Large Enterprise Consumer Products Company

Introduction

This case study of a large enterprise consumer products company is based on a September 2020 survey of Pexip customers by TechValidate, a 3rd-party research service. The profiled company asked to have their name blinded to protect their confidentiality.

“Pexip enables our organization to maintain our high standards of privacy and security.”

“Interop between Teams and Cisco gave us the chance to keep Cisco and to save money.”

Challenges

The business challenges that led the profiled company to evaluate and ultimately select Pexip:

- Faced the follow challenges prior to choosing Pexip:
  - Lack of interoperability between systems
  - The following were their top purchasing drivers for choosing Pexip:
    - User-friendly video platform
    - Improved interoperability

Use Case

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

- Uses the following Pexip Solutions:
  - Pexip for Microsoft Interoperability
- Considered the following vendors before choosing Pexip:
  - Poly

Results

The surveyed company achieved the following results with Pexip:

- Improved collaboration within the organization
- Extension of life of existing video conference equipment
- Have seen the following benefits with Pexip:
  - Increased video utilization
  - Rating of Pexip features compared to the competition:
    - scalability: best in class
    - flexibility: significantly better
    - customization: significantly better
    - data control and privacy: significantly better
    - interoperability: best in class

Source: TechValidate survey of a Large Enterprise Consumer Products Company

Research by TechValidate Inc.