Dropbox Problem Playbook

Welcome to the Dropbox Problem Playbook

eFolder has put together this Dropbox Problem Playbook to help partners communicate the risks and downsides of using free, consumer-grade file sync services in the workplace.

How to use this Partner Playbook

eFolder Partner Playbooks give partners a play-by-play guide and asset toolkit for promoting eFolder services. This Playbook contains polished assets with the eFolder logo and additional raw tools that can be customized and partner-branded.

	eFolder vs. Dropbox Basic Feature Comparison	eFolder	Dropbox Basic
Collaboration	PRICE	Partner-determined	Free (2 GB)
	OPERATING SYSTEMS	Windows, OS X, iOS, Android, Windows Phone	Windows, OS X, iOS, Android, Blackberry, Kindle
	PUBLIC SHARES	✓	✓
	CREDENTIALED SHARING	✓	
	SIMPLE PASSWORD ENFORCEMENT	✓	
	EXPIRATION DATE POLICIES	✓	
	DOWNLOAD LIMIT POLICIES	✓	
	TEAM SHARES	✓	
	ADMIN CONTROLLED TEAM SHARES	✓	
	FILE LOCKING	✓	
	USER GUEST UPLOADS	✓	✓
	NON-USER GUEST UPLOADS	✓	
	FILE SERVER ENABLEMENT	✓	
	OUTLOOK PLUG-IN	✓	
	COLLISION FILE RESOLUTION	✓	
Security	MILITARY-GRADE ENCRYPTION	✓	✓
	REMOVE DATA REMOTELY	✓	
	REMOTE WIPES	✓	
	CUSTOM AND UNLIMITED FILE RETENTION	✓	
	LOCAL FILE AND FOLDER BACKUP	✓	
	RECOVERY FROM RANSOMWARE THROUGH MASS REVISION ROLLBACK	✓	
Management	REPORTING	✓	
	CUSTOMIZED BRANDING	✓	
	AGENT BANDWIDTH THROTTLING	✓	✓
	ORGANIZATIONAL BANDWIDTH THROTTLING	✓	
	ACTIVE DIRECTORY (AD) INTEGRATION	✓	
	ENFORCED 2-FACTOR AUTHENTICATION	✓	
	PHONE AND WEB SUPPORT	✓	

eFolder Corporate Headquarters 2340 Perimeter Park Drive, Suite 100, Atlanta, GA 30341 800-352-0248 - 678-888-0700 - www.efolder.net - info@efolder.net

*All marketing claims refer to Dropbox Basic version 3.0.3

	eFolder vs. Dropbox for Business Feature Comparison	eFolder	Dropbox for Business
Collaboration	PRICE	Partner-determined No min. or max. users	$15.00 / user Minimum 5 users
	OPERATING SYSTEMS	Windows, OS X, iOS, Android, Windows Phone	Windows, OS X, iOS, Android, Blackberry, Kindle
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	LOCAL FILE AND FOLDER BACKUP	✓	
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	SIMULTANEOUS AD AND 2-FACTOR AUTHENTICATION	✓	
	PHONE AND WEB SUPPORT	✓	✓

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*All marketing claims refer to Dropbox for Business version 3.0.3

1. This is the title of the asset.

2. This section explains how to use the provided asset.

3. This section provides the downloadable, brandable, and customizable asset in a variety of formats.

Competitive sheets for Dropbox

These one-pagers elegantly present side-by-side feature comparisons between Anchor and Dropbox Basic & Dropbox for Business. Plug these sheets into your marketing literature, keep them available and visible in your office, and arm your employees with them when they visit clients. These are sales tools and should be used only when you have identified a demand or need.

*All marketing claims refer to Dropbox version 3.0.3 as of December 9, 2014

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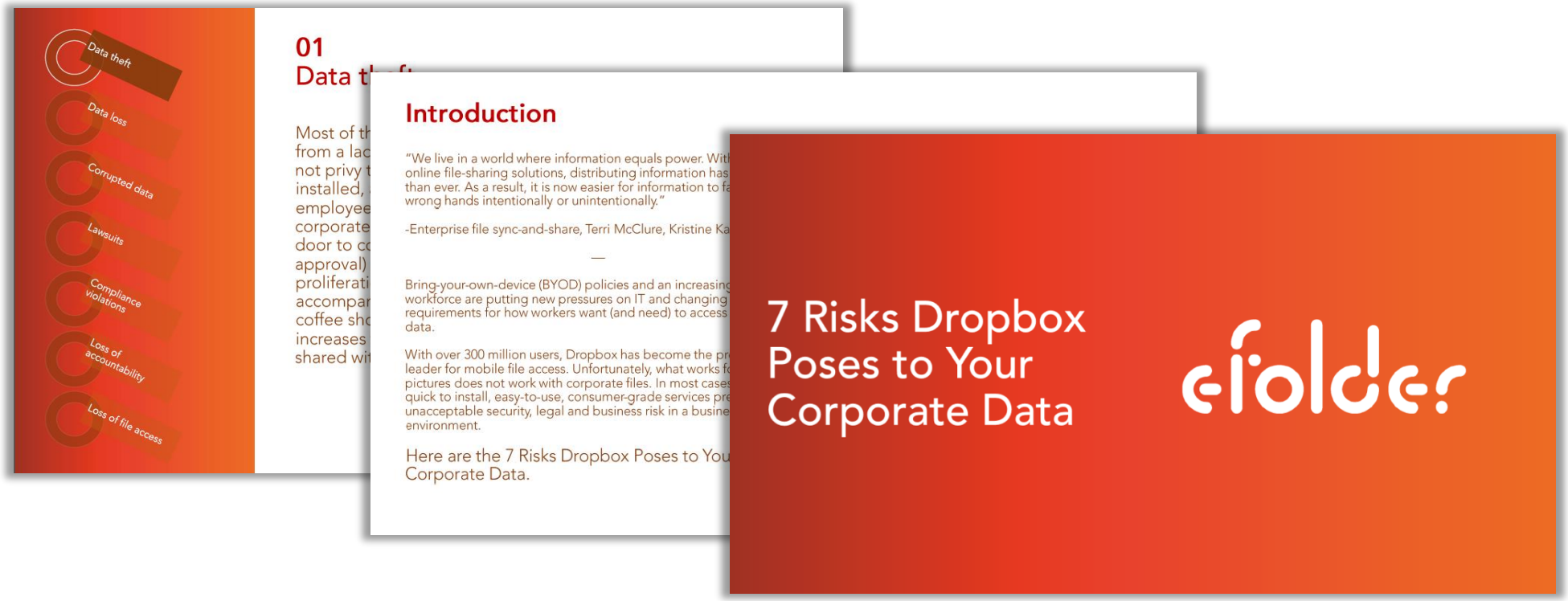
01
Educate

Email: The risks Dropbox poses to your business

Use this email to discover clients and prospects who may be concerned about the security risks of Dropbox. Gather your house or prospect list and use the provided email copy to send an email blast, with a call to action for the prospect to download an eBook (see page 7). Use a landing page and web form to encourage clients and prospects to give you contact information or other qualifying details to get access to the eBook.*

