

box

Cloud Content
Management for
the Enterprise
using Microsoft
Azure



The Box and Microsoft partnership

- A partnership that continues to grow
 - Cloud Storage Partner Program for Office Online interoperability: Jan 2016
 - Box using Microsoft Azure announcement: June 2017
- C-Level sponsorship
- Collaboration with Microsoft product teams and early access to new product releases
- Dedicated partnership resources to ensure customer success

“Azure is a trusted partner in the enterprise, and we’re thrilled to be integrating our technologies and going to market with Microsoft. Microsoft shares our vision to transform how people and organizations work, and Box and Azure together can unlock incredible opportunities for innovation.”

Aaron Levie
CEO, Box



“Box shares our focus and commitment to empowering enterprises on their digital transformation journey. With this new partnership, we ensure customers can take advantage of Box’s platform on Azure, and look forward to future innovations using Azure’s intelligent cloud services.”

Scott Guthrie
EVP, Cloud + Enterprise, Microsoft



Digital transformation is pressuring every organization



Business leaders



IT organizations



Users

Customers expect modern services
Need to speed up innovation

New security threats
Increased regulatory requirements

Increased end user expectations
Need to collaborate across every team

How we manage our information
is at the center of digital transformation

Yet information is fragmented across systems and the extended enterprise

External
Manufacturers, Customers, Suppliers



Internal
Legal, Sales, Executives, Finance

Systems

DocuSign Office365 salesforce NETSUITE

Cloud Content Management

The simple and secure way to bring all of your people, information,
and applications together to revolutionize how you work

Box Cloud Content Management extends the value of your Microsoft applications



Work within 1,000+ enterprise applications

Robust integrations with enterprise apps, connected to one unified platform



Easy external collaboration

Easily collaborate on content with customers, partners, and other external users



Intelligent business processes

Streamline business workflows with the latest intelligence, including video indexing



Engaging digital experiences

Access services and tools to quickly build custom apps that transform digital content experiences

Box works across the Microsoft stack including Office apps

Office 365 Office Online Microsoft Teams Outlook SharePoint



Desktop

Web

Mobile

Messaging

Email

Intranet

1,000+ Enterprise Applications Custom Apps



Microsoft Azure

- Intune
- Azure Active Directory
- Azure Information Protection
- Microsoft Cognitive Services
- Azure Storage



Industry: **Supply chain solutions**

Revenue: **\$26B**

Employees: **200,000**

Countries: **35**

“

Flex has successfully been using Box as our primary platform for digital content sharing, storage and collaboration globally. We also use Microsoft Azure as one of our cloud computing services for our global IT infrastructure. We look forward to seeing how Box and Microsoft Azure Cognitive Services work together to deploy next generation A.I. and machine learning capabilities.

Gus Shahin, CIO

Box using Microsoft Azure

Build engaging digital experiences and streamline business, leveraging the rich content capabilities from Box using Azure

Benefits of Box using Azure



Ensure compliance with industry regulations & corporate policies



Automate workflows with video indexing, computer vision, and more



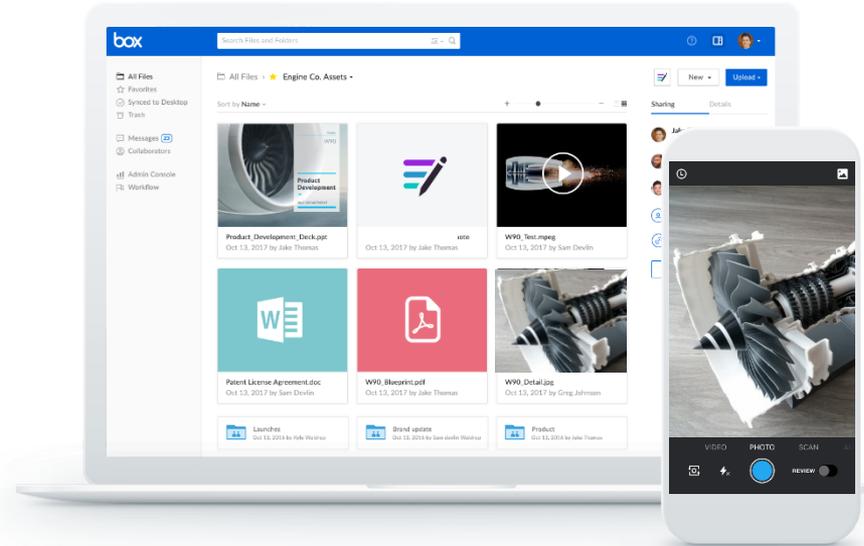
Simplify cross-company collaboration



Work with 150+ types of content, including video & photo



Trust in Azure's largest portfolio of security & compliance certifications and global footprint



