

Enterprise Video Platforms Category

WINTER 2023 Customer Success Report







Enterprise Video Platforms Category

Video platform software allows you to upload and store videos which can be viewed by others. These sites provide viewer restriction features, so you can decide who to give access to specific videos. Plus, they have embedding functionalities which enable you to integrate videos into presentations, instructional videos, and websites.

Video platform software also provides a search function and tags to assist visitors to find the videos they want. This tool is used by culture, marketing, and content teams in a company to store and share video content with their colleagues and clients.



The FeaturedCustomers Customer Success ranking is based on data from our customer reference platform, market presence, web presence, & social presence as well as additional data aggregated from online sources and media properties. Our ranking engine applies an algorithm to all data collected to calculate the final Customer Success Report rankings.

The overall Customer Success ranking is a weighted average based on 3 parts:



CONTENT SCORE

- ✓ Total # of vendor generated customer references (case studies, success stories, testimonials, and customer videos)
- Customer reference rating score
- Year-over-year change in amount of customer references on FeaturedCustomers platform
- ✓ Total # of profile views on FeaturedCustomers platform
- ✓ Total # of customer reference views on FeaturedCustomers platform



MARKET PRESENCE SCORE

- ✓ Social media followers including LinkedIn, Twitter, & Facebook
- ✓ Vendor momentum based on web traffic and search trends
- Organic SEO key term rankings
- Company presence including # of press mentions



COMPANY SCORE

- Total # of employees (based on social media and public resources)
- Year-over-year change in # of employees over past 12 months
- ✓ Glassdoor ranking
- Venture capital raised



Award Levels



MARKET LEADER

Vendor on FeaturedCustomers.com with substantial customer base & market share. Leaders have the highest ratio of customer success content, content quality score, and social media presence relative to company size.



TOP PERFORMER

Vendor on FeaturedCustomers.com with significant market presence and resources and enough customer reference content to validate their vision. Top Performer's products are highly rated by its customers but have not achieved the customer base and scale of a Market Leader.



RISING STAR

Vendor on FeaturedCustomers.com that does not have the market presence of Market Leaders or Top Performers, but understands where the market is going and has disruptive technology. Rising Stars have been around long enough to establish momentum and a minimum amount of customer reference content along with a growing social presence.

2023 Customer Success Awards

Check out this list of the highest rated Enterprise Video Platforms software based on the FeaturedCustomers Customer Success Report.





































* Companies listed in alphabetical order









ABOUT BRIGHTCOVE

BR**İGHTCOVE**®

Brightcove Inc is the leading global provider of powerful cloud solutions for delivering and monetizing video across connected devices. The company offers a full suite of products and services that reduce the cost and complexity associated with publishing, distributing, measuring and monetizing video across devices. Brightcove has more than 5,000 customers in over 70 countries that rely on the company's cloud solutions to successfully publish high-quality video experiences to audiences everywhere.

338

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

■■ After reviewing our options, the Brightcove Video Cloud online video platform was the best option for us from a performance and cost-effective standpoint. We're essentially putting our expectation on Brightcove to adopt those new technologies and standards, so there's little need for us to invest in new technology on our side. We can just stream the same signal, and Brightcove will deliver and adapt to changes in technology. It's been significantly simplified. ■■

EITAN WEISZ

SENIOR MANAGER OF TECHNICAL OPERATIONS, CABLE PUBLIC AFFAIRS CHANNEL

I am particularly happy with the sophistication of their platform which allows us to easily target and track video advertising across our mobile sites and apps, deploy a time-based ad tracking system and quickly scale delivery of our online video products.

JOANNE KENNEDY

VP OF TECHNIQUOGY NRC NEWS

I First of all, Video Cloud's impressive track record with leading companies worldwide was important. Other decisive factors included its functional capabilities that resolved our conventional problems and the abundance of tools and APIs it offers to simplify user connectivity needs and further development. *

JUN OKAMOTO

WORK GROUP MANAGER OF THE INTERNET PLANNING OFFICE TOYOTA

Deliverability is our number one priority, and a good viewing experience requires optimization for each user. That's what we deliver with Video Cloud: very efficient and adaptive streaming.

BRAD WARKINS

VICE PRESIDENT OF TECHNOLOGY, GAIAM















ABOUT IDOMOO



Idomoo blends data with video to let you connect with customers in a way that's personal and relevant. Personalized Videos cut support call volume, improve cross-selling and build loyalty. Add advanced interactivity — even letting users customize their video in real time — to boost conversions and engagement. Our secure, fully open Next Generation Video Platform makes it easy, so you can launch quickly campaigns on your own or let us handle the details. We deliver results for the world's top brands (Google, Chase, Activision, Delta, Zurich and more) across a range of industries, from banking to gaming to healthcare and beyond. See how it works...

149

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

■■ We have worked successfully with Idomoo for a number of years, deploying Personalised Video campaigns across our different brands Europe-wide. For us, one of the greatest USPs of the Idomoo platform has been to deliver hyper personalised customer comms at scale. We have been able to communicate to all our audience segments, offering tailored offers and cool user insights, which have driven impactful business results and value.

VITA AHMAD

■■ With Idomoo, we were able to create a full Personalized Video campaign in a very short timeframe, managed in a single place. The Idomoo platform perfectly fits into our existing animation and video creation workflow. We can keep using the tools we always have been using.

PIETER MYLLE

■ Idomoo's Dynamic Video Ads solution gave us the opportunity to seamlessly leverage customer data in a new and exciting way. With their help, we brought the focus of our Facebook campaign onto our individual customers through Personalized Video. It was an industry first and a direct reflection of how much we value driving meaningful connections and Wow Moments with each and every one of our customers.

