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Powering your organization with an agile productivity stack

How the Content Cloud centralizes and secures content across your applications

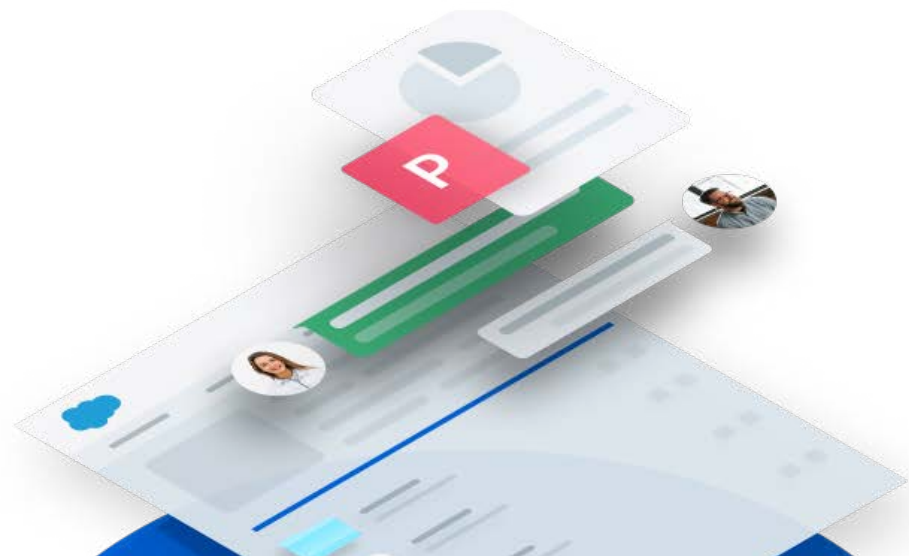# Creating the open enterprise

Today's business environment is increasingly complex, unpredictable, and competitive. Companies need to move faster, provide a higher level of customer service, and meet the needs of a growing hybrid workforce. To do so, they must shift to a digital-first strategy that enables collaboration across functional silos and geography to foster innovation, growth, and agility.

The global market for collaborative software is expected to grow 17% in 2021 and will likely keep trending upward into 2022.[1]

The rise in cloud-based technologies has enabled companies to overcome these hurdles, and it shows in the numbers. But as teams use more technologies to get work done, IT faces new challenges. Content, which flows through every part of the organization — people, systems, and processes — grows increasingly fragmented and difficult to secure across multiple tools. That's why today's most innovative companies look to open, cloud-based content platforms that integrate seamlessly with the agile technologies they use. In doing so, organizations keep their teams productive while ensuring each part of the business runs smoothly and securely.

At Box, we know security and ease of use are non-negotiable. The Content Cloud integrates with your choice of business apps, including the top productivity tools your teams already use, such as Microsoft Office 365, Microsoft Teams, Zoom, Slack, and Salesforce. And by integrating with your favorite apps, the Content Cloud acts as a single, secure layer across all the tools you use to collaborate on and manage your content. Your teams can then spend more time simply getting work done, while you maintain security with precision controls.