LegalZoom creates engaging digital experiences with Box



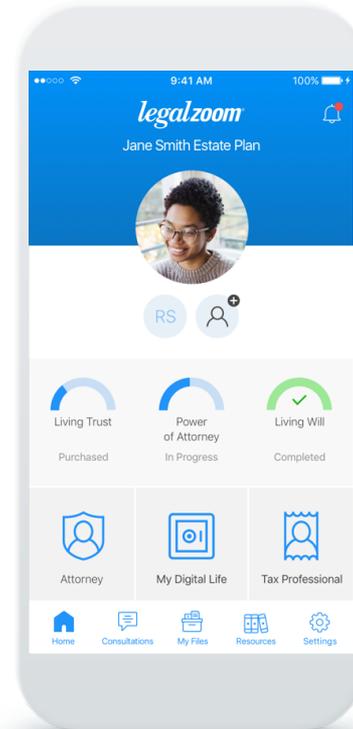
Customer and employee facing mobile app built on Box platform



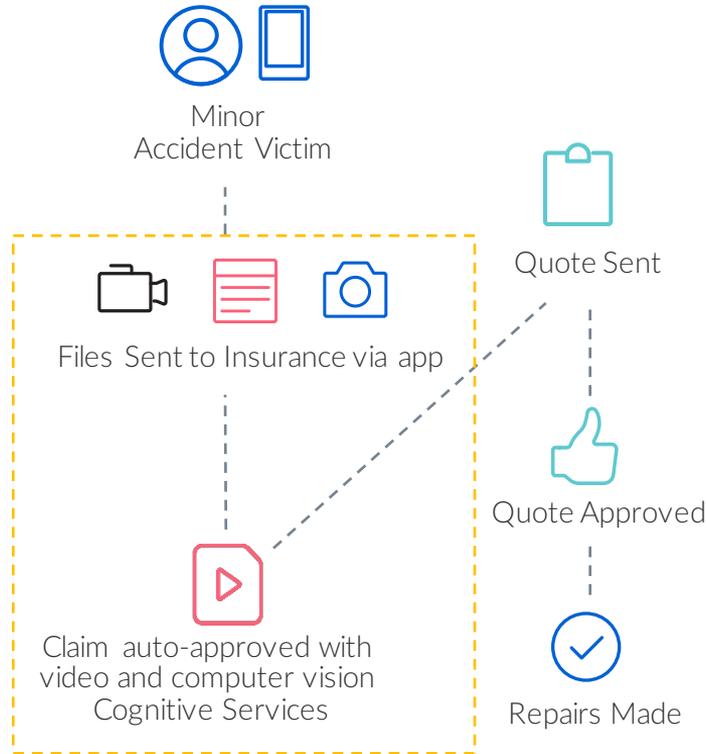
Simplified real-time customer & sales collaboration accelerates deals



Secure workspace to upload, transfer, and manage content between customers and employees



A digitized insurance claims process: 12 steps to 6



Mobile app built on Box leveraging Azure video indexing

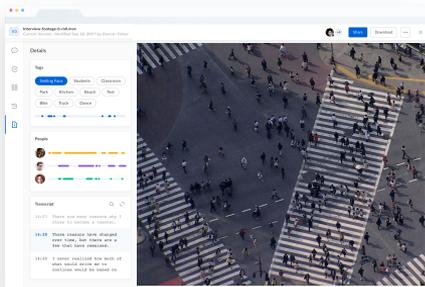
One tool for both customers and employees that works with any file, any size