*All marketing claims refer to Dropbox Basic version 3.0.3 as of December 9, 2014



eBook: 7 Risks Dropbox Poses to Your Corporate Data

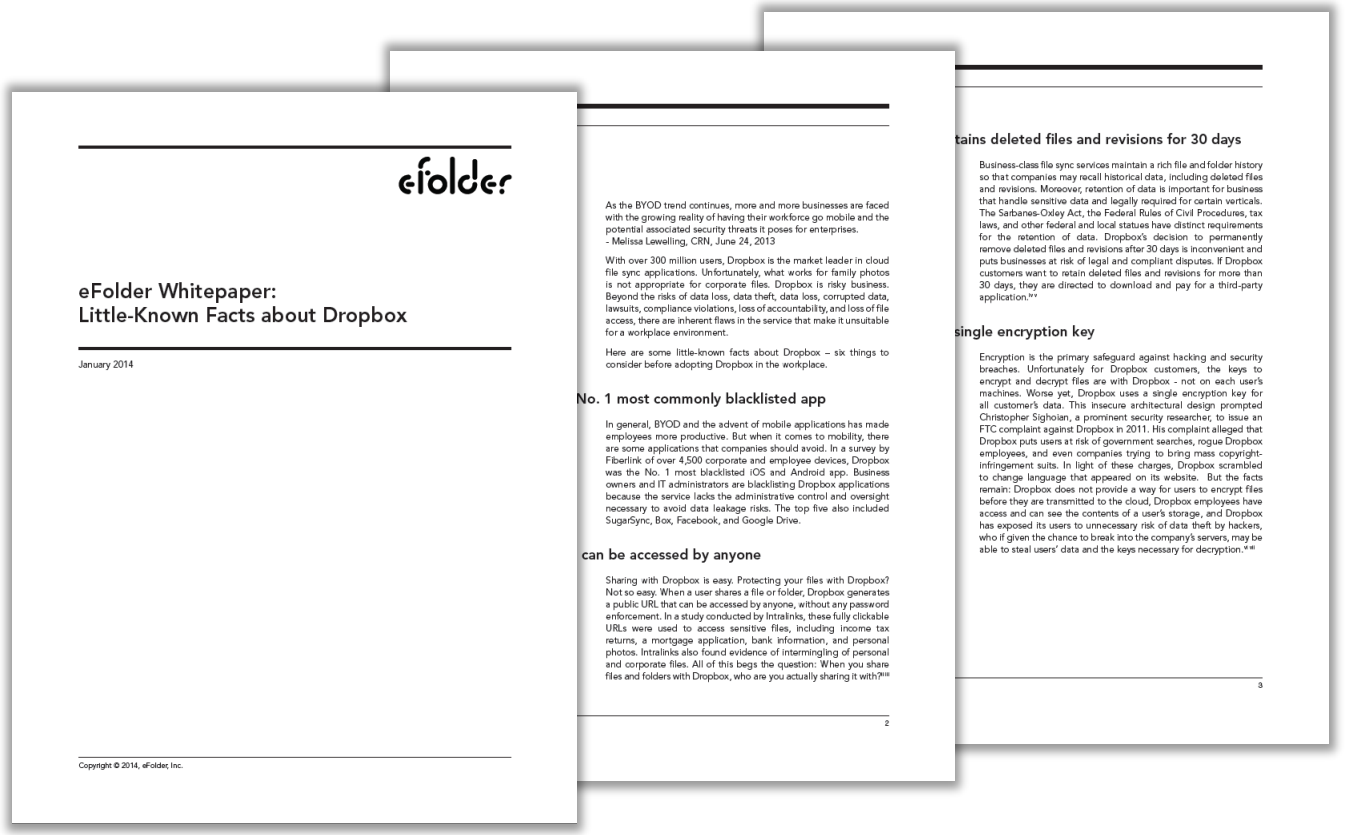
This eBook explores the security risks and challenges that Dropbox poses in the workplace. Pair this eBook with the email on page 6, or post it on your website with a download form that captures prospect information. Any client or prospect who downloads the eBook is ready for a conversation on how to limit Dropbox risks by using a robust, business-class file sync service.*

*All marketing claims refer to Dropbox Basic version 3.0.3 as of December 9, 2014

Email: Little-known facts about Dropbox

Use this email to discover clients and prospects whose organizations are ripe for cloud file sync. Gather your house or prospect list and use the provided email copy to send an email blast, with a call to action for the prospect to download a white paper (see page 9). Rather than including the white paper as an attachment, consider developing a landing page with a web form that captures prospect information.

*All marketing claims refer to Dropbox Basic version 3.0.3 as of December 9, 2014



White Paper: Little-Known Facts about Dropbox

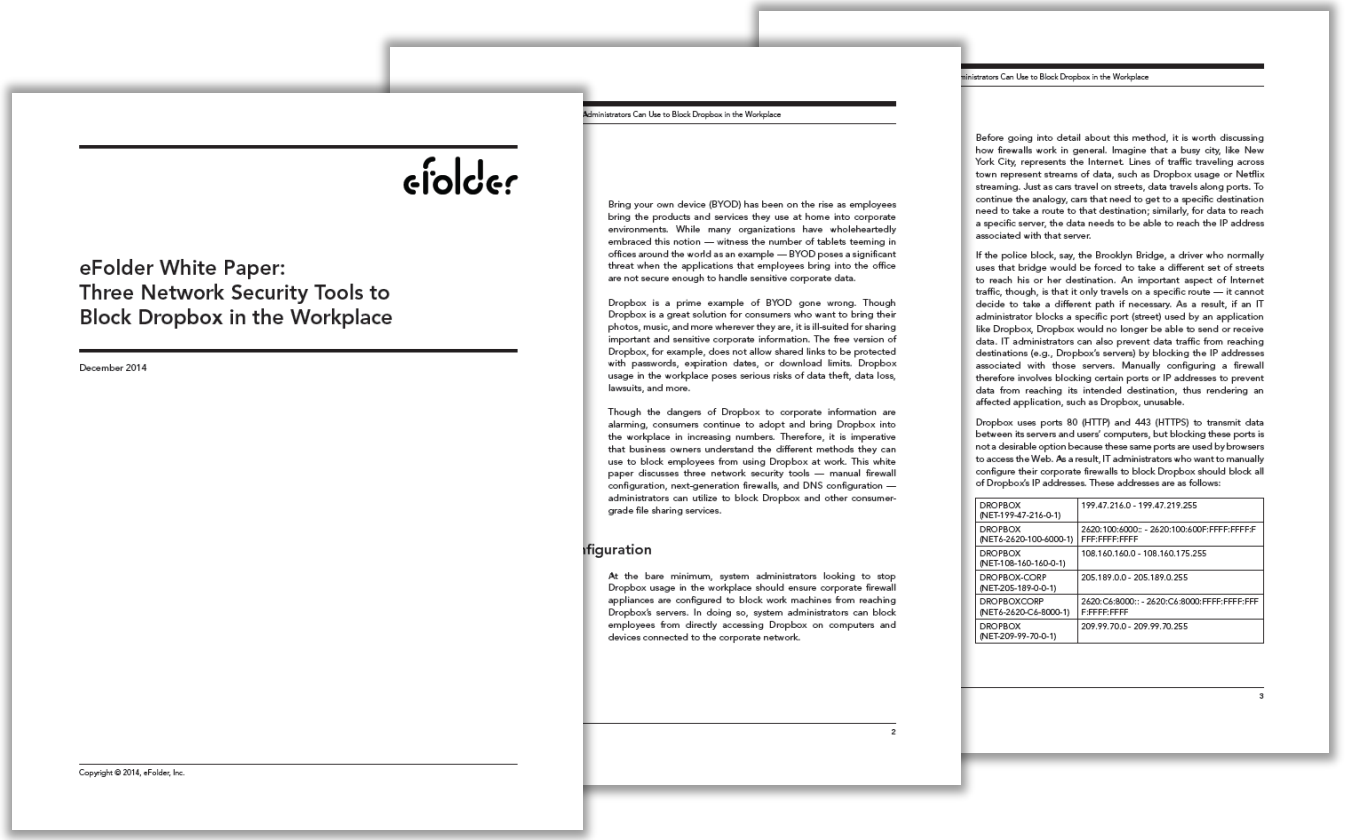
This white paper explores the benefits of cloud file sync for organizations and end users. Pair this white paper with the email on page 8, or post it on your website with a download form that captures prospect information. Any client or prospect who downloads the white paper is ready for a conversation on how a robust, business-class file sync service can improve output and efficiency.