Explore our most popular integrations and see how the Content Cloud connects the extended enterprise to future-proof your tech stack.
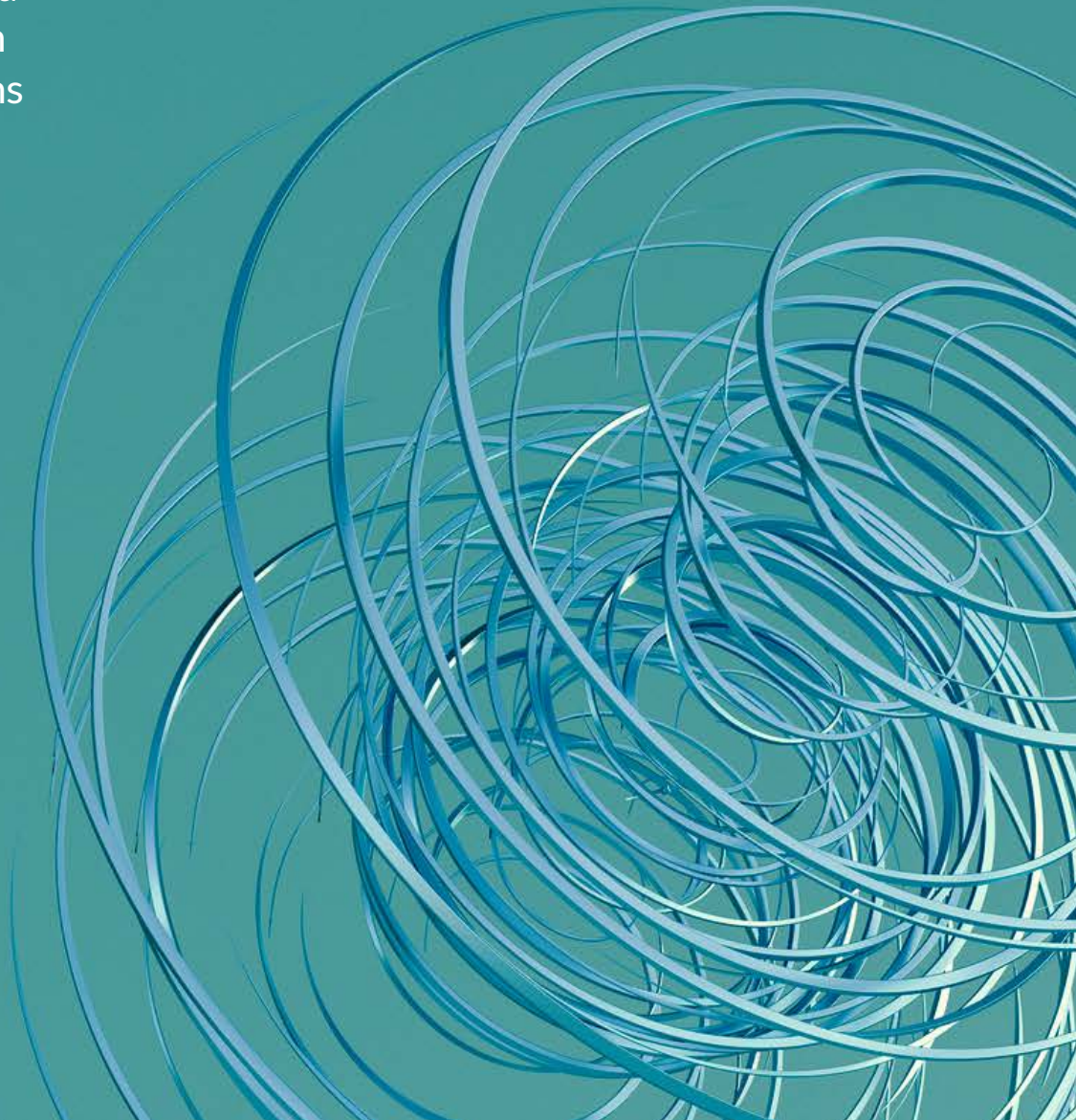
[1] *"Forecast Analysis: Social and Collaboration Software in the Workplace, Worldwide", Gartner (2021)*

"The fundamental redesign of content-centric business workflows enabled by digitization and the application of 3rd Platform technologies can provide new connections and new types of data that eliminates the inefficiencies of information silos and disconnected processes. Organizations want to integrate disparate information types that connect systems and people to the information they need when they need it."
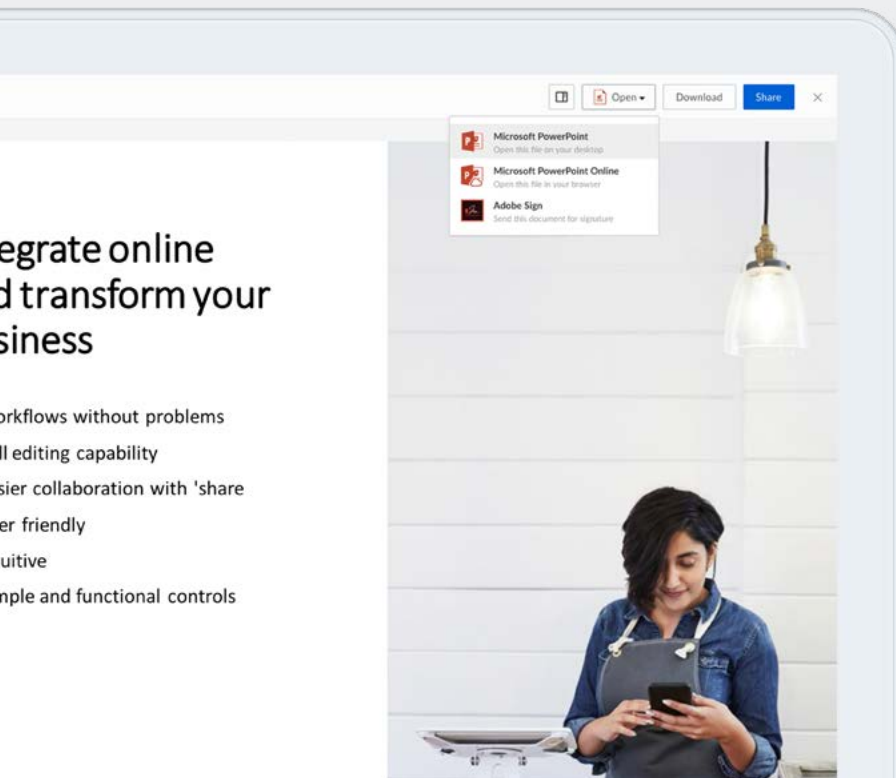
Productivity suites streamline work company-wide

