

## Medium Enterprise Professional Services Company

### Introduction

This case study of a medium enterprise professional services company is based on a June 2018 survey of BlueJeans customers by TechValidate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.



“BlueJeans has brought our global training programs into the 21st century. It has made our management committee more cohesive despite 13 hour time differences.”

### 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:
  - An inability to easily connect their existing video conferencing investments across meetings
  - Poor collaboration across remote teams, external partners, agencies, and/or consultants
  - Poor usage, uptake, and adoption of current video conferencing investments
  - Limited visibility into meeting status or reporting capabilities across VC platforms
- BlueJeans replaced or was chosen over the following vendors:
  - GoTo Meeting

### Use Case

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

- Invested into BlueJeans because of its:
  - Ease of use (requires little-to-no training)
  - Video quality
  - Audio quality
  - Interoperability with video conferencing room systems
  - Consistent and unified experience across desktop, mobile, and rooms
- Finds value in the following BlueJeans capabilities/features compared to other vendors they have used:
  - User experience
  - Video quality
  - Audio quality
  - Reliability
  - Ability to use on mobile
  - Ability to manage, monitor, and troubleshoot meetings, rooms and/or events

### 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: Agree
  - Using BlueJeans helps teams complete projects faster: Agree
  - BlueJeans enables them to get more value out of their existing video conferencing systems: 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 with Dolby Voice has improved meeting productivity due to better audio and noise reduction: Agree
  - BlueJeans helps them build a stronger internal company culture: Agree
  - BlueJeans enables teams to work productively how and where they want: Agree

#### 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:  
**Medium Enterprise**

Industry:  
**Professional Services**

#### 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:

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