KRISTIAN LORENZON

Our clients love the immediate business impact they can obtain using Personalized Video. Personalized Video has proven to be a consistently effective tool for companies looking to engage with their clients in the digital space using a scalable, cloud-based approach.

MIKE HODGSON















ABOUT JW PLAYER



JW Player is the New York-based company that pioneered video on the web and continues to innovate for the future. As creators of the world's first open source video player in 2008, they powered the original YouTube and have since expanded to video hosting and streaming, advertising, and analytics for 1 billion monthly unique viewers in 200 countries. JW Player combines the fastest video delivery on the planet with cutting-edge intelligence, empowering publishers to tell highly impactful visual stories and successfully monetize their content.

113

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

IIJW Player is an all-inclusive app experience where you upload it and then everything is pretty much handled for you. That's been a huge asset for us because we're such a small company with such a small team trying to do everything. Being able to offload that experience and expertise our team doesn't really have has been a huge asset to us.

ADAM FRICK
DIRECTOR OF WEB DEVELOPMENT, KELBYONE

JW Player's innovative and flexible platform differentiates it as a highly valuable solution for building customized videos for our audiences.

MARK KORTEKAAS
EXECUTIVE VICE PRESIDENT & CTO, UNIVISION
COMMUNICATIONS

With user-friendly content management and distribution, excellent customer service and a fast, easy set-up process, we couldn't be happier with what JW has done for our business.

YOAV HARUVI DIRECTOR OF PRODUCT MANAGEMENT, BARYEIRST

We've used JW Player for our video-on-demand ingest, transcoding, storing and streaming, and it's a reliable and cost efficient solution for our streaming needs.

THE YOUNG TURKS

TRUSTED BY





(I) INVESTOPEDIA









ABOUT KALTURA



Kaltura provides the world's first and only Open Source Online Video Platform. Kaltura's platform includes industry-leading media management applications as well as a framework for developing custom applications. That basically means that Kaltura provides them with flexible video solutions to cover all of their needs both now and in the future. But don't take their word for it – listen to the industry. Over 300,000 web publishers, media companies, enterprises, educational institutions, and service providers use Kaltura's flexible platform to enhance their websites, web-services, and web-platforms with advanced video functionalities, including ingestion, management,...

141

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

III have always been a strong believer in the engaging power of video. Oracle was an early adopter of video technology, and we rely heavily on Kaltura's platform for a wide range of use cases. Kaltura's video tools that power our internal and external video portals, webcasting, and video messaging, are very popular and widely adopted at Oracle.

CHRIS STONE
SENIOR VICE PRESIDENT, ORACLE

It was important that OneVoice should be easy to use.
The video social media format is familiar to all our
employees. And the great thing about video is that we can
capture the genuine employee voice, share best practices
and collaborate in a highly-engaging format.

JONATHAN BUNN
HEAD OF COMMUNICATIONS METLIEF

We liked all the features Kaltura provided, especially the fact that it was a hosted environment and has a central location to store videos. The staff found Kaltura easy to use and liked that they can record and upload a video once but have the ability to use it in multiple places. *

SHARON FLYNN

ASSISTANT DIRECTOR AT CENTER FOR EXCELLENCE IN LEARNING AND TEACHING, NUI GALWAY

When searching the market for an experienced provider with the level of features and flexibility that we needed, Kaltura offered the best platform on the market to fit our needs today and in the future.

LAURIE WILLIAMS

SENIOR MANAGER - PHOTO & VIDEO, 7APPOS COM















ABOUT PANOPTO



Panopto helps universities and businesses create searchable video libraries of their video platformapture software, and inside-video search technology. Today, Panopto's video platform is the largest repository of expert learning videos in the world. They are headquartered in Seattle, with offices in Pittsburgh, Sydney, Hong Kong, and London. To learn more, visit: www.panopto.com.

226

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

I'm still exploring all the possibilities and options that Panopto offers. In the first instance, I've been able to aggregate all my existing training videos from various external repositories and our own school server into one centralised and secure location. I can then edit and combine various sections in situ, and create snippets, clips and highlights quite easily, as well as being able to control who sees them. I've also been able to add PDF documents to videos to add more detail for learners.

KEITH VALLIS

DIRECTOR OF CURRICULUM - ICT, BARKER COLLEGE

II Panopto is very easy to use – it's so simple to record, edit and share video content using the system. This ease-of-use will really help us boost uptake of the solution amongst our staff. It's a relief that you don't have to be an IT guru to be able to understand it.

CHRIS NEWSOME

LEARNING AND DEVELOPMENT CONSULTANT, CITY AND GUILDS

**With my tight schedule, the Panopto video system certainly helps me a lot in my teaching. I am able to prepare my lessons as video recordings and have them uploaded into our VLE, which enables my students to learn both prior to my lecture as well as after class time is over. I have incorporated videos into my flipped classroom and problem based learning (PBL) activities as well, which seems to inspire my students and get them more engaged in their learning.

AHMAD ZAHIR MOKHTAR

DEPUTY PRESIDENT, UNIVERSITI KUALA LUMPUR

Panopto helps us organize, store, and deliver video so that anybody in any office can find any training materials they wish and can watch it.

JULIE O'BRIEN

ATTORNEY DEVELOPMENT MANAGER, PERKINS COIE

SIEMENS













ABOUT SUNDAYSKY

S U N

D 🛕 \

S K Y

SundaySky's personalized video marketing platform, SmartVideo Cloud, enables brands to deliver scalable one-to-one video experiences that foster long-term customer relationships. The SmartVideo Cloud empowers marketers to easily create, manage and optimize real-time personalized video programs throughout the customer lifecycle. AT&T, Comcast, Allstate and other industry-leading brands partner with SundaySky to engage prospective and current customers, resulting in higher revenue, lower costs and deeper loyalty. SundaySky is headquartered in New York with offices in Tel Aviv, London and...