Productivity suites lie at the core of the way teams work today. Organizations of all sizes and in every industry rely on tools from suites such as Microsoft 365, Google Workspace, and Apple iWork as they collaborate on proposals, prepare for client presentations, and work on everything in between. But when you're in the zone on a project, nothing slows you down like having to jump from one app to another just to access the files you need.

To avoid interruption, all your content should be readily accessible and easily shareable without compromising security. The Content Cloud integrates with your favorite productivity suites so you can bring all your files together in the cloud.

Spotlight on Box and Microsoft 365

Our most commonly used integration lets teams open, create, edit, co-author, save, or share an Office file without leaving Box. This streamlines processes and eliminates file versioning issues.

When you use Box with Microsoft 365 apps such as Office, Teams, or Outlook, you can easily collaborate with people both inside and outside your company.

As your workforce becomes even more distributed and mobile, your team needs the tools that ensure every line of business can keep up. The Content Cloud securely centralizes all your files, while enabling you to use Microsoft mobile apps to access your Office files right from your iPhone or iPad. That way, team members can work on the fly, wherever and whenever, with every asset at their fingertips.

Learn more about how Box works with Microsoft

AstraZeneca

"Box has enabled us to drive productivity because it gives us a single location to manage content both inside and outside the company. We have over 8,000 field reps using Box on iPads. With the Box and Office 365 apps integration, reps can seamlessly share Word and PowerPoint documents with customers, wherever they are."

David Smoley, CIO, AstraZeneca

Collaboration workspace apps connect teams

As more organizations adopt hybrid work environments, they will turn to workspace tools that enable synchronous and asynchronous collaboration alike. These apps keep teams connected and empower them to get work done from anywhere. From collaborating on a sales pitch to attending a company-wide all-hands presentation, organizations of all sizes are adopting tools like Slack, Zoom, Microsoft Teams, and Cisco Webex to keep everyone working together in real-time.
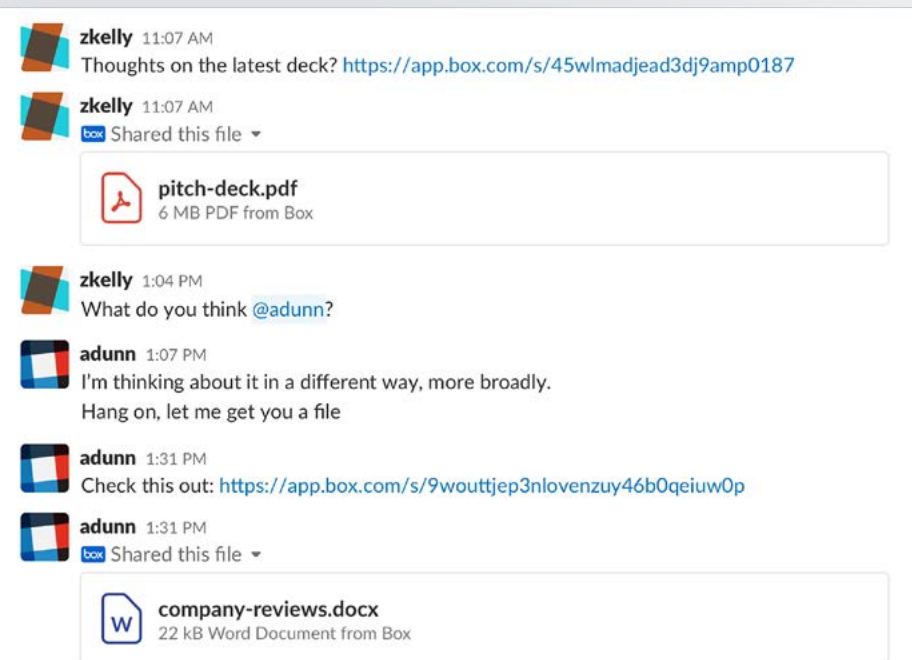
Spotlight on Box and Slack

