



Promoting a Pathway to Success

How BlueJeans Helps Organizations Do Their Best Work

BlueJeans

OVERVIEW

Meetings platforms are designed to enable more effective communication while helping businesses be agile, increase efficiency, and achieve higher productivity—all at a faster pace. When used correctly, there is no denying that meetings platforms are useful for interacting with colleagues, customers, and partners, and that they help us do our best work.

When searching for the right meetings platform, it is important to keep four key criteria in mind. The chosen solution should help drive greater productivity across the organization, provide interoperability and integrations across devices and applications, consolidate existing communications tools and services, and reduce operational and travel costs.

While there are dozens of meetings platforms available on the market, only a few meet all four of these criteria. As the leader in video, audio, and web conferencing, BlueJeans helps organizations around the world be more productive and cost-efficient. See what our customers say about the platform in their own words.

“BlueJeans is just a good reliable tool that works.”

Mike Orr
Chief Technology Officer
Murphy Oil Corporation



Recognizing Challenges

RECOGNIZING CHALLENGES

Why Organizations Need a New Solution

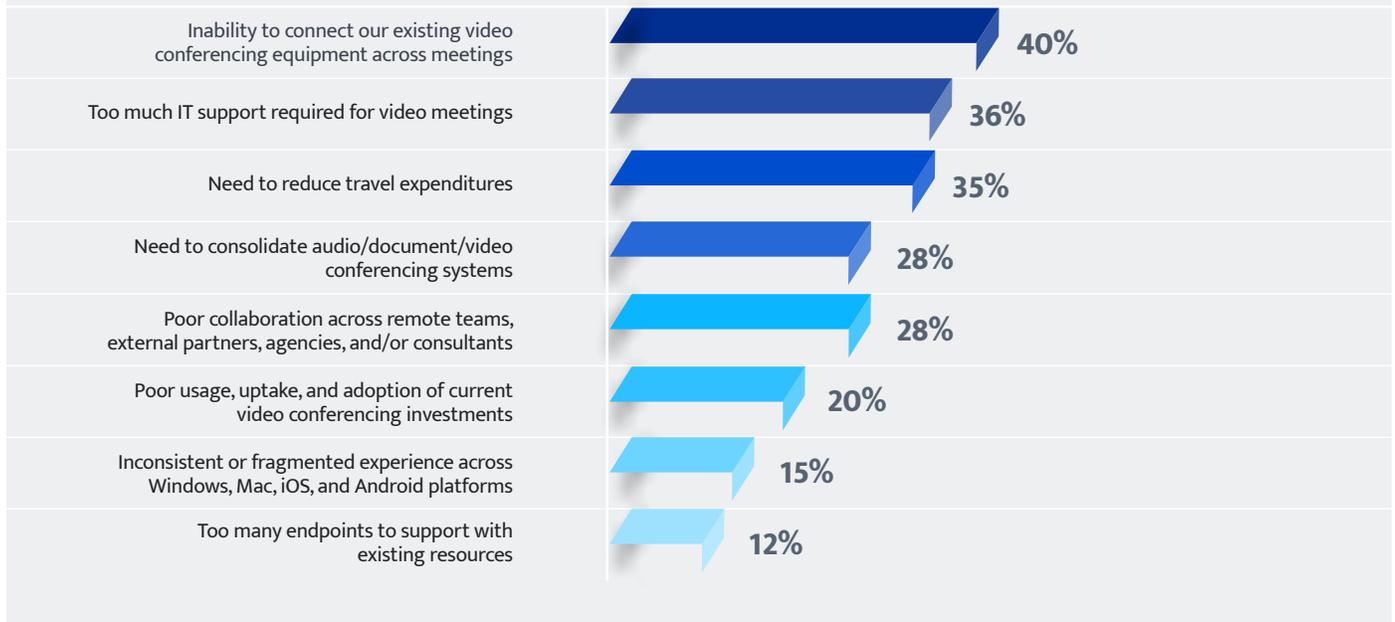
Video conferencing services have been available for decades, but they have not always met the needs of organizations. Often, they have not worked well with one another, required extensive IT support, and only served one purpose—video.

These limitations result in poor adoption and the inability to connect with both internal and external parties, pushing organizations to look for a solution to their problems. There simply isn't enough time or budget to manage disparate systems, provide daily meeting support, and train users on how to schedule and join meetings from various platforms.