126

TOTAL CUSTOMER REFERENCES



FEATURED TESTIMONIALS

■■ We are continuously looking for ways to enhance our customer relationships, and personalized videos answer the needs of our millions of users in a clear, easy and fun way. SundaySky's fantastic technology allows real-time, data-driven interactions with our customers and the creative team does a brilliant, sometimes even magical, job of telling the stories we want to tell in an engaging way. ■■

BERT VAN DRIESSCHE
DIRECTOR OF CRM AND CONSUMER INTELLIGENCE,
TEI ENET

SundaySky has made it easy for Cable ONE to be even more creative and incorporate scalable, multi-touch engagement video in our customer lifecycle. Putting the power of personalized video creation and management in our hands, as marketers, accelerates our time to market and our ability to affect our customers.

DAVID BURZYNSKI
DIRECTOR OF DIGITAL MEDIA, CABLE ONE

■■ SundaySky's SmartVideo has not only transformed our communication with guests before they vacation with us, but initiated a strategic way for us to think about our communication throughout our customer lifecycle. Our guests love the personalized, exciting nature of SmartVideo, and we see true value and revenue impact to our business, largely due to the fact that SundaySky is entirely committed to our success. ■■

ADAM DARNELL

EXECUTIVE DIRECTOR CRM, ATLANTIS PARADISE ISLAND

**I We want individualized experiences to talk to members about the amount of points that they have, to let them know the type of savings they can get. SundaySky's video-powered experiences help us explain the benefits of amenities and room upgrades members can get.

JORDAN BARR

SENIOR LOYALTY STRATEGY MANAGER, EXPEDIA















ABOUT TELESTREAM



Telestream provides world-class live and on-demand digital video tools and workflow solutions that allow consumers and businesses to transform video on the desktop and across the enterprise. Many of the world's most demanding media and entertainment companies as well as a growing number of users in a broad range of business environments rely on Telestream products to streamline operations, reach broader audiences and generate more revenue from their media.

216

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

**IOur goal is to produce videos of our college lectures that offer the same high-quality production standards that viewers have come to expect from a TV newscast. Wirecast makes it easy for us to go beyond just showing static images or PowerPoint slides on-screen accompanied by a voice-over. We can now produce videos that feature the professors interacting with their slides and other visuals, interviewing their guests, and other dynamic presentation formats.

GARY SAN ANGEL

DISTANCE EDUCATION SPECIALIST / MEDIA TECHNOLOGY, DEPARTMENT OF PREVENTIVE MEDICINE, KECK SCHOOL OF MEDICINE OF USC

II With Wirecast Pro, we're able to produce a very high-quality video presentation that beautifully represents our Church and the message we want to share. While Wirecast Pro gives us a sophisticated, full-featured video production set-up, the workflow is still practical, affordable, and easy to use.

PASTOR STEPHEN HEYWOOD

MEDIA DIRECTOR, SHILOH MINISTRIES

**I We needed an affordable system for live production and media streaming that would let us do sophisticated real-time video effects, like greenscreen keying, yet still be user-friendly and intuitive for students of every skill level. From the moment we demoed Wirecast, we were instantly impressed with its screen layout, features, workflow and capabilities. The set-up was so easy, it wasn't long before we went live with Wirecast.

ROB ZDROJEWSKI

TECHNOLOGY EDUCATION, AMHERST MIDDLE SCHOOL

**Wirecast's video production capabilities as well as its exceptional performance in demanding real-world conditions led us to choose it as our exclusive live streaming production platform.

SOKOL VRETO

PROJECT MANAGER, FRANCE TELEVISIONS















ABOUT VIDYARD



Vidyard is a video marketing platform that helps marketers drive results with video content. Vidyard's mission is to transform how companies grow their business with video. Vidyard helps take the guesswork out of your video campaign results with our industry-crushing video analytics and pushes more viewers through your funnel with Vidyard's powerful, built-in video marketing tools.

171

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

■■ We're leveraging Vidyard to actually monetize video, so instead of hosting all of our video on something like Youtube or Vimeo, we're now using Vidyard to host our videos on our website with conversion points so that we can use it as an actual lead gen tool.

AMANDA NIELSEN

■ Video is where content marketing is going. It's what people want to consume and it drives higher conversion for marketers. Vidyard makes it easy to create a video strategy and structured program that generates and tracks results.

LINDA WEST DEMAND GENERATION GROUP MANAGER, ACT-ON It is pretty simple and straightforward. You launch GoVideo from your Chrome browser, hit record, and start filming right from your desktop using your webcam. Uploading is very simple. We have folks on our sales team who are making 150 videos a day—just insane numbers. •••

OLIVER KAZCOR

■■ We needed a place for our customers to easily upload videos...onto our website without ever having to leave our interface – Vidyard built this for us. Their development team was unreal...if we ever have questions, the support team rocks.

TOM LEHMAN

TRUSTED BY









pipedrive





ABOUT VIMEO

vimeo

Vimeo is the world's leading all-in-one video software solution. Our platform enables any professional, team, and organization to unlock the power of video to create, collaborate and communicate. We proudly serve our growing community of over 260 million users — from creatives to entrepreneurs to the world's largest companies. Check out our Life page section to learn even more about what it's like to work at Vimeo.

296

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

It takes us under an hour to create a polished video ad using Vimeo Create. The user interface and export options make the experience for our designers so seamless.

