

## Preferred Rate

### Introduction

This case study of Preferred Rate is based on a June 2020 survey of BlueJeans by Verizon customers by TechValidate, a 3rd-party research service.

### Challenges

The business challenges that led the profiled company to evaluate and ultimately select BlueJeans by Verizon:

They switched to Bluejean by Verizon because of the following:

- Wanted better pricing
- Wanted better security
- Wanted a more reliable solution

They were influenced to select BlueJeans due to the following:

- Ease-of-use

### Use Case

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

- Said they are a mid-size organization (51-250 employees).
- Said they and/or their team use BlueJeans as an alternative to the tool that is provided by their organization.
- Have been a customer for 3-6 months.

Learned about Bluejeans through the following:

- Customer referrals

Were using the following solutions prior to using Bluejeans by Verizon:

- GoToMeeting
- Zoom

### Results

The surveyed company achieved the following results with BlueJeans by Verizon:

Said that they agree to the following extent, that BlueJeans' following features are superior to other video conferencing software:

- Audio & video quality: Agree
- Meeting reliability: Strongly Agree
- Ease of use: Strongly Agree
- Desktop experience: Strongly Agree
- Mobile experience: Agree
- Browser experience: Agree
- Management controls: Somewhat Agree
- Security: Strongly Agree
- Support: Strongly Agree

Said they agree to the following extent, with the following statements:

- BlueJeans' response to the Covid-19 crisis has met and/or exceeded their expectations: Strongly Agree
- BlueJeans' rapid pace of innovation makes them confident their organization will be well prepared for the future of work: Strongly Agree
- BlueJeans' pure focus on video conferencing makes them confident that their needs will be met today and tomorrow: Strongly Agree
- BlueJeans' standards-based approach to security makes them confident that their meetings are protected: Strongly Agree
- BlueJeans' ease-of-use makes it easy for them to manage the solution without excessive troubleshooting: Strongly Agree

Have experienced the following benefits by using BlueJeans:

- Improved collaboration & employee engagement
- More effective meetings
- Reduced meeting join times and meeting complexity
- Saved money
- Mitigated security risks & data privacy threats

#### Company Profile

Company:  
\*Preferred Rate \*

Company Size:  
**Medium Enterprise**

Industry:  
**Real Estate**

#### About BlueJeans by Verizon

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 by Verizon](#)

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