

Educational Institution

Introduction

This case study of a educational institution 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.



“It has allowed us to leverage our old room systems (Polycom) along with more modern USB-type setups.”

Challenges

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

- Top drivers for purchasing BlueJeans was:
 - Poor usage, uptake and adoption of current video conferencing investments
 - Too much IT support required for video meetings
 - The need to consolidate audio/document/video conferencing systems
- Purchased BlueJeans for it's:
 - Ease of use – requires little-to-no training
 - Recommended by a peer/colleague
 - Management & analytics functionality

Use Case

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

- Integrates 3 different video conferencing systems into BlueJeans.
- Uses BlueJeans primarily in:
 - Hosting internal meetings (1-1, team meetings)
 - Video-enablement of conference rooms

Results

The surveyed organization achieved the following results with BlueJeans Network:

- Purchased BlueJeans over:
 - Webex
 - Skype for Business
 - LifeSize
 - Polycom
 - 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
 - Reduction in trouble tickets for video conferencing support
 - 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.

Industry:
Educational Institution

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](#)