KEVIN REID
CO-FOUNDER, CASCA DESIGNS INC

In addition to relying on Vimeo for reviewing and publishing videos, we're finding Vimeo Create super useful for taking our existing assets and turning them into promo videos.

JAIME SCHMIDT CO-FOUNDER, SUPERMAKER

■ With the variety of video templates, Vimeo can help save time throughout the day-to-day workflow by providing creative material and automating the video editing process. ■

WEDNESDAY ALMERO
DIGITAL MEDIA BUYER, CITY BEAUTY

At the age of 14, I had a combined form of encephalitis and meningitis. It hospitalized me for months.

DESIGNER

OHN BREVARD

TRUSTED BY



zendesk











ABOUT WISTIA



Wistia is the ultimate video platform for marketers, making it easy for businesses to create, host, manage, share, and measure videos. With intuitive and powerful products ranging from world-class video hosting to Soapbox—a simple video creation tool—Wistia has everything a business needs to achieve their marketing goals through video. Over 500,000 businesses trust Wistia with their video needs. Try it for free.

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

■ The leads started coming in as soon as the video forms were live. So when we added a video gallery to our website, we saw forms and submissions that day. We've gone from nearly zero video conversions before Wistia to having hundreds in just a couple of months. Wistia enables us to make more informed decisions because we can see what our users are interacting with.

IARED LEVY DIGITAL MARKETING SPECIALIST, ALAYACARE

■ With Wistia for Marketing, it's never been easier for us to create videos that generate leads and drive product usage.

JOHN BONINI

■ With Wistia, we're able to see that a high percentage of visitors that watch the video (6.9%) go directly to requesting a demo.

WILLIAM WICKEY

Being able to see exactly where people are drawn to in your video is extremely important and Wistia allows us to do this.

IRIS MASLOW

TRUSTED BY

SKILLSHARE **Thought**Works®















ABOUT AWS ELEMENTAL



AWS Elemental, an Amazon Web Services company, combines deep video expertise with the power of the AWS cloud. Solutions from AWS Elemental allow broadcast TV and multiscreen video to be customized, originated and monetized at global scale. Flexible, software-based video processing and delivery gives global media franchises, pay TV operators, content programmers, broadcasters, government agencies and enterprise customers the ability to deliver highly differentiated viewing experiences and the freedom to focus on what matters: transforming ideas into compelling content that captivates...

259

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

II Elemental has provided us with a cost-effective and versatile video processing solution that easily integrates with our existing workflow. High-efficiency video coding (HEVC/H.265) can be enabled solely through software, which provides flexibility in function. Along with scalability and strong support through partnership with Elemental, TVB is well-equipped to meet... II

GARRY KUM

SENIOR MANAGER (TECHNICAL SERVICES), ENGINEERING DIVISION, TELEVISION BROADCASTS LIMITED

**IWith its software-defined video processing and delivery solutions, Elemental is at the forefront of video delivery and the evolution of content monetization. Our investment in Elemental will enable Telstra to create value for our global media customers.

Elemental's unique offer provides the flexibility and scalability to ensure a great customer experience despite high network traffic...

MARK SHERMAN

GLOBAL ENTERPRISE AND SERVICES MANAGING

II When we adopted AWS Elemental encoding software in the cloud, it transformed our workflow. Considering the full set of video processing and distribution services available from AWS and AWS Elemental, it made sense to explore the value we could achieve with an end-to-end, cloud-driven workflow. Now, we get reliable, high-quality live streaming, we can publish clips almost immediately, and we don't spend valuable time managing infrastructure.

ROMMEL VALENCIA

DIGITAL MEDIA OPERATIONS MANAGER, MULTIMEDIOS

**AWS Elemental MediaStore and Amazon CloudFront provide support for CMAF ultra-low latency and large-scale video distribution. As managed services, they provide a usable environment immediately, scaling to meet distribution needs, and allow freedom from complex operational overhead, including support for switchovers when trouble happens.

MASASHI ITO

PRINCIPAL ARCHITECT AND R&D ENGINEER, FU















ABOUT BITMOVIN



Bitmovin has been a first mover in almost every significant development in online video, from building and deploying the world's first (and fastest) commercial adaptive streaming (MPEG-DASH/HLS) HTML5 Player, to being the first to achieve 100x realtime encoding speeds in the cloud. Bitmovin provides HEVC as well as VP9 live streaming with 60FPS and 4K resolution, and built the first containerized video encoding solution with Docker and Kubernetes. Bitmovin products are completely in-house developed, easy and fast to integrate and highly customizable. In combination with their great support, documentation and SLAs, this is a true enterprise..

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

■ We work with many different publishers & broadcasters and we needed a video player that could support all of our advertising use cases and, ultimately, help drive revenues across all platforms. Bitmovin's Player is the perfect solution for us because it delivers a broadcast quality of experience for our premium content and commercials, but its API approach means that it also offers a number of features that can be selected and adjusted to meet any requirements. Thanks to the Bitmovin Player, we are...

PETROS PAPADAKIS

■■ We wanted to create a unique experience that provides detailed information alongside a high-quality video experience. It was essential that we used the very best technology to allow us to do this across a variety of devices. Bitmovin's Player gives us the flexibility and quality we need to continue to make ClassPass... "

Millions of consumers use our platform every single day, so it is essential that we provide high quality, HD video to every device to guarantee the best online experience. Bitmovin's Player has removed the headache of working with multiple vendors by providing a feature rich player that enables us to easily optimize video streams for Periscope users all over the world.

