

Denta Quest Foundation

Introduction

This case study of DentaQuest foundation is based on an August 2017 survey of BlueJeans Network customers by TechValidate, a 3rd-party research service.



“BlueJeans revolutionized remote work and created the capacity for a fully remote team to work seamlessly as if in same room.”

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
 - Poor collaboration across remote teams, external partners, agencies, and/or consultants
 - The need to consolidate audio/document/video conferencing systems
- Purchased BlueJeans for it's:
 - Ease of use – requires little-to-no training
 - Video/Audio quality
 - Recommended by a peer/colleague
 - Post-sale experience (onboarding, support, training)
- Replaced the following with BlueJeans:
 - Cisco Webex
 - GoToMeeting
 - Zoom

Use Case

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

- Integrates 2 different video conferencing systems into BlueJeans
- Uses BlueJeans primarily in:
 - Hosting internal meetings (1-1, team meetings)
 - Large-scale video events (all-hands, company-wide meetings, trainings, etc.)
 - Public Webinars/Videocasts
 - Video-enablement of conference rooms
 - Hosting external meetings with customers, vendors, partners

Results

The surveyed company achieved the following results with BlueJeans Network:

- Purchased BlueJeans over:
 - Cisco (TelePresence or Spark)
 - Webex
 - Skype for Business
 - Zoom
 - 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
 - Improved collaboration across internal teams, external partners, agencies, consultants
 - Consolidation of collaboration solutions (web, audio, video)
 - Reduction in trouble tickets for video conferencing support
 - Decreased wasted meeting minutes
 - Increased number of endpoints supported with available resources

Company Profile

Company:
DentaQuest foundation

Company Size:
Medium Enterprise

Industry:
Health Care

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](#)