

## Large Enterprise Hospitality Company

### Introduction

This case study of a large enterprise hospitality company is based on an August 2017 survey of BlueJeans Network customers by TechValidate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.



“BlueJeans has provided a much more stable and user-friendly video conferencing solution. Meetings have been more effective due to the ease of set up and lack of dropped calls.”

### 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
  - Poor usage, uptake and adoption of current video conferencing investments
  - Too much IT support required for video meetings
- Purchased BlueJeans for it's:
  - Ease of use – requires little-to-no training
  - Video/Audio quality
- Integrates 2 different video conferencing systems into BlueJeans.
- Replaced the following with BlueJeans:
  - Cisco Webex
  - GoToMeeting

### 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

### Results

The surveyed company achieved the following results with BlueJeans Network:

- Purchased BlueJeans over:
  - Webex
- Increased video conferencing by 41-60% increase after implementing BlueJeans.
- Saw the following benefits with BlueJeans:
  - Consolidation of collaboration solutions (web, audio, video)
  - Reduction in trouble tickets for video conferencing support

#### Company Profile

The company 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.

Company Size:  
**Large Enterprise**

Industry:  
**Hospitality**

#### 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](#)

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