TIM LAWRENCE

■ Delivering high-quality, high definition video to mobile is a key part of our commitment to providing users with the best customer experience possible where they are and any device of their choice. Bitmovin's encoding will allow us to redefine expectations for quality content in the markets we serve.

EMMANUEL FRENEHARD

TRUSTED BY







Periscope classpass





ABOUT BOXCAST

BOXCAST

BoxCast is a complete, easy-to-use live video streaming platform comprised of hardware, software and backend services that enables organizations of any size to stream their content flawlessly.

81

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

When we looked at different ways to provide pay-per-view options, all of the platforms were thousands and thousands of dollars. BoxCast offers a platform that is reliable, high quality, and easy for viewers to use, with a pretty low-risk, low-bar to entry for those who want to get into pay-per-view. *

ERIC FREESE
WIRED MEDIA GROUP

We were live streaming before, but BoxCast is more flexible in terms of the platforms we're able to get out on, and it's a lot cheaper. That was the key driver for us to switch.

LAWRENCE SCHOPFER VILLAGE OF IRVINGTON

II can't say enough about how easy this system is to use and how this makes video an option for even the smallest of schools on a very reasonable budget. Combined with the super knowledgeable and friendly support staff, BoxCast has really made a difference for our program!

ANN KING

DIRECTOR OF ATHLETIC COMMUNICATIONS, THE SAGI

Live streaming allows us to offer more strategic media solutions to both our existing clients and those who are having difficulty reaching their target audience during this pandemic.

VIRGINIA RICHARDSON















ABOUT HAIVISION

HAIVISION

Haivision is now a market leader in enterprise video and video streaming technologies. Haivision helps the world's top organizations communicate, collaborate and educate. Haivision delivers high quality, low latency and reliability throughout the entire IP video lifecycle – from the contribution of video to the recording and management of media assets, through the publication and distribution of video content to your audiences, regardless of location or device.

145

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

II Haivision's high-quality video solutions along with its deep domain expertise and understanding of surveillance workflows make it the perfect choice of partner for our state-of-the-art, Special Mission Concept Aircraft. Our long-standing relationship with Haivision has enabled us to offer our clients high performance, cost-efficient, state-of-the-art airborne solutions ideally suited for a wide variety of missions.

STEFAN HAIM

TECHNICAL MANAGER SPECIAL MISSION AIRCRAFT, DIAMOND AIRCRAFT

**As production people, we use whatever solutions are best of breed, that's what our clients expect. Haivision Makito X video encoders are just that; the UI is simple and easy to use, they offer extremely low latency, and most importantly they are rock solid and reliable. These products are mainstays in our studio. **I

COREY BEHNKE

CO-FOUNDER AND PRODUCER, LIVE X

**IThe solution is very cost-effective for our application and the support has been excellent. Encoding and decoding are what Haivision does best, and its technology is supported by an extremely knowledgeable sales and support network. As a customer, I can absolutely tell the difference from a sales, support, maintenance, and product update perspective.

ALEX BLANDING

VICE PRESIDENT OF ENGINEERING AND TECHNOLOGY SNY

Our services are where we come together. The reliability and high-quality of Haivision's video solutions ensures our members can join and enjoy the same experience regardless of their location.

GABRIEL SOTO

IT DIRECTOR, CELEBRATION CHURCH















ABOUT IMAGEN



Imagen helps businesses, sports organisations and media companies to manage and distribute their ever growing media libraries. This ensures fast, easy, secure and controlled access to content through a highly-customisable content portal. With video representing 60 percent of global data – and set to grow further – Imagen Ltd ensures companies can preserve their valuable content for the future and enable them to maximise its value. Imagen has over 1 million hours of video stored on behalf of leading brands.

61

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

The search feature is so powerful it allows us to find what we need in seconds. And thanks to Imagen's powerful time-based metadata logging, we can even find specific moments within videos and clip them for use. This not only saves time, but allows us to make better use of our collections too.

TOM BARNES
VICE PRESIDENT GLOBAL, IMG

■ The Imagen solution has enabled us to offer timeline based searching of moving images and we are very pleased with the result. The website really can bring history alive in your own home. ■

DAVID WALSH HEAD OF PRESERVATION, IWM **The Imagen platform has allowed us to enact a cultural shift within the organisation. Now, instead of insecure, fragmented and chaotic management of sensitive assets, we have a single, intuitive platform that has solved our production control challenges. **J

STEWART CARTER
DIGITAL ASSET MANAGER ENDEMOL SHINE GROUE

**Thanks to Imagen we're now able to offer broadcast clients secure, direct access to content through a platform that's intuitive and easy-to-use. **

MATTHEW SUTTON
HEAD OF BUSINESS AND MEDIA SYSTEMS, ATP MEDIA















ABOUT MEDIAPLATFORM

MediaPlatform

MediaPlatform is the leading live streaming and on-demand video platform with customers that include Abbott Laboratories, ConocoPhillips, EY, General Motors and Sprint. MediaPlatform combines a robust video portal with fully integrated interactive webcasting to help medium and large organizations improve corporate communications and training. MediaPlatform helps businesses leverage on-demand and live video to become more social enterprises, improve employee engagement and enable collaboration. With integrations for Microsoft SharePoint, Skype for Business and WebEx, MediaPlatform software can serve as the backbone for your entire...

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

•• Our webcasts are great and this system can accommodate those needs. Everyone has their own program, color schemes, and logos. Working with the WebCaster system, we are really able to customize the look and feel of every single event. And, with WebCaster we can preview everything in the system and make changes along the way. We can show our clients what the audience console is going to look like before we put it on. This gives us a lot of control and allows clients to make last minute changes easily.

