
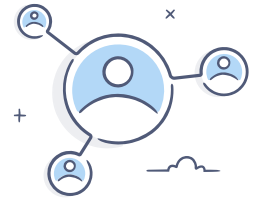



# Collaboration drives real business value


Collaboration is at the heart of any company, but it no longer happens inside the office, at a desk, from 9–5. Not only do employees need access to their work anywhere, at anytime, they also need access to a global network of colleagues, partners, and clients. As employees rely on these growing business networks, technologies that power collaboration can reduce costs and drive revenue. IDC quantified the value Dropbox Business delivers in supporting collaboration.




\$684K over 5 years per 100 users



2 month payback period



802% ROI



31% less IT time supporting collaboration

“With its ease of deployment and quick adoption across the enterprise, Dropbox is proving to be just the collaboration enabler that our business units have needed for some time.”

Mike Lacey, VP/CIP  
Meredith Corporation

## About Dropbox Business

- 500M users
- 3.3B connections
- Rated best-in-class for ease of use by Gartner
- Named a leader in the Forrester Wave
- Works across any devices or platform
- Enhanced collaboration features for Microsoft Office

## Delivering business value

- Work more efficiently with customers, suppliers, and employees
- Improve productivity of sales and other revenue-generating departments
- Make business operations more efficient
- Reduce IT staff time to support collaboration
- Mitigate risk by enabling secure collaboration

## Simplifying external collaboration

Average annual time savings per 100 users by collaboration group



1,424 hours with customers



1,019 hours with suppliers/vendors



6% average productivity gain for sales teams