40%

of BlueJeans customers had legacy video conferencing services that did not easily connect to existing hardware.

What are some of the challenges you were experiencing that prompted you to invest in BlueJeans?*



RECOGNIZING CHALLENGES

Simplification Through Convergence

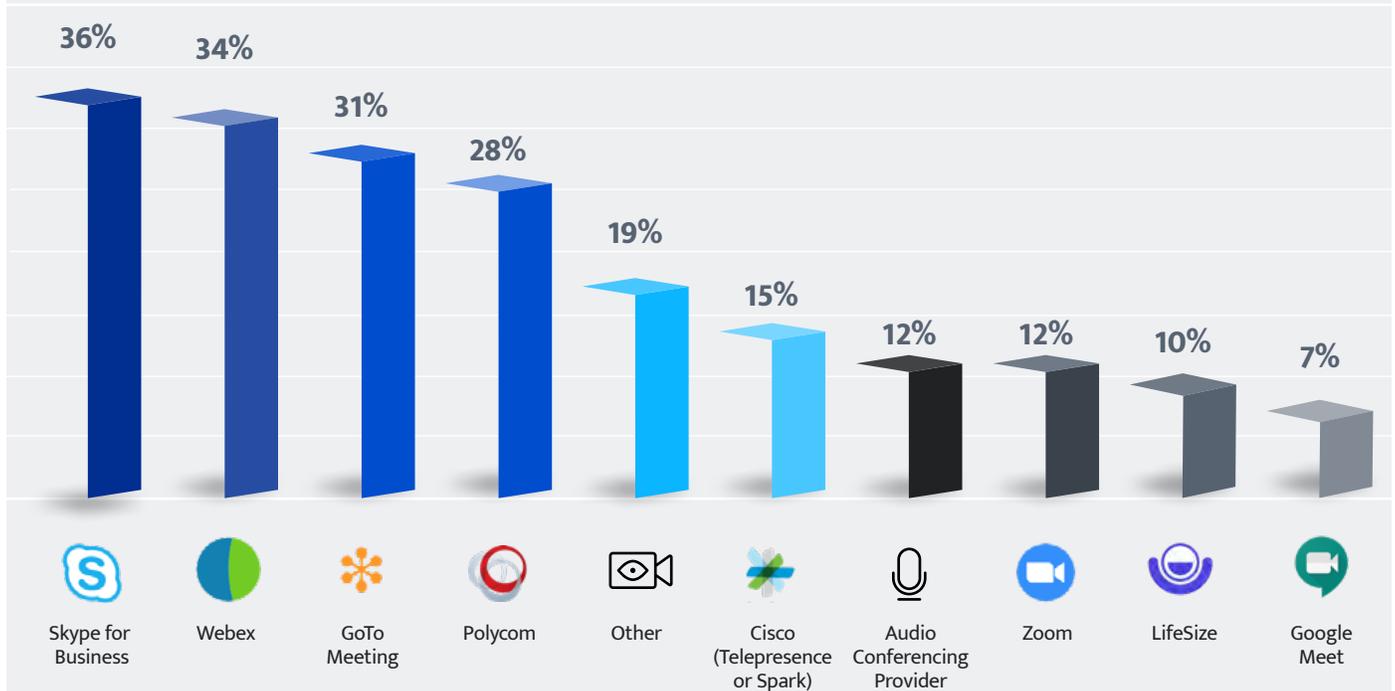
Because BlueJeans solves the problems enterprises have with their video conferencing systems, it's an excellent solution for organizations of all types. In most cases, it replaces other vendors—both those who operate in the cloud and those that are hardware-based. In others, it provides a new solution for virtual meetings from any device, allowing organizations to communicate in ways not previously accessible.

BlueJeans customers are often able to replace other solutions due to the combination of video, audio, and web conferencing features. With HD video, superior Dolby Voice audio, and screen sharing features, many customers can eliminate two or more systems when BlueJeans is implemented across the enterprise.

“BlueJeans is miles ahead of the competition and has saved us thousands of hours.”

Dan DeLay
IT Administrator
Noble Energy Inc.