AMBER SIEGEL

■■ The toolset works perfectly for our needs and the production support really makes it possible to provide our clients and presenters with the kind of service they expect.

EVITA SANCHEZ

Each of our clients demands a different viewer experience. With MediaPlatform's tools, I can design a new viewer interface on the fly and get it out for approval on a rapid cycle. We can incorporate branding elements and functionality according to client need, not our template restrictions.

ANDREW IRVING

■■You have to have competitive pricing, of course. But you really have to show that you know how to produce webcasts that fit all of the government's requirements.

DAVID MCCARTHY















ABOUT QUMU



Qumu Corporation (QUMU) is the leading provider of best-in-class tools to create, manage, secure, distribute and measure the success of live and on demand video for the enterprise. Backed by the most trusted and experienced team in the industry, the Qumu platform enables global organizations to drive employee engagement, increase access to video, and modernize the workplace by providing a more efficient and effective way to share knowledge.

36

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

**IThis particular Qumu client sustains its culture of collaboration and inclusiveness primarily through the use of video, so successful delivery of video over their massive VDI infrastructure was critical. And together, Qumu and IGEL implemented a solution for this client that actually enhanced the delivery of video for things like employee engagement, internal comms, training and team collaboration.

VERN HANZLIK
PRESIDENT AND CHIFF EXECUTIVE OFFICER, IGEI

Because the Prinses Máxima Centrum is a new hospital, we needed 1,000 new healthcare professionals very quickly. Qumu's video platform and video app gave us the opportunity to develop a completely new approach to recruiting.

DIENEKE MANDEMA
DIRECTOR OF ORGANIZATION AND HUMAN
RESOURCES, PRINSES MÁXIMA CENTRUM

II When we were looking for a virtual event solution, the number one thing was ease of use. We had a very short time to turn this event around. We also knew we wanted to have a combination of live streaming and pre-recorded content, and wanted participants to be able to interact with one another. All of these features were available from Qumu.

NICOLE DOLAN
SENIOR DIRECTOR, AMERICAN FOUNDATION FOR
SUICIDE PREVENTION

Qumu has enabled us to really craft targeted videos for our employees and connect with them with the same thought and intention as face-to-face communications.

UNITED UTILITIES















ABOUT VIDIZMO



VIDIZMO LLC is a Microsoft Gold Cloud & IP Co-Sell Ready Partner, recognized in Gartner Magic Quadrant for Enterprise Video Content Management and by IDC MarketScape for Worldwide Digital Evidence Management Solutions for Law Enforcement. Built on Azure's technology stack, VIDIZMO offers an enterprise digital media management solution and Digital evidence management system to a range of industry verticals worldwide. VIDIZMO provides a centralized repository to store, manage, share and analyze the AI enhanced digital media files securely. With flexible deployment options, customers can choose to...

TOTAL CUSTOMER REFERENCES



FEATURED TESTIMONIALS

■ We have been producing enterprise corporate communication and training video content for over 30 years, using VHS, CD's, DVD's, Flash and various video platforms. VIDIZMO provided us with a comprehensive Enterprise Video Solution that our customers absolutely love. It allows them to manage, and distribute their content to their employees in a controlled, secure and targeted manner while Video Analytics allow customers to measure return on their investment.

MARK HISLOP

VIDIZMO provides a compelling video-based learning solution that mashes up various content and applies search to the contents of the video and associated media assets (you have to see it to believe it!).

LARRY GREGORY

■■ We chose VIDIZMO's MediaCommerce because it provides us a complete end-to-end solution from content creation to delivery, distribution and monetization, satisfying our training design as well as technical needs. We haven't found an area where MediaCommerce falls short or didn't fit.

DAN COOPER

VIDIZMO has remarkable customer service and a customer-first business attitude! From integrations to security, compliance and deployment requirements, VIDIZMO has stayed in contact and helped us along the way.

OSAMU KIKUCHI















ABOUT WOWZA MEDIA SYSTEMS



Wowza Media Systems is the recognized gold standard of streaming, with more than 20,000 customers in 170+ countries. By reducing the complexities of video and audio delivery to any device, Wowza enables organizations to expand their reach and more deeply engage their audiences, in industries ranging from education to broadcasting. Wowza was founded in 2005, is privately held, and is headquartered in Colorado.

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

■ Working with Wowza gives us the tools to offer a video streaming solution that is cost-effective for government while being at the leading edge of the industry. With the system we built on Wowza technology, government agencies can connect with citizens in meaningful new ways online, over mobile devices, or on social networks.

IAVIER MUNIZ

■ The systems and APIs built into Wowza Streaming Cloud made it very easy for us to schedule hundreds of videos for playback at a time. Counting on this system to reliably start up the scheduled playback and begin streaming required almost no labor on our part.

NICCOLO CASTRATARO MANAGER OF DIGITAL MEDIA, FREEMAN Wowza Streaming Cloud is the only cloud-based live streaming technology we found that gives us full confidence in delivering highquality live streaming, to all output formats and devices anywhere. The easy out-of-the-box setup and use enabled us to achieve our goal in record time. It just works!

DANIEL FEDERAUER

■ We chose Wowza for three key reasons. First—affordability—the Wowza price-to performance ratio is outstanding. Second, Wowza is incredibly flexible so we can easily customize it. Third, it is stable and virtually trouble-free.

ENRICO KERN

















ABOUT BONJORO



Bonjoro is building the world's first Customer Delight platform to help great teams build real relationships with their customers at scale. Originally developed as their own customer success hack for their last business overnight, Bonjoro tripled their response rates vs. automated emails (see their final version of Bonjoro here). Two years later, thousands of businesses across the world use Bonjoro to spark meaningful conversations and powerful, lasting relationships with their customers too. And the journey has only just begun.

