

Sands Capital Management

Introduction

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



“BlueJeans is used to broadcast firm-wide meetings, hold and record second interviews and provides a more personal connection for portfolio managers and their distant and international contacts.”

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
 - Too much IT support required for video meetings
 - Limited visibility into meeting status or reporting capabilities across VC platforms

Company Profile

Company:
Sands Capital Management

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 Outlook
 - Skype for Business
 - Voicera
- Invested into BlueJeans because of its:
 - Ease of use (requires little-to-no training)
 - Video quality
 - Audio quality
 - Integrations with collaboration, productivity, scheduling tools
 - Interoperability with video conferencing room systems
 - Management & analytics functionality
 - Consolidation of other meeting technologies
 - Consistent and unified experience across desktop, mobile, and rooms
 - Consistent and unified experience across Windows, Mac, iOS, and Android platforms
 - Ability to work in browsers with WebRTC and no app download required
 - Post-sale experience (onboarding, support, training)
- Finds value in the following BlueJeans capabilities/features compared to other vendors they have used:
 - User experience
 - Audio quality
 - Ability to manage, monitor, and troubleshoot meetings, rooms and/or events

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: strongly 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
- Agrees with the following statements:
 - 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: strongly agree
 - BlueJeans helps them grow revenues faster: strongly agree
 - BlueJeans enables teams to work productively how and where they want: strongly agree
- Rates the annual dollar savings they've experienced since moving to BlueJeans:
 - video Conferencing Hardware, e.g. MCU or Telepresence systems: \$25K – 99K
 - conferencing hardware: \$100K – 499K
 - Professional Services: \$100K – 499K
- Saved \$500000 across all areas since using BlueJeans.
- Achieved the following quantifiable benefits since using BlueJeans:
 - Annual savings due to enhanced productivity
 - Annual travel savings
 - Annual savings in offices/facilities investments
 - Increased revenue growth