With the new Box for Slack integration, organizations drive more productivity by securely extending their Box content to Slack.

Streamline collaboration by bringing content into the conversations you have with your teams.

If you need your teammate's feedback on a customer presentation while chatting with them in Slack, you can easily share your Box file in Slack without having to toggle back and forth between apps. To reference a budget plan shared in your team channel, you can search for the Box file right from Slack.

Box for Slack also delivers granular admin controls to ensure that the right people have the right access to content and information in the app.

Learn more about how Box works with Slack

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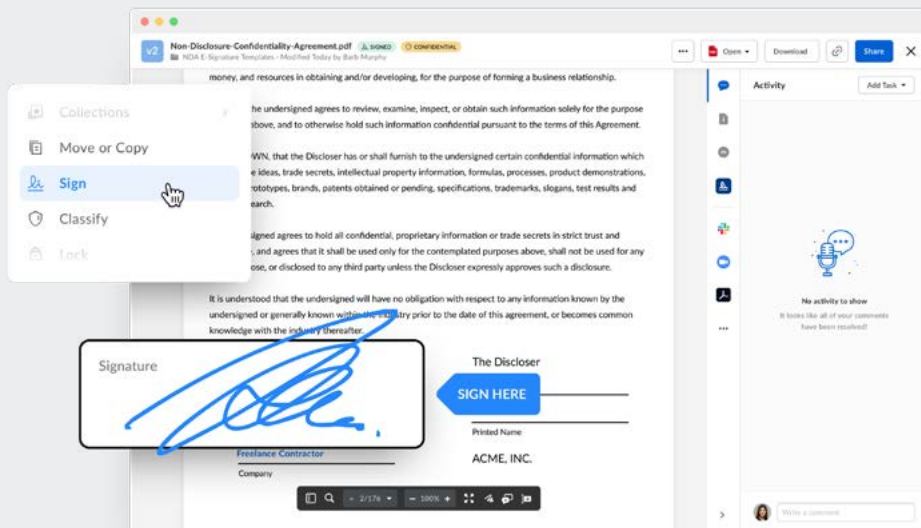
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E-signature tools digitize workflows

As more companies embrace paperless workflows, e-signature tools have become an integral part of getting work done quickly with internal and external parties. Whether you're speeding up contract approvals or having the perfect candidate sign an offer letter, leading enterprise-grade e-signature solutions (such as Box Sign, as well as Adobe Sign and DocuSign) streamline the entire process.

Using these tools within the Content Cloud allows you to reduce paper, secure and streamline workflows, and gain end-to-end visibility for vital contracts and agreements.

Spotlight on Box Sign

Box Sign's native integration puts e-signatures right where your content lives in the Content Cloud, powering a simple, seamless signing experience for critical business documents like sales contracts and offer letters. What's more, 1,500+ integrations — across apps like Microsoft 365, Salesforce and Okta — make connecting Box Sign to your workflows a snap.

Deliver seamless, secure e-signature experiences.

With Box Sign, legal teams can collect signatures by redlining or editing a contract draft in Box; HR teams can send NDAs or extend customized offer letters; and field service teams can complete checklists and gather customer signatures. Plus, speed up internal approvals for marketing collateral, purchase orders, and product management documentation — all while staying secure and compliant.

Learn more about Box Sign.

Line-of-business apps move every team forward

Every department has specific tools that help team members get work done. To keep everyone productive and enable them to do their best work, Box natively integrates with the top line-of-business apps, including Salesforce, NetSuite, and AutoCAD.