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

From a statistics point of view Bonjoro has been absolutely incredible for our business. We actually started using Bonjoro as a bigger strategy to increase retention, and the results were incredible. *In the space of 3 months we were able to reduce* our churn by 12%, which is huge from a B2B SaaS business perspective. We were also able to shorten the sales cycle because we were able to establish trust early with a personal connection.

IESSICA RUHFUS

Our launches usually make around \$400,000 in sales and our last one was \$748,000 - I really believe adding Bonjoro videos to prospects was a HUGE contributing factor in that.

ABBEY ASHLEY

■ I use testimonials to get member feedback - both video and text - and to display all this goodness publicly on my website. Impact wise, I find it's just a much easier way to collect feedback and make it public. It's easy to manage, easy to share, and it's easy to leave a glowing review!

CHLOE MARKHAM

Since adding Bonjoro, 75% of my customers have replied with an email saying how surprised and delighted they were to receive my video and 50% actually found my social accounts on their own.

MELISSA MONTE

TRUSTED BY

ontraport













ABOUT CINCOPA

cincopa

Cincopa is an All Inclusive Online Video & Media Platform offering Enterprise solutions for Marketing Teams, Secure Internal Communication, Publishers & Media Companies, Education and Sales. Cincopa offers Public Cloud as well as Private Cloud, Hybrid and On-premise deployment to fit the needs and security requirements of the modern organization.

42

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

After performing extensive research and testing, the only hosting site we found that met our needs was Cincopa. They are the only provider that has the security for a number of users and the analytics which create the feedback on the system usage to a detailed level. Overall, Cincopa has been very effective for Scottish Ice Hockey, enabling junior ice hockey to move forward and keep kids engaged during this difficult time. *

MARTYN KING

MANAGING DIRECTOR, SCOTTISH ICE HOCKEY ASSOCIATION

II Knowing that it was expected of us to provide customers with in-app Pendo support led us to seek out a solution that would support video, as well. The flexibility and simplicity of video embedding rendered Cincopa the perfect choice. Now, our training videos can reach our clients where they need it and when they need it.

MARCUS SOUTHERN
LEARNING EXPERIENCE DESIGN, SIGNALPATH

II The ability to alter wording, to decide on which videos should appear in specific galleries and the overall look of each gallery without having to do any additional coding on our website is an amazing time saver. Learning Cincopa's structure was very easy, but when a question did arise, their customer service was amazing.

ERIK KALLIO

VICE PRESIDENT, LAURA STAMM POWER SKATING

**An amazing tool to manage and embed video and image galleries to showcase our real-estate properties.

JOHN DAVID

REALTOR, MEDIA WEST REALTY

















ABOUT DACAST



Dacast is a professional online video platform that allows businesses to broadcast and host live and on-demand video content. By leveraging the cloud through CDNs Akamai and Limelight, Dacast takes the headache out of video streaming, leaving content owners and broadcasters to focus on what they do best. Trusted by over 300,000 broadcasters, Dacast's white-label, all-in-one (monetization, analytics, security, and more...) video streaming platform allows content owners and broadcasters to be in total control of their online video content for an affordable...

87

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

We tried several other providers and found Dacast to be the absolute best out there! Our videos are secure, professional, reliably accessible and easily integrated into our site. By providing a robust and professional hosting service, Dacast advanced video hosting platform has enabled us to provide our subscribers with a seamless service. As vzaar is a such a secure service, almost all schools can access the videos without the need to whitelist (which is not the case for other competitor hosting services), it makes everything so much smoother. *

LAURA DOWNEY YORK
MANAGING DIRECTOR, PRE-CHEWED POLITICS

■ Dacast also has one of the most important features which, in our opinion, other video hosting platforms do not have – fast and effective customer support. We always feel very well taken care of. ■

ALEX NAVARRO FOUNDER, QUONDOS ■ Dacast is very user-friendly. We can upload and manage settings incredibly quickly. The Dacast platform should get an award for its interface, as it is so easy to manage and update. ■

JOHNY GIACAMAN
CHIEF EXECUTIVE OFFICER, MOTORATY

Other video providers would experience buffering and streaming issues. Dacast ensures our clients get the best possible experience from our educational material.

MICHAEL AHERN

MARKETING COORDINATOR BIGTREND

TRUSTED BY





Imperial College London

switchboard 🔕







ABOUT MEDIASITE



Mediasite offers scalable video streaming technology solutions for business, healthcare, education and events. Mediasite Video Platform quickly and cost-effectively automates the capture, management, delivery and search of live and on-demand streaming videos and rich media. Mediasite transforms communications, training, education and events for more than 4,300 customers in over 65 countries. Leading analyst research firms Aragon, Forrester, Wainhouse and Frost & Sullivan recognize Sonic Foundry as a leader in enterprise video, webcasting and lecture capture...

144

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

■■ The main reason we chose Mediasite was its ability to record back-to-back lectures. We can't wait 2 to 4 minutes for a video to finish processing before we start another recording. We chose Mediasite because we can stop a recording and start another within 60 seconds. Mediasite is easy, fast and convenient. We get comprehensive capture and video management all in one platform. ■■

RAY ROLLINS

CLASSROOM TECHNOLOGY MANAGER, UNIVERSITY OF PENNSYLVANIA PERELMAN SCHOOL OF MEDICINE

Mediasite is very easy to use, and the videos are just a click away whenever they're needed. We are happy that Mediasite is compatible with our learning management system so we can fully integrate videos in our curriculum.

