

Sales Reference Sheet:

Dropbox Business

Dropbox Business is a powerful, cloud-based collaboration platform that allows employees to access their files anytime, anywhere.

It's the Dropbox that 400 million users already know and love, with the control that IT needs.



✓ Collaboration

Simple sharing

With just a click, share files and folders with collaborators. Adjust settings to give users view-only or editor permissions.

Unlimited business plan storage

Dropbox gives teams as much space as they need, so they can scale as their business grows.

✓ Mobility

Works on every device

The Dropbox app works on iOS, Android, BlackBerry, and Windows Phone, with any file type, and across all operating systems.

Best-in-class sync

In addition to syncing files faster than alternative solutions, Dropbox works offline and in areas with limited bandwidth or internet connectivity.

✓ Security

Encryption

Secure infrastructure uses 256-bit AES encryption to protect data in-transit and at-rest.

Proactive and reactive protection

Comprehensive audit logs allow IT to monitor internal and external sharing, while remote wipe and account transfer enable data recovery from off-boarded employees or lost devices.



Works with everything

Office 365

Microsoft and Dropbox partnered because leading companies who use Office 365 recognize the need for the mobile productivity and collaboration capabilities that are not natively built into OneDrive.

Adobe

Dropbox Business is the essential tool that creative teams around the world use to manage, share, and archive the files they create in specialized Adobe software.

Autodesk

Teams in the office and on site use Dropbox Business to preview project schedules, comment on blueprints, and modify change orders without downloading the software or the file.



Sales Reference Sheet:

Dropbox Business

By the numbers



400M users



150K businesses



97% of the Fortune 500



300K apps



1B files saved daily



1.2B shared folders & links

Media

Secure sharing

Distribute shared links with custom passwords and expiration dates so intellectual property always stays in the right hands.

Technology

Delta, LAN, streaming sync

Upload and share large design files and code up to 5x faster than competitors, without file size limits or storage constraints.*

Retail/CPG

Centralized file repository

Store files in shared folders so projects stay organized and teams can move faster between design, merchandising, marketing, and distribution phases.

Construction

Mobile access

Stay productive in the office and on the jobsite, with iOS, Android, Blackberry, and Windows Phone mobile apps.

Education

Simple deployment

Deploy the solution that is widely adopted in over 3,000 educational institutions worldwide. With Dropbox there's no need for additional training or support.

Government/Healthcare

Customized security solutions

Leverage partnerships with key business technology providers to build customizable, best-of-breed security solutions that meet strict industry compliance requirements.

Competitive positioning



Works with all file types

- Google Drive pushes users to convert Office files into Google Docs, often corrupting formatting and inhibiting offline editing.
- Google Drive is optimized for Chrome and Android. As a result, features on other platforms are limited.



Built for collaboration

- OneDrive is built on legacy SharePoint infrastructure and does not offer the sharing or sync functionality necessary for collaboration.
- Microsoft's own help center notes that OneDrive should be used for static file storage only.



Chosen by end users

- Box has many complicated features, making it difficult to use. It has a small user network which inhibits external sharing.
- When companies deploy Box, they often have difficulty gaining adoption because users understand and prefer Dropbox.

* Principled Technologies sync performance reports commissioned by Dropbox, July 2015