*All marketing claims refer to Dropbox Basic version 3.0.3 as of December 9, 2014

Email: How to block Dropbox in the workplace

Use this email to communicate the dangers of Dropbox and to invite your audience to learn about ways to block Dropbox in the workplace. Gather your house or prospect list and use the provided email copy to send an email blast, with a call to action for the prospect to download a white paper (see page 11). Rather than including the white paper as an attachment, consider developing a landing page and web form that captures prospect information.

*All marketing claims refer to Dropbox Basic version 3.0.3 as of December 9, 2014



White Paper: Three Network Security Tools to Block Dropbox in the Workplace

This white paper explains how system administrators can block Dropbox in the workplace. Pair this white paper with the email on page 10, or post it on your website with a download form that captures prospect information. Any client or prospect that downloads the white paper is a ready for a conversation on how a robust, business-class file sync service can result in a more secure working environment.

*All marketing claims refer to Dropbox Basic version 3.0.3 as of December 9, 2014

Blogs

Use these blog posts to educate clients and prospects on the risks associated with Dropbox. Post these to your blog and drive traffic by including them in your company newsletter/email and promoting them on social media. On each blog post, include a link to an asset, such as an eBook (see page 7) or white paper (see page 9 and 11).

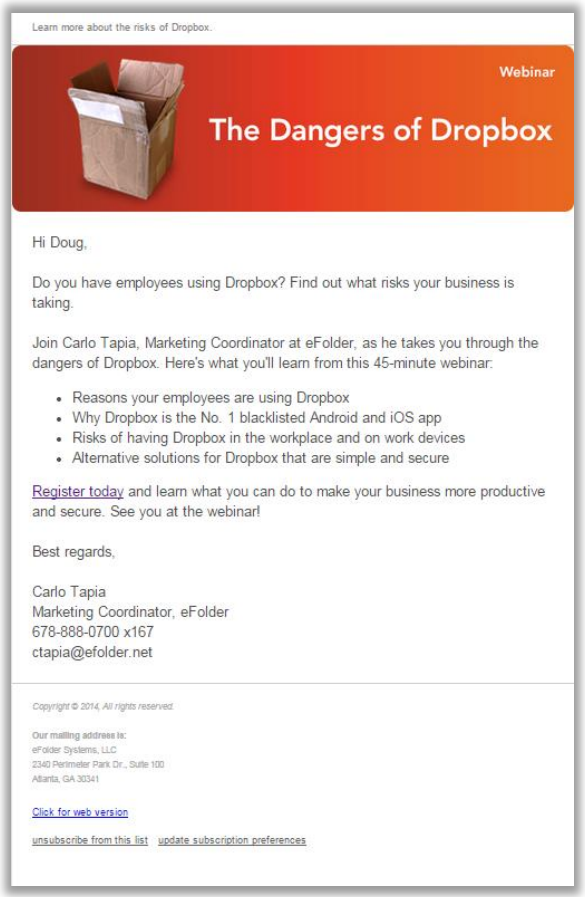
Blog #1: Seven Security Risks from Consumer-Grade File Sync Services
Blog #2: Four Practical Steps to Prevent Dropbox Use in the Workplace
Blog #3: Four Reasons Your Employees Are Using Dropbox

*All marketing claims refer to Dropbox Basic version 3.0.3 as of December 9, 2014

02
Events

Webinar promotion banners

Use these banners for your email and landing pages to promote your webinar event. Any client or prospect who registers for the webinar is interested in hearing more about the risks and dangers associated with Dropbox.



Learn more about the risks of Dropbox.

Webinar

The Dangers of Dropbox

Hi Doug,

Do you have employees using Dropbox? Find out what risks your business is taking.

Join Carlo Tapia, Marketing Coordinator at eFolder, as he takes you through the dangers of Dropbox. Here's what you'll learn from this 45-minute webinar:

- Reasons your employees are using Dropbox
- Why Dropbox is the No. 1 blacklisted Android and iOS app
- Risks of having Dropbox in the workplace and on work devices
- Alternative solutions for Dropbox that are simple and secure

Register today and learn what you can do to make your business more productive and secure. See you at the webinar!

Best regards,

Carlo Tapia
Marketing Coordinator, eFolder
678-888-0700 x167
ctapia@efolder.net

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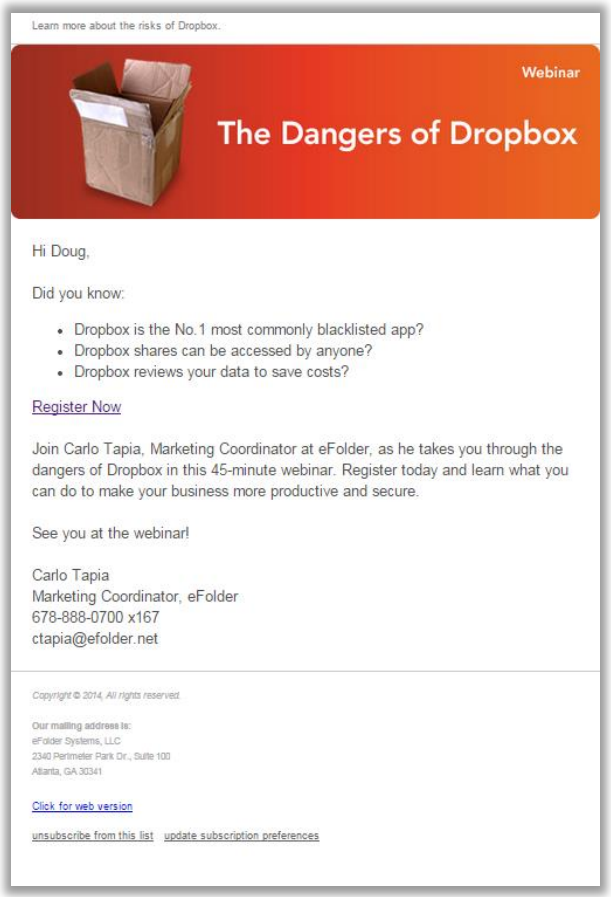

Learn more about the risks of Dropbox.

Webinar

The Dangers of Dropbox

Hi Doug,

Did you know:

- Dropbox is the No.1 most commonly blacklisted app?
- Dropbox shares can be accessed by anyone?
- Dropbox reviews your data to save costs?

Register Now

Join Carlo Tapia, Marketing Coordinator at eFolder, as he takes you through the dangers of Dropbox in this 45-minute webinar. Register today and learn what you can do to make your business more productive and secure.

See you at the webinar!

Carlo Tapia
Marketing Coordinator, eFolder
678-888-0700 x167
ctapia@efolder.net

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eFolder Systems, LLC
2340 Perimeter Park Dr., Suite 100
Atlanta, GA 30341

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Webinar promotion emails

This pair of emails will help you promote your webinar. Design a registration page using the assets on page 14 and use these emails to direct your client or prospects to your registration page. Any client or prospect who registers for the webinar is interested in hearing more about the risks and dangers associated with Dropbox.

Webinar promotion landing page

This landing page will help you design a registration page to promote a webinar called "The Dangers of Dropbox." Send the emails on page 15 to clients and prospects, directing them to your registration page.

Any client or prospect who registers for the webinar is interested in hearing more about the risks and dangers associated with Dropbox.