Was BlueJeans chosen over or did it replace any of the following vendors? **



Finding a Solution

FINDING A SOLUTION

Why Organizations Choose BlueJeans

Organizations throughout the world choose BlueJeans for a variety of reasons, with everything from a consistent experience to superior analytics cited as key drivers for investing in the platform. However, there are three main reasons why IT leaders consistently choose BlueJeans as the platform for their workplace—ease of use, video quality, and audio quality.

Which of the following best describes the key drivers for your investment in BlueJeans?*



FINDING A SOLUTION

Provide an Easy-to-Use Experience

BlueJeans provides instant connectivity for every participant with no passcodes or dial-in numbers to remember, so joining is simple and quick. Users demand simplicity and speed from their communications tools to parallel the experience they are accustomed to with consumer products like FaceTime and Duo. With BlueJeans, users get the ease of use they expect, while IT has insight into the analytics and security features they need.

With a simple, intuitive interface, users can get started with BlueJeans and join their first meeting in only a few seconds. Furthermore, because BlueJeans offers WebRTC support for major browsers, there is no need to install applications in order to host (or join) a meeting—simply click on the link and start your meeting.

“BlueJeans has truly added benefit to all aspects of our business operations. From an IT perspective, BlueJeans is self-sustaining, requires little to no support, and the users are avidly booking and conducting their meetings from all types of devices.”

Jeff Chamberlin
IT Director
Wurth Wood



FINDING A SOLUTION

View Colleagues in High Definition

The very essence of video conferencing is the video. Without high-quality video, users are forced to turn their video meeting into one that is run only through audio, which is hardly an improvement over the audio conferencing bridge that defined the early 2000s.

With BlueJeans, customers can be sure of superior video quality. With high-definition video and no lag, teams can be sure that the attendees—not the technology—are the focus of the meeting. And when bandwidth is an issue, BlueJeans gracefully scales the video resolution while maintaining great audio.

“

I use BlueJeans for meeting with remote team members. It makes it extremely easy to engage and maintain relationships with team members all over the country, as opposed to just a conference call where there is no video. BlueJeans provides a personal touch that helps make my team stronger.”

Anna Pessah
Engineering Manager
Summit Funding



FINDING A SOLUTION

Hear Everyone with Crystal-Clear Dolby Voice® Audio

While video is the essence of video conferencing, there is no denying that a meeting simply cannot happen if the audio is terrible or non-existent. Nothing productive happens when every other word cuts out or you spend half the meeting figuring out where the echo is originating. BlueJeans with Dolby Voice is a breakthrough in online meetings, allowing attendees to hear clearly and communicate as though they are in the same room.

The innovative technology suppresses background noise, maintains consistent volume across soft and loud talkers, and makes dialogue easier to understand. Spatial audio presents each person's voice from a distinct location, so everyone hears as if they were in the same room.

“

The sound quality using BlueJeans with Dolby Voice® is by far the best that I have heard from a conferencing system.”

John-James Worrall
Enablement Coordinator
ScanSource



FINDING A SOLUTION

Integrate with Existing Systems and Tools

BlueJeans leverages a decade of experience integrating cloud video meetings with H.323 and SIP room systems, as well as industry leading peripherals. Whether your organization owns Cisco, Polycom, Lifesize, or other standards-based equipment, BlueJeans easily integrates to ensure that teams can take advantage of the hardware already installed throughout the enterprise.