Automatically tags claims to expedite processing and improve accuracy

Transform work across all industries by powering
Box content with Microsoft Cognitive Services

Box Skills with Microsoft Cognitive Services

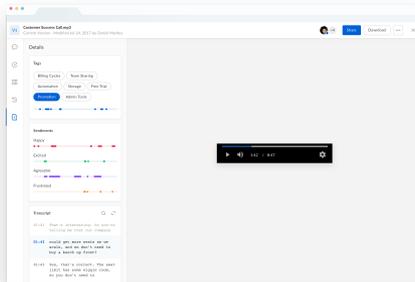
Public Sector: Police



Intelligent video analytics flags anomalies in public transit videos

Result: Speed up video analysis and improve public safety

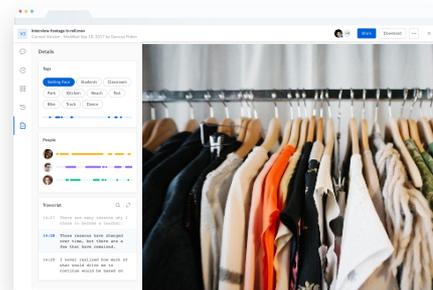
Telecom: Customer Support



Emotion recognition in audio flags aggravated customers to predict high churn-risks

Result: Reduce churn and improve customer experience

Consumer Goods: Retail



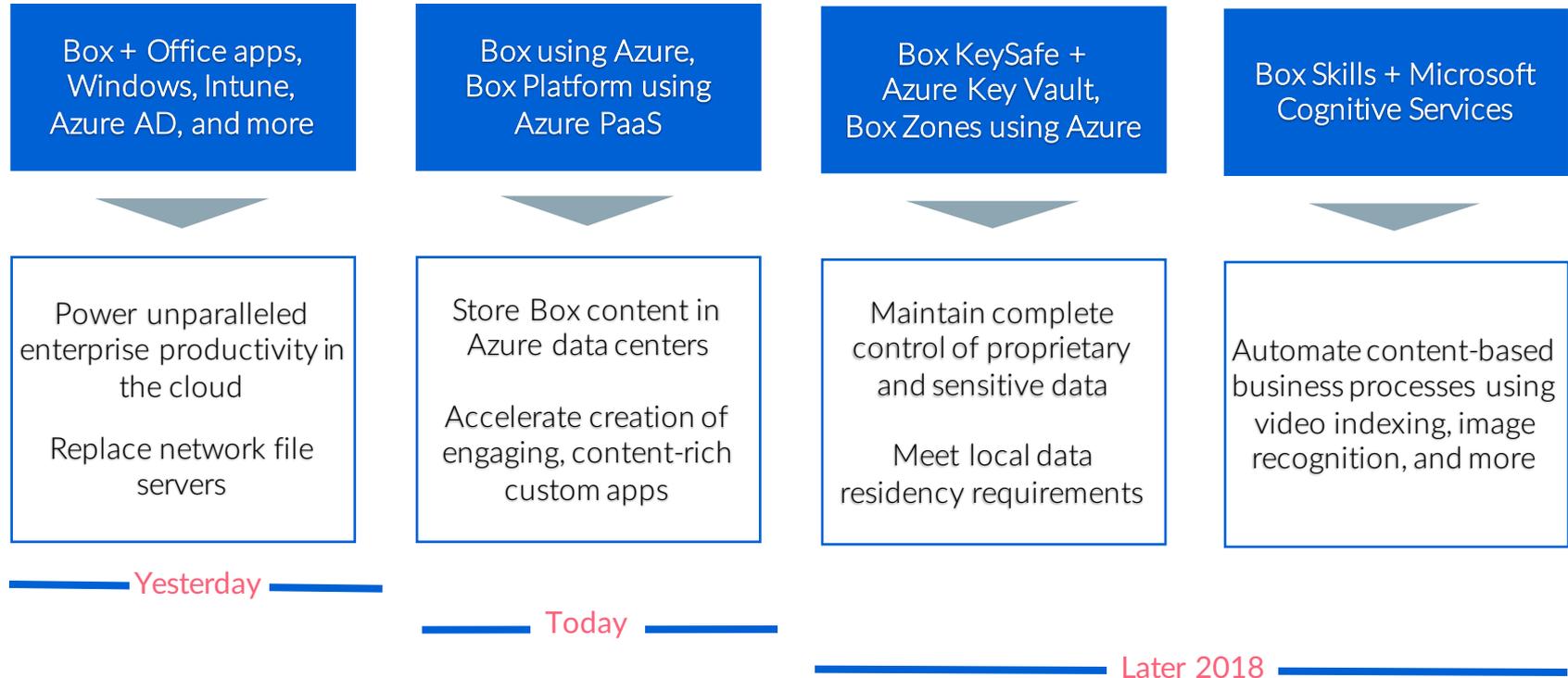
Intelligent image recognition identifies SKUs and automatically applies metadata