When you integrate Box with your line of business apps, you centralize and secure your information across your organization, improving collaboration and process for everyone.
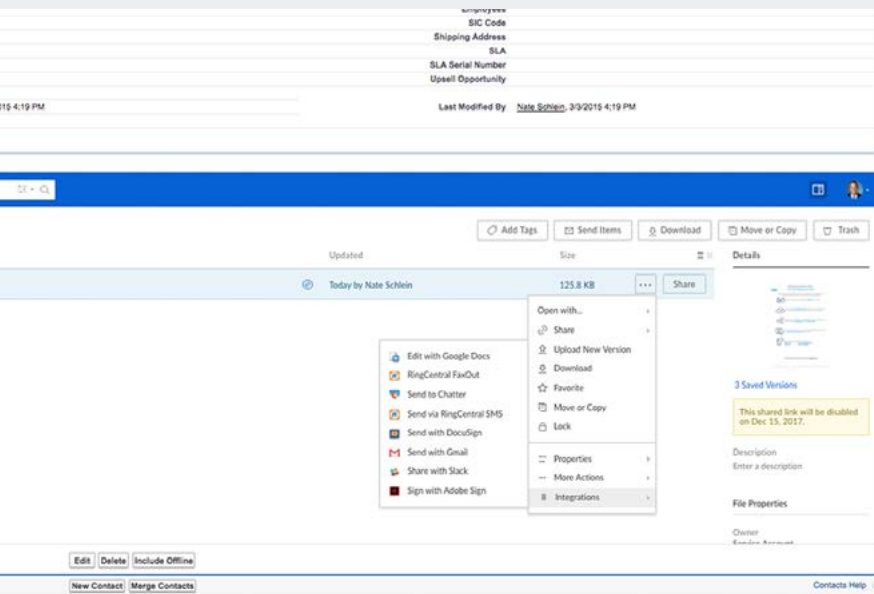

Spotlight on Box and Salesforce

Our native integration lets you assign folders to specific Salesforce records, easily view proposals and presentations, and send out contracts for e-signature, with updates automatically saving back to Box once complete — all within Salesforce.

When you use Box with Salesforce, you get greater visibility into the sales process and move deals along faster and more securely.

You can track what content has been shared with whom, get email notifications when documents have been viewed or downloaded, and use the Box features you love, such as Box Edit and commenting, from any Salesforce record. And with Box for Salesforce1, you can view and present your most important documents on the go and assign tasks to discuss and refine new ideas with customers.

Sales reps can send documents out for e-signature directly from Salesforce — powered by Box Sign. From the initial NDA to the final contract, Box enables your reps to complete the sales lifecycle right from Salesforce.

Plus, our integration provides visibility into how content is being shared across an organization. Sales reps, for example, can gain insight into where a prospect is in the sales process.

