

BCS Prime

Introduction

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



“Our HR recruiters and hiring managers can quickly assess candidates for culture fit without requiring face-to-face interviews.”

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 consolidate audio/document/video conferencing systems
 - Poor collaboration across remote teams, external partners, agencies, and/or consultants
 - Poor usage, uptake, and adoption of current video conferencing investments
 - Too many endpoints to support with existing resources
- BlueJeans replaced or was chosen over the following vendors:
 - Webex
 - GoTo Meeting
 - Polycom
 - 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 Outlook
 - Skype for Business
- Invested into BlueJeans because of its:
 - Ease of use (requires little-to-no training)
 - Video quality
 - Audio quality
 - Integrations with collaboration, productivity, scheduling tools
 - Interoperability with video conferencing room systems
- Finds value in the following BlueJeans capabilities/features compared to other vendors they have used:
 - User experience
 - Video quality
 - Audio quality
 - Ability to use on mobile
 - Not needing to be downloaded for external users

Results

The surveyed company achieved the following results with BlueJeans:

- BlueJeans helps them improve employee productivity with a simple user experience: Strongly agree
- Using BlueJeans helps teams complete projects faster: Strongly agree
- BlueJeans saves them money by consolidating video, audio, and web conferencing costs into a single meetings platform: Strongly agree
- BlueJeans enables them to get more value out of their existing video conferencing systems: Agree
- BlueJeans enables teams to do their best work: Strongly agree
- Using BlueJeans to interview candidates helps them attract a modern workforce: Strongly agree
- Using BlueJeans enables IT/AV teams to support more meetings with the same or fewer resources: Agree
- BlueJeans enables teams to work productively how and where they want: Strongly agree
- Achieved the following quantifiable benefits since using BlueJeans:
 - Annual savings due to enhanced productivity
 - Annual travel savings
 - Annual savings in offices/facilities investments

Company Profile

Company:
BCS Prime

Company Size:
Medium Enterprise

Industry:
Financial Services

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:

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