

CASE STUDY

Telit Merges Rooms with Microsoft Teams Using BlueJeans Gateway

As a pioneer and leading global technology service provider, Telit has earned a reputation for solving the toughest challenges in the Internet of Things (IoT). With a successful end-to-end system approach, Telit assures that all the pieces work together seamlessly when connecting 'things to apps' — from device management to connectivity management and data management.

When the time came to standardize company-wide collaboration and truly optimize their global Microsoft Teams deployment, IT leadership needed reliable, cost-effective cloud video interop to incorporate existing room endpoints, so Telit employees, everywhere, could easily meet and experience the full power of Teams meetings.

Cloud Video Interop for Teams Meetings

For VP of Global IT, Itzik Menashe, and Global Network Manager, Ami Lubaton, who specializes in network devices and organizational collaboration, migrating all users to Teams was essential. Office 365 licenses covered the transition to Teams, however users couldn't dial into Telit's 36 existing Lifesize room systems, which, at \$20,000 per room, was a significant investment. This also proved to be the case with 10 additional Poly rooms. In order to maximize their investments, Telit needed a cloud video interop solution they could trust.

Built specifically for merging Teams meetings with SIP or H.323 room systems, BlueJeans, a Microsoft technology partner, offers Gateway, a cloud video interop solution. Though other vendors enable cloud video



Industry: Internet Technology

Challenges: Finding cloud video interop for merging legacy room systems with Microsoft Teams.

Supporting reliable, one-touch video calls from any device for users worldwide.

Solutions: BlueJeans Gateway connects multi-vendor rooms, maximizing Microsoft Teams investment.

BlueJeans Meetings support consistent, high quality video calling from any device.

Results: Saved 1 million USD not needing to replace room hardware or fund new training.

Fully integrated 36 Lifesize and 10 Poly rooms with Microsoft Teams.

“BlueJeans Gateway is cloud-based, so the testing and deployment process is seamless. It’s super easy.”

– ITZIK MENASHE, VP OF GLOBAL IT, TELIT

interoperability with Teams, Telit’s prior experience with BlueJeans helped make the decision to purchase Gateway an easy one. “After our product tests, we were very satisfied with BlueJeans,” explains Lubaton.

For Telit’s Lifesize and Poly rooms, BlueJeans Gateway offered the most straight forward, plug and play solution. “Whether you use Teams or Lifesize, BlueJeans is the backbone that connects all of our communications technology,” says Menashe. “BlueJeans Gateway is cloud-based, so the testing and deployment process is seamless.”

BlueJeans Gateway and Teams facilitate seamless meeting experiences, while saving 1 million USD, otherwise spent on new video hardware and additional user training. “There’s no rip and replace with BlueJeans Gateway and Teams. We realized immediate ROI by optimizing existing technology and are setup to save additional costs in the future,” Menashe adds.

Teams Video Interop Outside the Organization

When connecting non-Teams users, Telit relies on BlueJeans Gateway to easily connect them to meetings from traditionally non-compatible room systems and

video conferencing platforms. Taking existing video conferencing endpoints, using any device that supports H.323, and connecting them to the cloud, and Teams, was a major accomplishment. “We waited a long time for this solution,” says Lubaton. “We recognize BlueJeans’ stability and performance. By integrating the Gateway with Teams, we have our main toolset for years to come,” he explains.

Cloud-Based Video Conferencing for Business Scenarios

Telit values the efficacy and effectiveness of face-to-face communication and collaboration, making cloud video conferencing a pivotal business tool. Prior to adopting Teams, Lubaton chose BlueJeans Meetings for roaming employees who needed to connect with one touch from their mobile devices. “We checked out other vendors, but, in terms of call quality, BlueJeans was the best,” he explains.

BlueJeans Meetings maintain their popularity, particularly with Telit executives who rely on the platform’s ability to handle concurrent sessions. Telit employees frequently use BlueJeans’ WebRTC for simple, browser-based meetings, along with the convenient screen sharing feature. It’s also a significant factor in reducing travel

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expenses, including the high cost of airfare. Those requiring a PSTN or video bridge, exceeding 5 participants, also rely on BlueJeans.

Telit’s annual management meeting depends on BlueJeans to support worldwide user connectivity. “It gives us the flexibility to be everywhere,” says Lubaton. “All we need is stable internet from the hotel and we have a room ready to connect with virtually anyone, anywhere.”

ABOUT TELIT

Telit offers the world’s most comprehensive portfolio of high-performance IoT modules, connectivity services and software that enable end-to-end IoT solutions across virtually any market or industry worldwide. Through collaboration with an extensive ecosystem of technology partners, system integrators, and mobile network operators, Telit helps over 7,000 companies, large and small, with IoT concept ideation, system architecture, prototype development and commercial deployment, resulting in business transformation, improved operational efficiencies and innovation.