

BTG PLC

Introduction

This case study of BTG plc is based on an October 2018 survey of BlueJeans Rooms with Dolby hardware customers by TechValidate, a 3rd-party research service.



“Before we implemented our BlueJeans Dolby Conference phones, meeting room experiences were varied and challenging, support overheads were high, and users would attend meetings early in order to get the conference equipment ready. After implementing the equipment less time is lost, meetings are more interactive and result in greater productivity. The feedback from the business has been fantastic!”

Challenges

The business challenges that led the profiled company to evaluate and ultimately select BlueJeans Rooms with Dolby hardware:

- The complexity of their room system’s limited user adoption
- Meetings that were constantly running late because of confusing room system setup
- Audio quality with previous gear was terrible and impacting productivity
- Managing room systems took way too much time and effort

Use Case

The key features and functionalities of BlueJeans Rooms with Dolby hardware that the surveyed company uses:

- Confirmed that currently 11-20 of their conference rooms are outfitted with a Dolby Conference Phone.
- Confirmed that currently 11-20 of their conference rooms are outfitted with Dolby Voice Rooms.

Results

The surveyed company achieved the following results with BlueJeans Rooms with Dolby hardware:

- Most significant benefits of their BlueJeans Rooms with Dolby hardware:
 - Significant increase in room system adoption
 - Starting meetings on time without hassle
 - Audio clarity and video performance, allowing for shorter meetings
- Impact of listed benefits, on their organization:
 - Room system adoption has increased significantly
 - Starting meetings on time without all the meeting join hassle
 - Ending meetings earlier because of the audio clarity and video performance
 - Management of conference rooms has gone down dramatically
- When asked to estimate of the amount of time users have saved by using BlueJeans Rooms with Dolby hardware they said each user has saved 30 minutes a week.
- Compared to their previous room system hardware, they are much more satisfied with their Dolby hardware.
- Overall, they are very satisfied with their BlueJeans Rooms with Dolby hardware.

Company Profile

Company:
BTG PLC

Company Size:
Small Business

Industry:
Health Care

About BlueJeans Rooms with Dolby hardware

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 Rooms with Dolby hardware](#)