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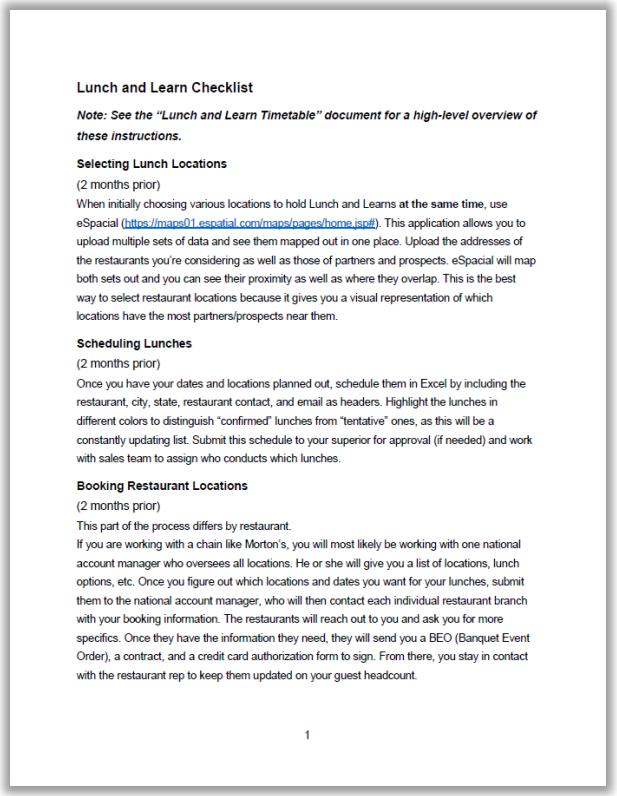


Lunch and Learn Checklist

Note: See the "Lunch and Learn Timetable" document for a high-level overview of these instructions.

Selecting Lunch Locations

(2 months prior)

When initially choosing various locations to hold Lunch and Learns **at the same time**, use eSpacial (https://maps01.espatial.com/maps/pages/home.jsp#). This application allows you to upload multiple sets of data and see them mapped out in one place. Upload the addresses of the restaurants you're considering as well as those of partners and prospects. eSpacial will map both sets out and you can see their proximity as well as where they overlap. This is the best way to select restaurant locations because it gives you a visual representation of which locations have the most partners/prospects near them.

Scheduling Lunches

(2 months prior)

Once you have your dates and locations planned out, schedule them in Excel by including the restaurant, city, state, restaurant contact, and email as headers. Highlight the lunches in different colors to distinguish "confirmed" lunches from "tentative" ones, as this will be a constantly updating list. Submit this schedule to your superior for approval (if needed) and work with sales team to assign who conducts which lunches.

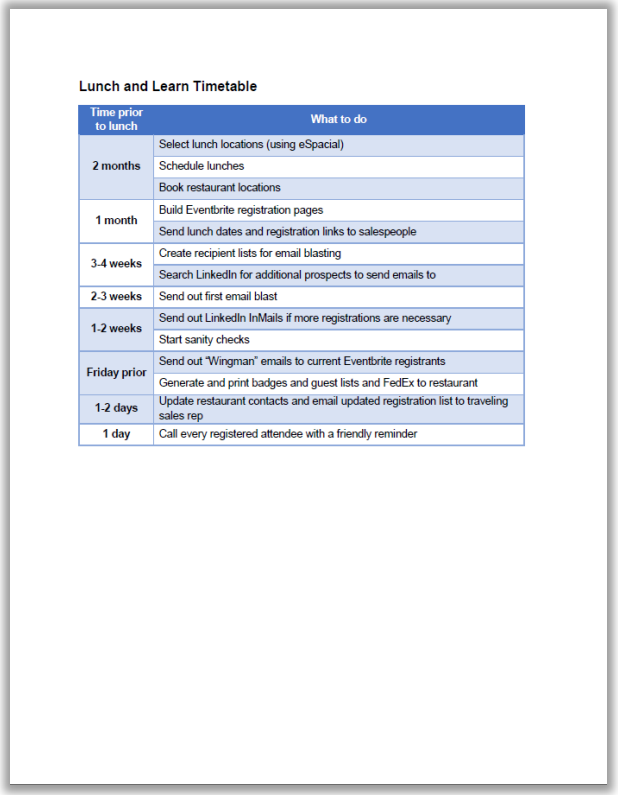
Booking Restaurant Locations

(2 months prior)

This part of the process differs by restaurant.

If you are working with a chain like Morton's, you will most likely be working with one national account manager who oversees all locations. He or she will give you a list of locations, lunch options, etc. Once you figure out which locations and dates you want for your lunches, submit them to the national account manager, who will then contact each individual restaurant branch with your booking information. The restaurants will reach out to you and ask you for more specifics. Once they have the information they need, they will send you a BEO (Banquet Event Order), a contract, and a credit card authorization form to sign. From there, you stay in contact with the restaurant rep to keep them updated on your guest headcount.

1



Lunch and Learn Timetable

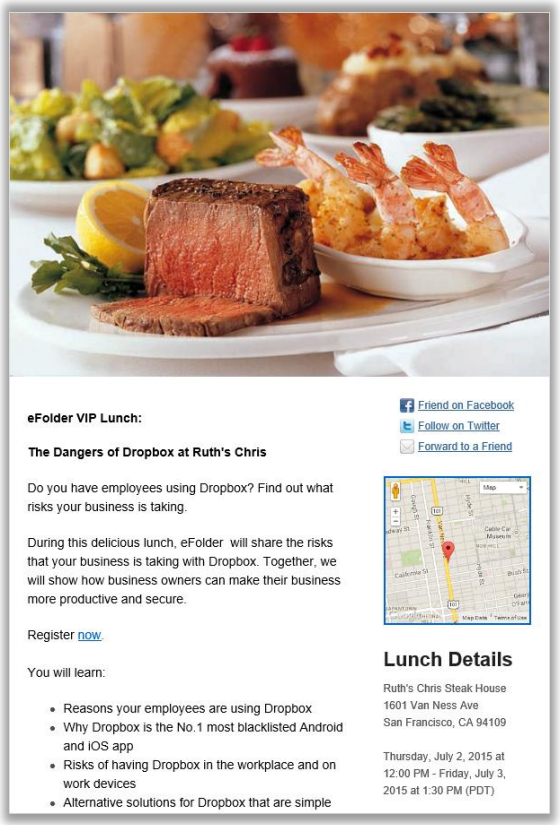
Time prior to lunch	What to do
2 months	Select lunch locations (using eSpacial)
	Schedule lunches
	Book restaurant locations
1 month	Build Eventbrite registration pages
	Send lunch dates and registration links to salespeople
3-4 weeks	Create recipient lists for email blasting
	Search LinkedIn for additional prospects to send emails to
2-3 weeks	Send out first email blast
1-2 weeks	Send out LinkedIn InMails if more registrations are necessary
	Start sanity checks
Friday prior	Send out "Wingman" emails to current Eventbrite registrants
	Generate and print badges and guest lists and FedEx to restaurant
1-2 days	Update restaurant contacts and email updated registration list to traveling sales rep
1 day	Call every registered attendee with a friendly reminder

Lunch and learn event planning checklist and timetable

Lunch and learns are a great way to attract a live audience. These documents will help you plan a lunch and learn event. The checklist provides a step-by-step guide for planning your event. The timetable presents a concise overview of activities and when they should be completed. The assets on page 18 and 19 will help you design a registration page and promote the event.

Lunch and learn Eventbrite page

This sample landing page and instructions (with copy) will help you design a free registration page on Eventbrite to promote a lunch and learn event called "The Dangers of Dropbox." Send the emails on page 19 to clients and prospects, directing them to this registration page. Any client or prospect who registers for the lunch and learn is interested in hearing more about the risks and dangers associated with Dropbox.



eFolder VIP Lunch:

The Dangers of Dropbox at Ruth's Chris

Do you have employees using Dropbox? Find out what risks your business is taking.

During this delicious lunch, eFolder will share the risks that your business is taking with Dropbox. Together, we will show how business owners can make their business more productive and secure.

Register now.

