

## Grubhub, Inc.

### Introduction

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This case study of GrubHub, Inc. is based on an April 2019 survey of BlueJeans Events customers by TechValidate, a 3rd-party research service.



“BlueJeans Events delivers a higher quality experience than other events platforms we have used in the past.”

“BlueJeans allows me to interact with people in other offices and have that valuable face time that you just can’t get over the phone or email.”

### Challenges

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

- Implemented BlueJeans Events because:
  - Their previous solution failed to deliver an interactive experience that engaged their employees
- Integrated BlueJeans Events because they needed:
  - A robust tool that could accommodate larger audiences

### Use Case

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

- Runs the following number of events per year:
  - CEO Town Halls: 1-4
  - Departmental all hands: 5-9
  - Investor relations or earning calls: 1-4
  - Sales enablement and/or virtual training: 9+

### Results

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The surveyed company achieved the following results with BlueJeans Events:

- Improved the following with BlueJeans Events:
  - Perception of senior leadership: improved
  - Employee participation in all hands: significantly improved
  - Costs associated with all hands production: improved
  - Quality of all hands events: significantly improved
- Finds the following BlueJeans features beneficial:
  - Accelerator for bandwidth management: beneficial
  - Attendee join via the browser for streamlined join flow: beneficial
  - Ability to join from any device (mobile, desktop, room): very beneficial
- Finds BlueJeans Events is significantly better than other solutions provided.

#### Company Profile

Company:  
**GrubHub, Inc.**

Company Size:  
**Medium Enterprise**

Industry:  
**Computer Software**

#### About BlueJeans Events

BlueJeans Events combines the collaborative features of a meetings platform with the scalability of a broadcast—connecting live speakers with large audiences through an immersive video experience. Confidently host up to 15,000 attendees with download-free, highly interactive livestreaming to and from any endpoint in the world.

#### Learn More:

[BlueJeans](#)

[BlueJeans Events](#)