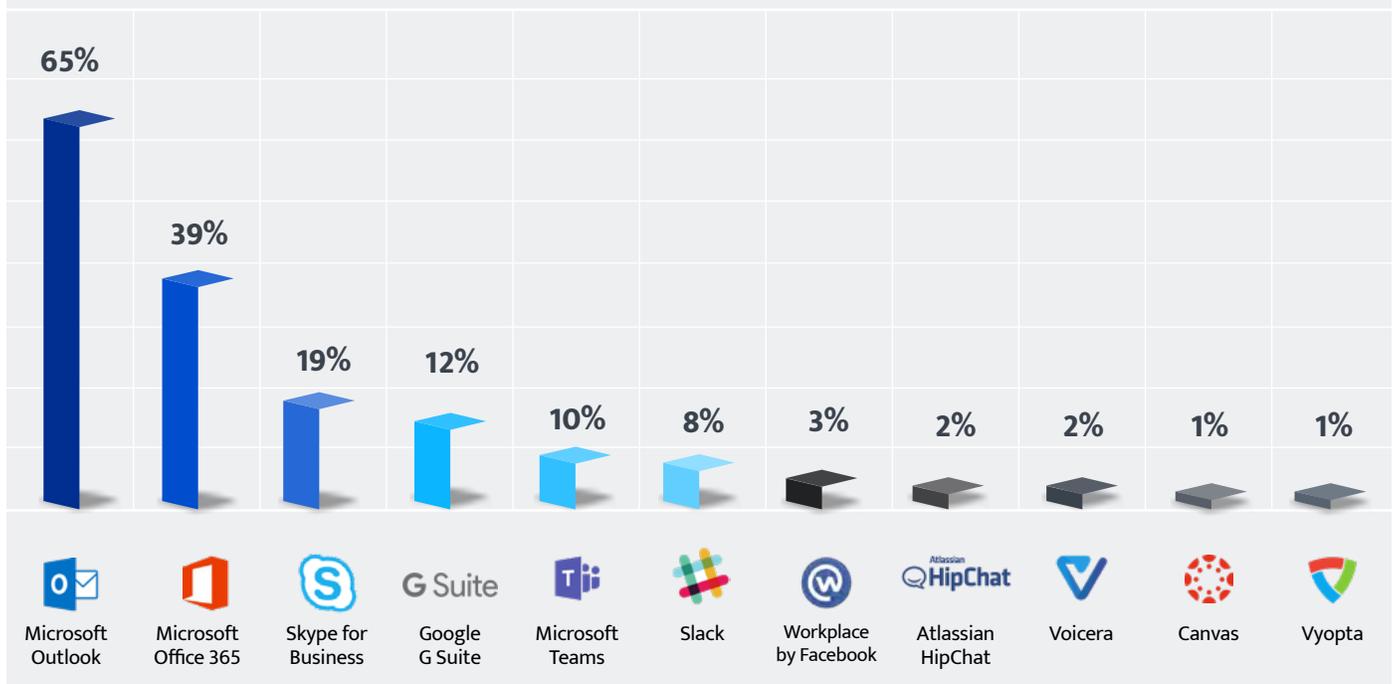
Furthermore, BlueJeans integrates with dozens of tools for calendaring, messaging, transcription, and more. Thousands of users choose to integrate BlueJeans with their Microsoft Outlook, Google, or Office 365 calendars to enable easy, one-click scheduling. For those who prefer to work within team collaboration tools, BlueJeans can launch from Microsoft Teams, Slack, Skype for Business, Workplace by Facebook, and others.

“

I like the ability to integrate BlueJeans with our Polycom systems. Users can schedule meetings from Office 365 and BlueJeans reserves the room and updates the Polycom system with a join button. It's near perfect.”

Jake Summers
Network Administrator
The Assurance Group

Which of the following app integrations do you use with BlueJeans? **



FINDING A SOLUTION

View Usage and Troubleshoot Remotely

Maximizing meeting performance only happens where there is a live service intelligence, management, and analytics dashboard included. With this, IT can successfully identify which departments are communicating most effectively and which are failing to gain traction. A thorough analytics component also provides real-time, historical meeting activity and performance metrics so IT personnel can accurately measure usage, provide real-time support, and calculate ROI.

With BlueJeans Command Center, administrators gain a 360-degree view of all meetings and rooms. Features include live meeting control, interactive dashboards that display service utilization over time, geographical participant distribution, and top users. Command Center also gives administrators the option to export data for further analysis.

“BlueJeans Command Center gives our administrators a single pane of glass interface to help monitor ongoing meetings, quickly access moderator controls, and give troubleshooting/live stats where there might be issues reported.”

Lucas Phelps
Network Engineer
K-Coe Isom



FINDING A SOLUTION

Get the Support You Need, When You Need It

High quality service and the speed of support are critical for sustaining operations and contributing to bottom line results. While BlueJeans is easy to both use and manage, there are times where organizations need help with implementation and optimization.

With global customer care designed for your success, BlueJeans is committed to having the right people with the right skills assisting at the right time. Whether the organization is focused on a successful deployment, continued end-user training, or ongoing meeting assistance, BlueJeans has the resources to help.

“The BlueJeans customer service is phenomenal. Whether troubleshooting or testing a new BlueJeans feature, their support is extremely responsive and knowledgeable.”