You will learn:

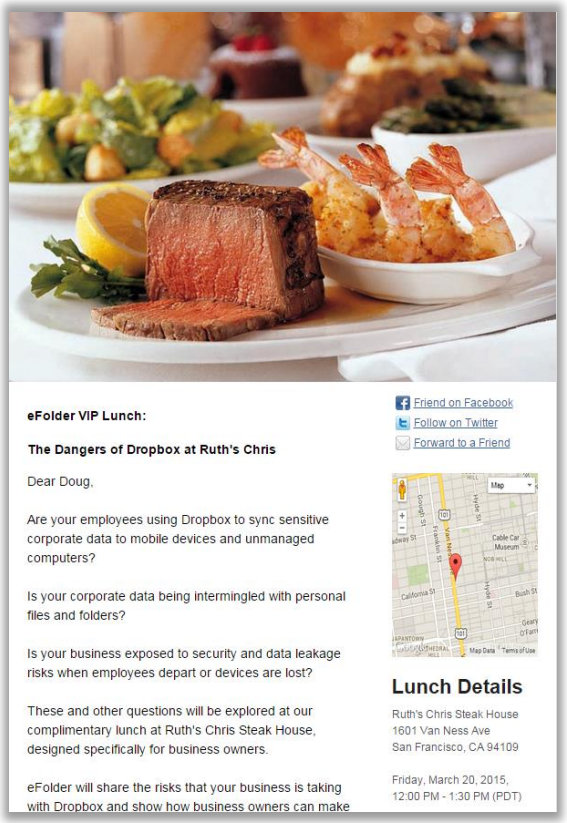
- Reasons your employees are using Dropbox
- Why Dropbox is the No.1 most blacklisted Android and iOS app
- Risks of having Dropbox in the workplace and on work devices
- Alternative solutions for Dropbox that are simple

Friend on Facebook
Follow on Twitter
Forward to a Friend

Lunch Details

Ruth's Chris Steak House
1601 Van Ness Ave
San Francisco, CA 94109

Thursday, July 2, 2015 at 12:00 PM - Friday, July 3, 2015 at 1:30 PM (PDT)



eFolder VIP Lunch:

The Dangers of Dropbox at Ruth's Chris

Dear Doug,

Are your employees using Dropbox to sync sensitive corporate data to mobile devices and unmanaged computers?

Is your corporate data being intermingled with personal files and folders?

Is your business exposed to security and data leakage risks when employees depart or devices are lost?

These and other questions will be explored at our complimentary lunch at Ruth's Chris Steak House, designed specifically for business owners.

eFolder will share the risks that your business is taking with Dropbox and show how business owners can make

Friend on Facebook
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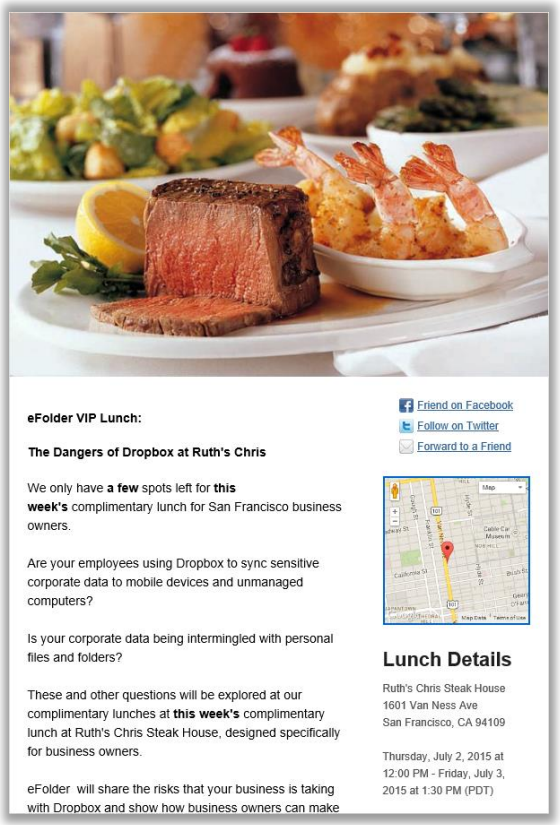
Lunch Details

Ruth's Chris Steak House
1601 Van Ness Ave
San Francisco, CA 94109

Friday, March 20, 2015, 12:00 PM - 1:30 PM (PDT)



eFolder VIP Lunch:

The Dangers of Dropbox at Ruth's Chris

We only have **a few** spots left for **this week's** complimentary lunch for San Francisco business owners.

Are your employees using Dropbox to sync sensitive corporate data to mobile devices and unmanaged computers?

Is your corporate data being intermingled with personal files and folders?

These and other questions will be explored at our complimentary lunches at **this week's** complimentary lunch at Ruth's Chris Steak House, designed specifically for business owners.

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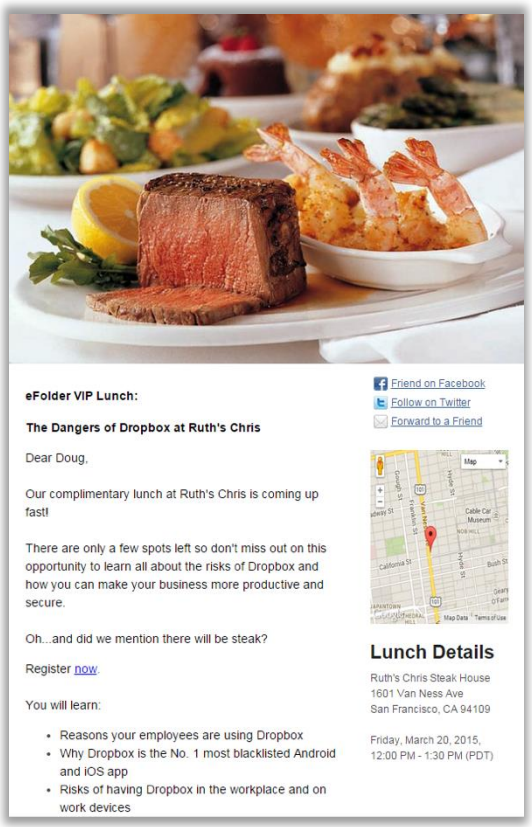

eFolder VIP Lunch:

The Dangers of Dropbox at Ruth's Chris

Dear Doug,

Our complimentary lunch at Ruth's Chris is coming up fast!

There are only a few spots left so don't miss out on this opportunity to learn all about the risks of Dropbox and how you can make your business more productive and secure.

Oh...and did we mention there will be steak?

Register now.

You will learn:

- Reasons your employees are using Dropbox
- Why Dropbox is the No. 1 most blacklisted Android and iOS app
- Risks of having Dropbox in the workplace and on work devices

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Lunch Details

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San Francisco, CA 94109

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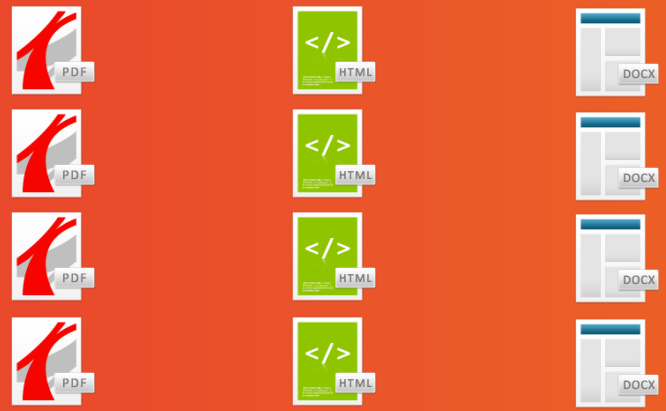
Lunch and learn promotion emails

These four emails will help you promote a lunch and learn event called "The Dangers of Dropbox." Use Eventbrite and the copy on page 18 to design a registration page, and use these emails to direct your client or prospects to that page. Any client or prospect who registers for the lunch and learn is interested in hearing more about the risks and dangers associated with Dropbox.