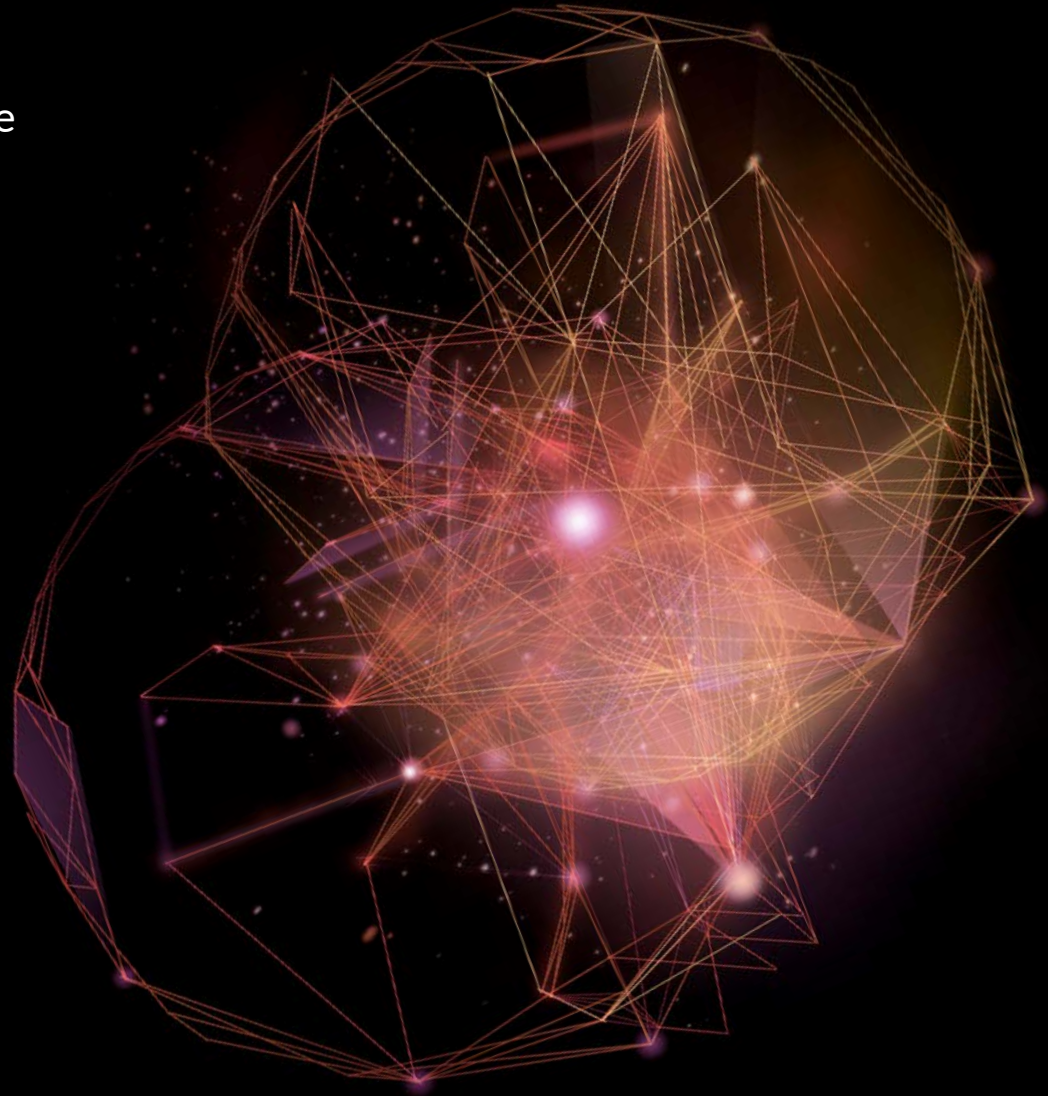flex

"The fact that Box is a platform that integrates with Office 365 — and it can easily integrate with Salesforce and other key applications — is a huge advantage. Box is the center that brings everything together for us."
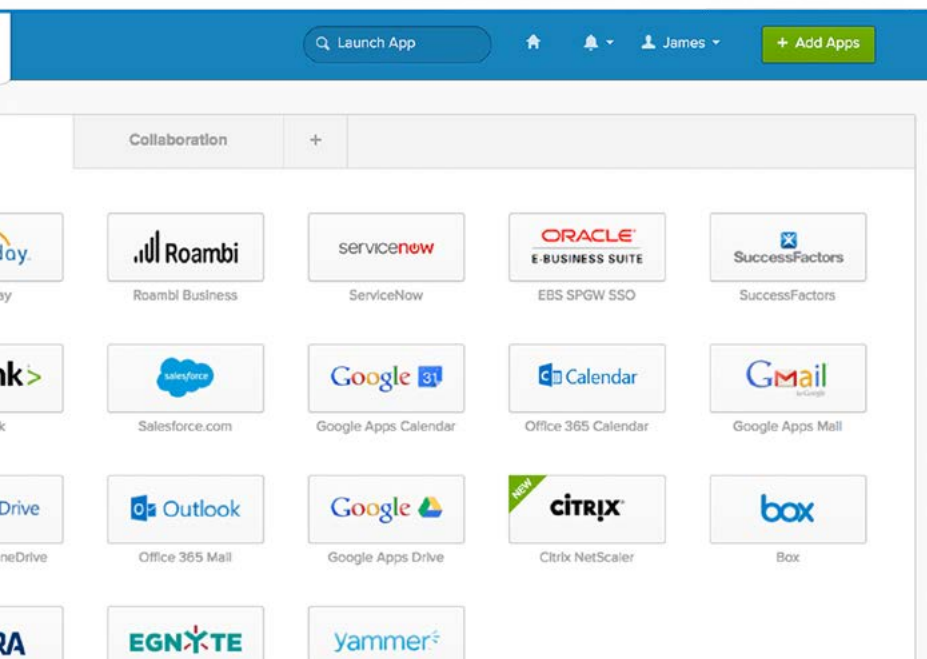
Gus Shahin, CIO, Flex

Security across your apps for visibility, protection, and control

Organizations today keep a lot of critical information in the cloud. When your business uses the Content Cloud to integrate with your other cloud apps, you protect valuable information with enterprise-grade security capabilities, including device protection, cloud access control, data loss prevention, and identity and authentication. Plus, our architecture comes with native advanced security controls, including customer-managed encryption keys, in-region data storage, data retention and eDiscovery. By integrating your business apps with the Content Cloud, you extend all of these controls to the content flowing through your apps.