DIAN WEBBINK

LEADING E-LEARNING PROJECT CONSULTANT, MEDICAL CENTER LEEUWARDEN

**Prior to Mediasite we had to combine a lot of different hardware and software to capture video and we had to make our own media management system. Mediasite has everything we need in one platform. Mediasite is robust, integrated and flexible. The value of Mediasite is the combination of the capture and the streaming tools with the really robust organizing tools on the backend.

BOYCE JOHNSON

MEDIA TEAM LEADER, IT, CITY OF MADISON

Tri-C used several video solutions simultaneously before moving to Mediasite. It was ineffective and expensive. Mediasite allows us to consolidate our video efforts and save money.

MICHELLE REED

ONLINE VIDEO STRATEGIST, CUYAHOGA COMMUNITY COLLEGE















ABOUT USTUDIO



uStudio Inc. is a recognized innovator in video content management software. Since its inception, uStudio has partnered with modern business and IT leaders to help them transform the way video is used across teams for improved collaboration, higher marketing conversions, increased revenue and customer satisfaction, and more effective training. uStudio's patented platform brings a unique video-as-a-service infrastructure to organizations, ensuring the ultimate in flexibility and scalability. uStudio lets businesses Do More with Video™.

65

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

■■ uStudio gives us the ability to go fast by using solid tools and restful video APIs all across the board. We quickly realized that uStudio is, by far, the most complete video platform offering in the Salesforce environment. I think for somebody who wants to get involved in video and wants to be on the cutting edge of where a lot of the internet is right now, getting to know uStudio is something that's absolutely essential. It's been a really great way to build technology on the web. ■■

JOSEPH DINDINGER
CHIEF EXECUTIVE OFFICER, TOAFINISH

■ The analytics in uStudio has helped me forward the strategy for digital overall. We now have video data that we can report back on. That's something we never had before. ■

COLLEEN BATTLE
GLOBAL DIGITAL MARKETING MANAGER, ALCON
NOVARTIS

■ Distributing digital video had become so complex that I felt like I needed a PhD to figure out which files I needed for all the different destinations. With uStudio I just create one file, upload it, hit some buttons and uStudio does the rest. Now we can do more work and be more productive. ■

TRAVIS WURGES
TECHNICAL DIRECTOR, CONTENT AND DISTRIBUTION
THE BUILLER BROS

**The best thing about uStudio for developers is it just opens up the door to what you can do with video by being able to access all this data in its raw format and not just purely a framed video on a site. **I

MICHAEL PAZIENA
CHIEF EXECUTIVE OFFICER, MASHBOX

TRUSTED BY

KELLER WILLIAMS













ABOUT VIDGRID



VidGrid is Video's Most Interactive Platform. Going beyond recording, hosting, and sharing; Vidgrid transforms video into a two-way conversation by empowering anyone to capture knowledge, converse with the audience, and control the flow of information. Worldwide leaders such as Fox, Mortensen, G2 Crowd, Paylocity, Duke University, and the University of Nebraska leverage VidGrid to communicate and collaborate across sales, customer success, training and education.

45

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

**There is a huge process that needs to happen in order to share a video where everyone can access it, while keeping it secured. After evaluating many video platforms, we found that VidGrid has a streamlined, easy, and effective way to share knowledge through video.

JAKE TURNER

DIGITAL LEARNING LEAD, MORTENSON CONSTRUCTION

Now, the longest part is scripting. With VidGrid I can record, edit, and share in under 15 minutes.

■ The platform is so easy to use that I can

minutes. I've saved more than half my day since switching to VidGrid.

produce a new training video in under 5

LIZ MASOUDI IT SPECIALIST, IBOTTA

ANITA MCCOY

VidGrid is the most innovative platform I've ever seen for making engaging videos. It transforms passive viewing into active participation.

JAMES LOGAN
LEARNING & DEVELOPMENT PARTNER APPLE

TRUSTED BY



FORTRA











ABOUT YUJA



YuJa is a recognized leader in enterprise video solutions. They serve organizations of all sizes, within all sectors, delivering video experiences that include lecture capture, media management, live streaming, video conferencing, video quizzing and immersive social & mobile engagement tools.

69

TOTAL CUSTOMER REFERENCES

VIEW ALL REFERENCES

FEATURED TESTIMONIALS

■ YuJa has been a great tool for us to be able to build online courses that are as close to being inside a room as possible with the multi-stream video player and capturing features. Having multiple features in a single platform makes everything quicker and easier to use for instructors and students alike, and has been key running smoothly, especially during the pandemic. ■

KEVIN LIPNOS

DIRECTOR OF MEDIA PRODUCTION FOR ARTCENTER ONLINE, ARTCENTER COLLEGE OF DESIGN

"YuJa has not only allowed instructors to easily record video, but it has allowed them to add interactive quizzes and make lectures much more engaging. Now, students are able to watch and listen, and they can record and share their own interviews and videos."

JESSICA HALL

DIRECTOR OF DIGITAL LEARNING, COASTAL CAROLINA UNIVERSITY

■ We have hardware cameras, computers with built-in webcams, full mic systems, and everything ties in nicely. Some instructors use Zoom to capture videos and then import them to YuJa, while others use the web browser capture or the downloaded software capture to record.

GREG KRYNEN

INFORMATION TECHNOLOGY SERVICES TECHNICAL TRAINE, ANTELOPE VALLEY COLLEGE

■ YuJa gives us the tools we need to accomplish what is needed in the classroom for video hosting while providing us with the support we need to make sure that happens. ■

SHERRY WELLS

ASSISTANT VICE PROVOST FOR DIGITAL LEARNING,

UCRIVERSITY OF CALIFORNIA