Event presentation

This presentation can be used for a webinar or lunch and learn event that you host. Invite your clients and prospects and promote your event using the emails and landing pages on the following pages. Reference the speaker notes in the presentation as a template talk track that you can use when presenting.

PDF

PPTX

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03
Replace

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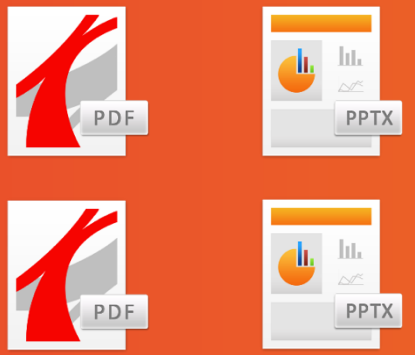
Competitive sheets for Dropbox

These one-pagers elegantly present side-by-side feature comparisons between Anchor and Dropbox Basic & Dropbox for Business. Plug these sheets into your marketing literature, keep them available and visible in your office, and arm your employees with them when they visit clients. These are sales tools and should be used only when you have identified a demand or need.



*All marketing claims refer to Dropbox version 3.10.8 as of October 21, 2015

	eFolder vs. OneDrive Feature Comparison	eFolder	OneDrive
Collaboration	PRICE	Partner-determined	Free (15 GB)
	OPERATING SYSTEMS	Windows, OS X, iOS, Android, Windows Phone	Windows, OS X, iOS, Android, Windows Phone
	PUBLIC SHARES	✓	✓
	CREDENTIALED SHARING	✓	
	TEAM SHARES	✓	✓
	ADMIN-CONTROLLED TEAM SHARES	✓	✓
	FILE LOCKING	✓	✓
	FILE SERVER ENABLEMENT	✓	
	OUTLOOK PLUG-IN	✓	✓
	COLLISION FILE RESOLUTION	✓	
	WEB PREVIEW AND EDITING		✓
Security	MILITARY-GRADE ENCRYPTION	✓	✓
	REMOTE WIPES	✓	
	CUSTOM AND UNLIMITED FILE RETENTION	✓	
	FILE AND FOLDER BACKUP	✓	
	RECOVERY FROM RANSOMWARE THROUGH MASS REVISION ROLLBACK	✓	
	PASSWORD ENFORCEMENT POLICIES	✓	
	EXPIRATION DATE POLICIES	✓	
	DOWNLOAD LIMIT POLICIES	✓	
Management	REPORTING	✓	
	CUSTOMIZED BRANDING	✓	
	BANDWIDTH THROTTLING	✓	
	ACTIVE DIRECTORY (AD) INTEGRATION	✓	
	2-FACTOR AUTHENTICATION ENFORCEMENT	✓	
	24/7 PHONE AND WEB SUPPORT	✓	

eFolder Corporate Headquarters
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*All marketing claims apply to Microsoft OneDrive as of 10/8/2014

	eFolder vs. OneDrive for Business Feature Comparison	eFolder	OneDrive for Business
Collaboration	PRICE	Partner-determined	$5/user/month (1 TB)
	OPERATING SYSTEMS	Windows, OS X, iOS, Android, Windows Phone	Windows, OS X, iOS, Android, Windows Phone
	PUBLIC SHARES	✓	✓
	SECURE SHARES	✓	✓
	TEAM SHARES	✓	✓
	ADMIN-CONTROLLED TEAM SHARES	✓	✓
	FILE LOCKING	✓	✓
	FILE SERVER ENABLEMENT	✓	
	OUTLOOK PLUG-IN	✓	✓
	COLLISION FILE RESOLUTION	✓	
	WEB PREVIEW AND EDITING		✓
Security	MILITARY-GRADE ENCRYPTION	✓	✓
	REMOTE WIPES	✓	
	CUSTOM AND UNLIMITED FILE RETENTION	✓	
	FILE AND FOLDER BACKUP	✓	
	RECOVERY FROM RANSOMWARE THROUGH MASS REVISION ROLLBACK	✓	
	PASSWORD ENFORCEMENT POLICIES	✓	✓
	EXPIRATION DATE POLICIES	✓	
	DOWNLOAD LIMIT POLICIES	✓	
Management	REPORTING	✓	✓
	CUSTOMIZED BRANDING	✓	
	BANDWIDTH THROTTLING	✓	
	ACTIVE DIRECTORY (AD) INTEGRATION	✓	✓
	2-FACTOR AUTHENTICATION ENFORCEMENT	✓	
	24/7 PHONE AND WEB SUPPORT	✓	

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*All marketing claims apply to Microsoft OneDrive as of 11/20/2014

Competitive sheets for OneDrive

These one-pagers elegantly present side-by-side feature comparisons between Anchor and OneDrive & OneDrive for Business. Plug these sheets into your marketing literature, keep them available and visible in your office, and arm your employees with them when they visit clients. These are sales tools and should be used only when you have identified a demand or need.

*All marketing claims refer to Microsoft OneDrive as of October 8, 2014

	eFolder vs. Box Business Feature Comparison	eFolder	Box Business
Collaboration	PRICE	Partner-determined No min. or max. users	$15.00 / user Minimum 5 users
	OPERATING SYSTEMS	Windows, OS X, iOS, Android, Windows Phone	Windows, OS X, iOS, Android, Windows Phone, Blackberry
	PUBLIC SHARES	✓	✓
	SECURE SHARES	✓	✓
	TEAM SHARES	✓	✓
	ADMIN -CONTROLLED TEAM SHARES	✓	✓
	FILE LOCKING	✓	✓
	SELECTIVE SYNC		✓
	FILE SERVER ENABLEMENT	✓	
	OUTLOOK PLUG-IN	✓	✓
	COLLISION FILE RESOLUTION	✓	✓
	WEB PREVIEW AND EDITING		✓
Security	MILITARY-GRADE ENCRYPTION	✓	✓
	REMOTE WIPES	✓	
	CUSTOM AND UNLIMITED FILE RETENTION	✓	✓
	LOCAL FILE AND FOLDER BACKUP	✓	
	RECOVERY FROM RANSOMWARE THROUGH MASS REVISION ROLLBACK	✓	
	PASSWORD ENFORCEMENT POLICIES	✓	✓
	EXPIRATION DATE POLICIES	✓	✓
	DOWNLOAD LIMIT POLICIES	✓	
Management	REPORTING AND AUDIT LOGS	✓	✓
	CUSTOM BRANDING	✓	
	BANDWIDTH THROTTLING	✓	
	ACTIVE DIRECTORY (AD) INTEGRATION	✓	✓
	2-FACTOR AUTHENTICATION ENFORCEMENT	✓	
	PHONE AND WEB SUPPORT	✓	✓

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*All marketing claims apply to Box Business as of 4/3/2015

	eFolder vs. Box Enterprise Feature Comparison	eFolder	Box Enterprise
Collaboration	PRICE	Partner-determined No min. or max. users	$35.00 / user Large-scale user deployments
	OPERATING SYSTEMS	Windows, OS X, iOS, Android, Windows Phone	Windows, OS X, iOS, Android, Windows Phone, Blackberry
	PUBLIC SHARES	✓	✓
	SECURE SHARES	✓	✓
	TEAM SHARES	✓	✓
	ADMIN-CONTROLLED TEAM SHARES	✓	✓
	FILE LOCKING	✓	✓
	SELECTIVE SYNC		✓
	FILE SERVER ENABLEMENT	✓	
	OUTLOOK PLUG-IN	✓	✓
	COLLISION FILE RESOLUTION	✓	✓
	WEB PREVIEW AND EDITING		✓
Security	MILITARY-GRADE ENCRYPTION	✓	✓
	REMOTE WIPES	✓	
	CUSTOM AND UNLIMITED FILE RETENTION	✓	✓
	LOCAL FILE AND FOLDER BACKUP	✓	
	RECOVERY FROM RANSOMWARE THROUGH MASS REVISION ROLLBACK	✓	
	PASSWORD ENFORCEMENT POLICIES	✓	✓
	EXPIRATION DATE POLICIES	✓	✓
	DOWNLOAD LIMIT POLICIES	✓	
Management	REPORTING AND AUDIT LOGS	✓	✓
	CUSTOM BRANDING	✓	✓
	BANDWIDTH THROTTLING	✓	
	ACTIVE DIRECTORY (AD) INTEGRATION	✓	✓
	2-FACTOR AUTHENTICATION ENFORCEMENT	✓	✓
	PHONE AND WEB SUPPORT	✓	✓