What's more, Box offers native integrations with top security, governance, and compliance partner solutions, such as Okta, Microsoft Azure Active Directory, Splunk, OneLogin, and Google's identity management platforms. That way, you ensure content is centralized and secure, making it much easier to add multiple layers of defense.

Our central security architecture enables IT teams to deploy cloud apps with confidence.

Spotlight on Box and Okta

Many of our customers look to Okta to provide identity and mobility management for the enterprise. By using Single Sign-on from Okta, users have full, secure, and fast access to Box and all their other apps so they can get to work quickly and stay productive, while IT retains robust and flexible user management. That means companies can enhance security and productivity across their apps, users, and customers.

EUROSTAR

"We're using Okta for authentication into Box. We have an objective which is to build a delightful, easy system, and it is a lot easier than what we had before."

Antoine De Kerviler, CIO, Eurostar

Security by the numbers

Protecting your content and your customers' data is critical, and when it's done well, you also reap significant savings. Forrester's Total Economic Impact™ of the Box Content Cloud examined the potential return on investment (ROI) that enterprises may realize over three years by deploying the Content Cloud. Forrester showed that Box customers improved employee productivity, saved on IT hardware and resource costs, provided a single content layer across their applications, and improved their security posture, resulting in a total ROI of 332%..

Here's how the numbers break down when it comes to security, governance, and compliance:[2]

$1.125M in net security, governance, and compliance savings

$580K
reduced risk of data breach from accidental data leakage

$237K
cost savings on monitoring employee content access

$245K
avoided cost of third-party security and compliance solutions and certifications

$63K
saved with improved ease of data governance

[2] Commissioned study conducted on behalf of Box by Forrester Consulting (June 2021); totals based on a composite organization of 5,000 employees

Real-world example

How sales teams unify content across their apps with Content Cloud

Companies in all industries can reap the benefits of our native integrations. When you combine all your favorite cloud apps using Box as the underlying secure content layer, you speed up the way you do business — on your terms.

See how each integration can play a part in helping an insurance sales team seal a deal.

Security integrations	Productivity suite	Collaboration and workspace apps	Line-of-business apps
An insurance agent uses an identity and authentication app for single sign-on to get instant, secure access to the company's apps and content.	The agent opens a new document within the "Claims" Box folder to create an insurance policy.	The agent then collaborates with the team in real time to finalize the insurance policy.	The agent marks the applications as closed in their CRM app, completing the sales process.
okta	Microsoft 365	slack	salesforce
Azure Active Directory	Google Workspace	zoom	ORACLE NETSUITE
onelogin	Adobe	Microsoft Teams	AUTOCAD
splunk>	iWork	Workplace by facebook	
		webex by CISCO	

Box brings it all together

"Box is the best example of an enterprise platform that serves the needs of the businesses who operate our schools because of its simplicity, elegant user interface, and tight integration with so many of our apps such as Google, NetSuite, Okta, and DocuSign."

Evan Trent, VP of Digital Strategy and Tech, School of Rock

When you choose an open platform like the Content Cloud, you use the apps that best fit your business needs while maintaining enterprise-grade security. Box provides a single, secure content layer across your preferred tech stack. Box even helps you meet the most stringent regulatory requirements and solves for your data residency needs, keeping your content secure without forcing your teams to change the way they work.

Companies that use the Content Cloud to bring all their apps together see higher user adoption, more productivity, and enhanced security across the entire business. Ultimately, that means greater business value and ROI.

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Box (NYSE:BOX) is the Content Cloud, a single platform that empowers organizations to manage the entire content lifecycle, work securely from anywhere, and integrate across agile apps. Founded in 2005, Box is trusted by 69% of the Fortune 500, including AstraZeneca, General Electric, JLL, and Nationwide. Box is headquartered in Redwood City, CA, with offices across the United States, Europe, and Asia.

To learn more about Box and our partner integrations, visit box.com/partners