Result: Improve search and cataloguing and enhance customer experience

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Microsoft Azure

Growing the partnership with new Azure capabilities



Many customers
choose Box and
Microsoft





Thank you

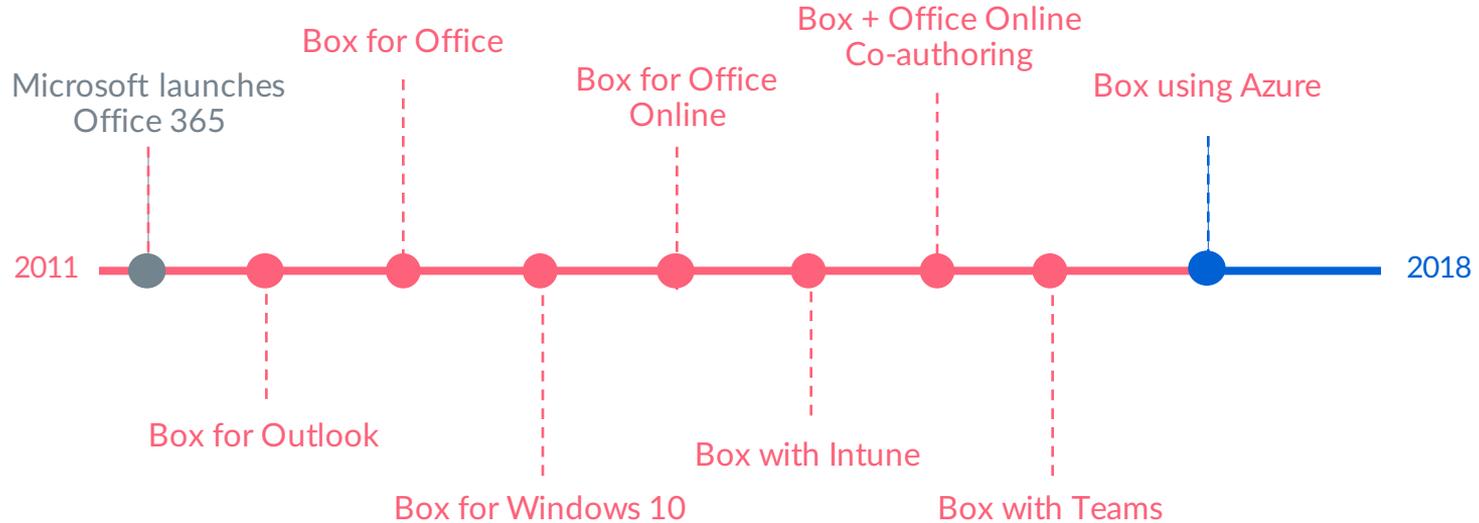
Visit

box.com/microsoft

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Appendix

Microsoft and Box have been longstanding partners



“ 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 Box's Office integration, reps can seamlessly share Word and PowerPoint documents with customers, wherever they are.

David Smoley, CIO



Industry: Pharmaceutical

Revenue: \$26B

Employees: 60,000

Countries: 100

Integrations used: Office365,
DocuSign, Nintex, Citrix WebEx

“

We have large projects where users are a mix of internal associates and external vendors. That's a perfect use case for Box. They can collaboratively work on documents together and comment on them seamlessly.”

Robert Burkhart, Head of New Technology Innovation



Nationwide®