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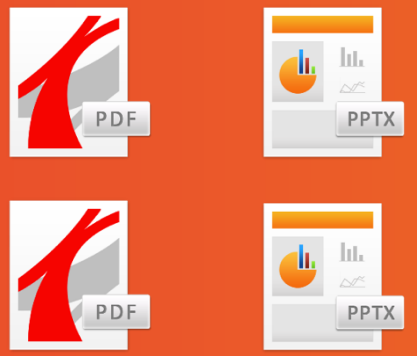
*All marketing claims apply to Box Enterprise as of 4/3/2015

Competitive sheets for Box

These one-pagers elegantly present side-by-side feature comparisons between Anchor and Box Business & Box Enterprise. Plug these sheets into your marketing literature, keep them available and visible in your office, and arm your employees with them when they visit clients. These are sales tools and should be used only when you have identified a demand or need.



*All marketing claims refer to Box as of April 3, 2015

	eFolder vs. Autotask File Sharing and Synchronization Professional Feature Comparison	eFolder	Autotask File Sharing and Synchronization Professional
Collaboration	PRICE	Partner-determined No min. or max. users	$9.95 / user / month Minimum 3 users
	OPERATING SYSTEMS	Windows, OS X, iOS, Android, Windows Phone	Windows, OS X, Linux, iOS, Android, Windows Phone, Blackberry
	PUBLIC SHARES	✓	✓
	SECURE SHARES	✓	✓
	TEAM SHARES	✓	✓
	FILE LOCKING	✓	✓
	SELECTIVE SYNC		✓
	FILE SERVER ENABLEMENT	✓	✓
	OUTLOOK PLUG-IN	✓	✓
	COLLISION FILE RESOLUTION	✓	✓
	WEB PREVIEW AND EDITING		✓
	MOBILE APP EDITING	✓	✓
Security	MILITARY-GRADE ENCRYPTION	✓	✓
	REMOTE WIPES	✓	
	CUSTOM FILE RETENTION	✓	✓
	LOCAL FILE AND FOLDER BACKUP	✓	✓
	RECOVERY FROM RANSOMWARE THROUGH MASS REVISION ROLLBACK	✓	
	PASSWORD ENFORCEMENT POLICIES	✓	✓
	EXPIRATION DATE POLICIES	✓	✓
	DOWNLOAD LIMIT POLICIES	✓	✓
Management	MULTI-TENANT INTERFACE	✓	
	REPORTING AND AUDIT LOGS	✓	
	CUSTOM BRANDING	✓	✓
	BANDWIDTH THROTTLING	✓	✓
	ACTIVE DIRECTORY (AD) INTEGRATION	✓	
	2-FACTOR AUTHENTICATION	✓	
	PHONE AND WEB SUPPORT	✓	

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*All claims apply to Autotask File Sharing and Synchronization Professional as of 4/24/2015

	eFolder vs. Autotask File Sharing and Synchronization Enterprise Feature Comparison	eFolder	Autotask File Sharing and Synchronization Enterprise
Collaboration	PRICE	Partner-determined No min. or max. users	$19.95 / user / month Minimum 10 users
	OPERATING SYSTEMS	Windows, OS X, iOS, Android, Windows Phone	Windows, OS X, Linux, iOS, Android, Windows Phone, Blackberry
	PUBLIC SHARES	✓	✓
	SECURE SHARES	✓	✓
	TEAM SHARES	✓	✓
	FILE LOCKING	✓	✓
	SELECTIVE SYNC		✓
	FILE SERVER ENABLEMENT	✓	✓
	OUTLOOK PLUG-IN	✓	✓
	COLLISION FILE RESOLUTION	✓	✓
	WEB PREVIEW AND EDITING		✓
	MOBILE APP EDITING	✓	✓
Security	MILITARY-GRADE ENCRYPTION	✓	✓
	REMOTE WIPES	✓	✓
	CUSTOM FILE RETENTION	✓	✓
	LOCAL FILE AND FOLDER BACKUP	✓	✓
	RECOVERY FROM RANSOMWARE THROUGH MASS REVISION ROLLBACK	✓	
	PASSWORD ENFORCEMENT POLICIES	✓	✓
	EXPIRATION DATE POLICIES	✓	✓
	DOWNLOAD LIMIT POLICIES	✓	✓
Management	MULTI-TENANT INTERFACE	✓	
	REPORTING AND AUDIT LOGS	✓	✓
	CUSTOM BRANDING	✓	✓
	BANDWIDTH THROTTLING	✓	✓
	ACTIVE DIRECTORY (AD) INTEGRATION	✓	✓
	2-FACTOR AUTHENTICATION	✓	✓
	PHONE AND WEB SUPPORT	✓	✓

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*All claims apply to Autotask File Sharing and Synchronization Enterprise as of 4/24/2015

Competitive sheets for Autotask (Soonr)

These one-pagers elegantly present side-by-side feature comparisons between Anchor and Autotask (Soonr) Professional & Enterprise. Plug these sheets into your marketing literature, keep them available and visible in your office, and arm your employees with them when they visit clients. These are sales tools and should be used only when you have identified a demand or need.

*All marketing claims refer to Anchor (Soonr) Professional as of April 24, 2015

	eFolder Anchor vs. Egnyte Office Feature Comparison	eFolder	Egnyte Office
	PRICE	Partner-determined No min. or max. users	$8 / user / month No min. or max. users
	OPERATING SYSTEMS	Windows, OS X, iOS, Android, Windows Phone	Windows, OS X, Linux, iOS, Android, Windows Phone, Kindle, Nook
	MAXIMUM FILE SIZE	Unlimited	10 GB
Collaboration	PUBLIC SHARES	✓	✓
	SECURE SHARES	✓	✓
	TEAM SHARES	✓	✓
	FILE LOCKING	✓	✓
	SELECTIVE SYNC		✓
	FILE SERVER ENABLEMENT	✓	✓
	OUTLOOK PLUG-IN	✓	✓
	FILE CONFLICT RESOLUTION	✓	✓
	CONTENT VIEWING ON THE WEB		✓
	BUILT-IN MOBILE EDITING	✓	
Security	MILITARY-GRADE ENCRYPTION	✓	✓
	REMOTE WIPE	✓	
	LOCAL FILE AND FOLDER BACKUP	✓	✓
	RECOVERY FROM RANSOMWARE THROUGH MASS REVISION ROLLBACK	✓	
	PASSWORD ENFORCEMENT POLICIES	✓	✓
	EXPIRATION DATE AND DOWNLOAD LIMIT POLICIES	✓	✓
	HIPAA-, PCI-, AND SSAE 16-COMPLIANT	✓	✓
Management	MULTI-TENANT INTERFACE	✓	
	REPORTING AND AUDIT LOGS	✓	
	CUSTOM BRANDING	✓	✓
	CUSTOM BANDWIDTH THROTTLING	✓	✓
	ACTIVE DIRECTORY (AD) INTEGRATION	✓	
	PSA AND RMM INTEGRATION	✓	
	BUILT-IN 2-FACTOR AUTHENTICATION ENFORCEMENT	✓	
	PHONE AND WEB SUPPORT	✓	

