALAXY ENTERTAINMENT DE VENEZUELA C.A.**

Company Size:  
**Large Enterprise**

Industry:  
**Telecommunications 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](#)