

DBRS Limited

Introduction

This case study of DBRS Limited is based on a June 2018 survey of BlueJeans customers by TechValidate, a 3rd-party research service.



“Our entire company can easily get into a video conference without assistance from our IT team. The ease of use has driven more ‘face to face’ communication, creating a tighter culture across our global business.”

Challenges

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

- Prompted to invest in BlueJeans after experiencing the following challenges:
 - Needing to consolidate audio/document/video conferencing systems
 - Poor collaboration across remote teams, external partners, agencies, and/or consultants
- BlueJeans replaced or was chosen over the following vendors:
 - Webex

Company Profile

Company:
DBRS Limited

Company Size:
Small Business

Industry:
Financial Services

Use Case

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

- Uses the following App integrations with BlueJeans:
 - Microsoft Office365
 - Slack
- Invested into BlueJeans because of its:
 - Ease of use (requires little-to-no training)
 - Interoperability with video conferencing room systems
 - Ability to work in browsers with WebRTC and no app download required
- Finds value in the following BlueJeans capabilities/features compared to other vendors they have used:
 - User experience
 - Reliability

About BlueJeans

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](#)

Results

The surveyed company achieved the following results with BlueJeans:

- Agrees with the following statements:
 - BlueJeans helps them improve employee productivity with a simple user experience: Strongly agree
 - Using BlueJeans helps teams complete projects faster: Agree
 - BlueJeans saves them money by consolidating video, audio, and web conferencing costs into a single meetings platform: Strongly agree
 - BlueJeans enables them to get more value out of their existing video conferencing systems: Strongly agree
 - BlueJeans enables teams to do their best work: Strongly agree
 - Using BlueJeans to interview candidates helps them attract a modern workforce: Strongly agree
 - Using BlueJeans enables IT/AV teams to support more meetings with the same or fewer resources: Strongly agree
 - BlueJeans helps them build a stronger internal company culture: Agree
 - BlueJeans enables teams to work productively how and where they want: Agree
- Rates the annual dollar savings they’ve experienced since moving to BlueJeans:
 - Audio conferencing provider/subscriptions: \$25K – 99K
 - Legacy Web conferencing subscription: \$25K – 99K
- Saved over \$50000 across all areas since using BlueJeans.
- Achieved the following quantifiable benefits since using BlueJeans:
 - Annual travel savings