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*All claims apply to Egnyte Office as of 9/17/2015

	eFolder Anchor vs. Egnyte Business Feature Comparison	eFolder	Egnyte Business
	PRICE	Partner-determined No min. or max. users	$15 / user / month Minimum 25 users
	OPERATING SYSTEMS	Windows, OS X, iOS, Android, Windows Phone	Windows, OS X, Linux, iOS, Android, Windows Phone, Kindle, Nook
	MAXIMUM FILE SIZE	Unlimited	10 GB
Collaboration	PUBLIC SHARES	✓	✓
	SECURE SHARES	✓	✓
	TEAM SHARES	✓	✓
	FILE LOCKING	✓	✓
	SELECTIVE SYNC		✓
	FILE SERVER ENABLEMENT	✓	✓
	OUTLOOK PLUG-IN	✓	✓
	FILE CONFLICT RESOLUTION	✓	✓
	CONTENT VIEWING ON THE WEB		✓
	BUILT-IN MOBILE EDITING	✓	
Security	MILITARY-GRADE ENCRYPTION	✓	✓
	REMOTE WIPE	✓	✓
	LOCAL FILE AND FOLDER BACKUP	✓	✓
	RECOVERY FROM RANSOMWARE THROUGH MASS REVISION ROLLBACK	✓	
	PASSWORD ENFORCEMENT POLICIES	✓	✓
	EXPIRATION DATE AND DOWNLOAD LIMIT POLICIES	✓	✓
	HIPAA-, PCI-, AND SSAE 16-COMPLIANT	✓	✓
Management	MULTI-TENANT INTERFACE	✓	
	REPORTING AND AUDIT LOGS	✓	✓
	CUSTOM BRANDING	✓	✓
	CUSTOM BANDWIDTH THROTTLING	✓	✓
	ACTIVE DIRECTORY (AD) INTEGRATION	✓	
	PSA AND RMM INTEGRATION	✓	
	BUILT-IN 2-FACTOR AUTHENTICATION ENFORCEMENT	✓	
	PHONE AND WEB SUPPORT	✓	

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*All claims apply to Egnyte Business as of 9/17/2015

	eFolder Anchor vs. Egnyte Enterprise Limited Feature Comparison	eFolder	Egnyte Enterprise Limited
	PRICE	Partner-determined No min. or max. users	$25 / user / month No min. or max. users
	OPERATING SYSTEMS	Windows, OS X, iOS, Android, Windows Phone	Windows, OS X, Linux, iOS, Android, Windows Phone, Kindle, Nook
	MAXIMUM FILE SIZE	Unlimited	25 GB
Collaboration	PUBLIC SHARES	✓	✓
	SECURE SHARES	✓	✓
	TEAM SHARES	✓	✓
	FILE LOCKING	✓	✓
	SELECTIVE SYNC		✓
	FILE SERVER ENABLEMENT	✓	✓
	OUTLOOK PLUG-IN	✓	✓
	FILE CONFLICT RESOLUTION	✓	✓
	CONTENT VIEWING ON THE WEB		✓
	BUILT-IN MOBILE EDITING	✓	
Security	MILITARY-GRADE ENCRYPTION	✓	✓
	REMOTE WIPE	✓	✓
	LOCAL FILE AND FOLDER BACKUP	✓	✓
	RECOVERY FROM RANSOMWARE THROUGH MASS REVISION ROLLBACK	✓	
	PASSWORD ENFORCEMENT POLICIES	✓	✓
	EXPIRATION DATE AND DOWNLOAD LIMIT POLICIES	✓	✓
	HIPAA-, PCI-, AND SSAE 16-COMPLIANT	✓	✓
Management	MULTI-TENANT INTERFACE	✓	
	REPORTING AND AUDIT LOGS	✓	✓
	CUSTOM BRANDING	✓	✓
	CUSTOM BANDWIDTH THROTTLING	✓	✓
	ACTIVE DIRECTORY (AD) INTEGRATION	✓	✓
	PSA AND RMM INTEGRATION	✓	
	BUILT-IN 2-FACTOR AUTHENTICATION ENFORCEMENT	✓	✓
	PHONE AND WEB SUPPORT	✓	✓

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*All claims apply to Egnyte Enterprise Limited as of 9/17/2015

	eFolder Anchor vs. Egnyte Enterprise Unlimited Feature Comparison	eFolder	Egnyte Enterprise Unlimited
	PRICE	Partner-determined No min. or max. users	$35 / user / month No min. or max. users
	OPERATING SYSTEMS	Windows, OS X, iOS, Android, Windows Phone	Windows, OS X, Linux, iOS, Android, Windows Phone, Kindle, Nook
	MAXIMUM FILE SIZE	Unlimited	Unlimited
Collaboration	PUBLIC SHARES	✓	✓
	SECURE SHARES	✓	✓
	TEAM SHARES	✓	✓
	FILE LOCKING	✓	✓
	SELECTIVE SYNC		✓
	FILE SERVER ENABLEMENT	✓	✓
	OUTLOOK PLUG-IN	✓	✓
	FILE CONFLICT RESOLUTION	✓	✓
	CONTENT VIEWING ON THE WEB		✓
	BUILT-IN MOBILE EDITING	✓	
Security	MILITARY-GRADE ENCRYPTION	✓	✓
	REMOTE WIPE	✓	✓
	LOCAL FILE AND FOLDER BACKUP	✓	✓
	RECOVERY FROM RANSOMWARE THROUGH MASS REVISION ROLLBACK	✓	
	PASSWORD ENFORCEMENT POLICIES	✓	✓
	EXPIRATION DATE AND DOWNLOAD LIMIT POLICIES	✓	✓
	HIPAA-, PCI-, AND SSAE 16-COMPLIANT	✓	✓
Management	MULTI-TENANT INTERFACE	✓	
	REPORTING AND AUDIT LOGS	✓	✓
	CUSTOM BRANDING	✓	✓
	CUSTOM BANDWIDTH THROTTLING	✓	✓
	ACTIVE DIRECTORY (AD) INTEGRATION	✓	✓
	PSA AND RMM INTEGRATION	✓	
	BUILT-IN 2-FACTOR AUTHENTICATION ENFORCEMENT	✓	✓
	PHONE AND WEB SUPPORT	✓	✓

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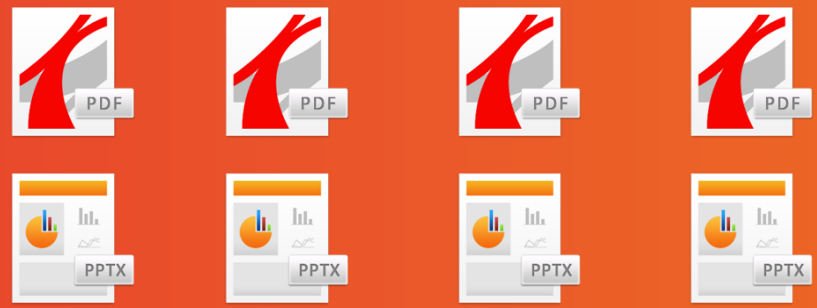
*All claims apply to Egnyte Enterprise Unlimited as of 9/17/2015

Competitive sheets for Egnyte

These one-pagers elegantly present side-by-side feature comparisons between Anchor and the four versions of Egnyte. Plug these sheets into your marketing literature, keep them available and visible in your office, and arm your employees with them when they visit clients. These are sales tools and should be used only when you have identified a demand or need.



*All marketing claims refer to Egnyte as of September 17, 2015

Download all assets

Time to get started!