Adam Smith
Senior Network Engineer
TerpSys



Experiencing Results

EXPERIENCING RESULTS

“

Our teams are using BlueJeans over a variety of channels like Polycom and Cisco, and through diverse mediums like corporate lines, home broadband, and 4G mobile connections, and across macOS, iOS, Windows, and Android without any difference in their audio and video conference experience. That makes communication easy, faster, and more effective.”

Vivek Khare
IT Director
Game Show Network

Do Your Best Work

BlueJeans allows teams to meet with internal colleagues, external vendors and partners, as well as current and prospective customers. Because BlueJeans works when and where employees need it to, organizations see increases in productivity when using the platform.

Working from conference rooms, desktop computers, and mobile devices, BlueJeans gives everyone the opportunity to meet where and how they want. And with WebRTC capabilities for all major browsers, organizations can be sure that it's always easy to meet over BlueJeans—no download required.

97%

of BlueJeans customers believe that BlueJeans helps them improve employee productivity.

EXPERIENCING RESULTS

72% Survey respondents save more than **\$100,000** annually by using BlueJeans.

Save Money and Time

Organizations save money each year by implementing BlueJeans. By consolidating audio conferencing tools and web conferencing subscriptions in favor of a solution that provides video, audio, and web capabilities, customers are seeing massive reductions in their IT costs.

In addition to money saved on communications hardware and software subscriptions, BlueJeans customers also save time and money on their travel budgets since employees are able to meet face-to-face without expensive flights, hotels, and meals. With the ROI calculator found in BlueJeans Command Center, administrators can easily estimate mileage, travel dollars, and carbon emissions saved by each meeting.

“You will not find a system at this price point that can do with BlueJeans does. Take it for a spin.”

André Valentin
Technical Manager
Tradeshift



EXPERIENCING RESULTS

Discover More from Current Customers

Thousands of organizations use BlueJeans every single day. Whether it is for connecting with colleagues in a different city or with customers around the globe, millions of people make BlueJeans an integral part of every meeting.

Facebook

BlueJeans Meetings has enabled Facebook to maintain company culture across growing teams and multiple continents. With over 25,000 employees located in 78 global offices, Facebook uses BlueJeans to keep everyone connected and productive.

Intuit

With BlueJeans, Intuit eliminated connectivity struggles, saving up to 10 minutes every meeting. The platform also decreased the need for employee travel and reduced the travel budget by almost 40% over the previous year.

Grubhub

Connecting teams on two continents, BlueJeans Meetings has increased video conferencing usage at Grubhub by 188% over one year. The company also uses BlueJeans Events for large-scale company meetings and wing eating contests.

Red Hat

BlueJeans Meetings grew collaboration with teams across the world with employees using more than 10 million meeting minutes each month. Red Hat used the platform to consolidate other collaboration tools, and to remotely stream Red Hat Summit to thousands of remote participants.

BLUEJEANS SOLUTIONS

The first cloud service to connect desktops, mobile devices, and room systems in one video meeting, BlueJeans makes meetings fast to join and simple to use, so people can work productively where and how they want. It is the meeting solution teams trust to do their best work.

BlueJeans Meetings

Collaborate effectively with video, audio, and web conferencing from anywhere. Instantly join, host, or manage meetings from a conference room, your desk, or a mobile device. BlueJeans Meetings enables productive, virtual meetings with the power of immersive HD video and crystal-clear Dolby Voice® audio.

BlueJeans Events

Host and livestream interactive events, town halls, and webinars for large audiences around the world. BlueJeans Events brings a whole new level of interactivity to large-scale meetings by engaging up to 15,000 attendees with immersive video, Q&A, polling, and moderator controls.

BlueJeans Rooms

Transform any room into an easy-to-use video conference space. Increase workforce collaboration with rooms that require little-to-no end user training and provide effortless IT management. BlueJeans Rooms makes any conference room or huddle space a one-touch meeting place that is easy to deploy, simple to use, and centrally managed.

Discover why BlueJeans is the meetings
platform for the modern workplace.

www.bluejeans.com/trial

**Blue Jeans Customer Research Methodology: The 2018 BlueJeans Customer Research Survey was developed to provide insight on how customers understand and use the BlueJeans platform. A total of 161 users completed the customer research survey in June 2018.

The survey was facilitated by TechValidate, which sourced information via direct research with verified customers and users of BlueJeans Network.

BlueJeans