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Box Sees 70 Percent Growth in Legal Services Cloud Adoption

New Integrations Improve Productivity and Visibility for Law Firms

LOS ALTOS, CA--(Marketwire - Jan 24, 2013) - Box today announced new integrations with IntApp and Clio to make it easier for the company's growing legal customer base to securely manage and collaborate on content in the cloud. Box's momentum in the legal industry accelerated in 2012 as law firm sales increased by 70 percent driven by the growing need to access and share information across devices. Box also unveiled its preferred Box OneCloud apps for legal customers focused on improving productivity for lawyers.

"Legal IT leaders are using cloud technologies to centralize client information, making it readily available to attorneys and easily sharable with clients," said Whitney Bouck, GM of enterprise at Box. "By integrating Box's cloud content platform with leading legal services software, we're providing the best way for legal customers to securely and intuitively share information between people and applications."

In a recent report from Gartner, "Cloud Providers Have a Promising Future in Legal Industry," the firm states, "Today, how well a legal IT department supports its lawyers is a critical indicator of the firm's competitiveness. Recognizing technology as an integral and critical part in legal practice, law firm leadership and management place IT investment and modernization as a top priority." The report also goes on to say, "In the past 24 months, the attention of the legal industry has been turning to the opportunities of cloud computing." This increasing interest in cloud technologies is driven by the fact that many of the key challenges that law firms face may be directly addressed in the cloud.

In the past year, Box experienced a major uptick in adoption from the legal services industry, as leading organizations such as, Perkins Coie, Wilson Sonsini Goodrich & Rosati, Gunderson Dettmer, LLP, Choate Law Firm, Hempel and Boyd and Henderson Legal Services joined more than 140,000 businesses and individuals at 92 percent of the Fortune 500 using Box to share, manage and collaborate on content in the cloud.

"Law firms are conservative by nature and it often takes them time to embrace new technologies," said Gavin Gray, Chief Information Officer for Perkins Coie. "Box has done an outstanding job of listening to our needs and concerns and then making enhancements to their products to meet -- and in many cases exceed -- our expectations. Just as our clients expect our lawyers to deliver innovative legal services, we value our technology partners when, like Box, they work closely with us to develop creative solutions to our ever-evolving technology needs."

Box and IntApp integration

Box is announcing a new relationship with IntApp, the leading provider of information security software for law firms, to offer compliance and control over documents shared via Box. Together, Box and IntApp will provide an integration that enables firms to proactively monitor lawyer and staff access to sensitive documents and notifies risk stakeholders about abnormal activity. Using the Box API, IntApp's Activity Tracker enables firms to set access thresholds on sensitive documents in Box and monitor excessive downloading of firm intellectual property, especially relevant to manage risk affiliated with impending lateral departures.

"At IntApp, we are committed to continuously adapting our information security software to meet the evolving work habits and preferences of lawyers," said Thad Jampol, Chief Technology Officer at IntApp, Inc. "We're pleased to partner with Box to deliver a joint solution that enables lawyers to benefit from the collaboration tools that work best for them, while providing firm risk and IT stakeholders with the visibility and control necessary to address professional, client and regulatory compliance requirements."

Box and Clio Integration

Box is also announcing an integration with Clio, a web-based tool suite offering practice management, time and billing and client collaboration platform for small-to-mid-sized law firms. Through the Box and Clio integration, law firms can now directly link documents they have in Box to the related case and client matter within the Clio web-based application, supporting an attorney's typical workflow and enabling mobile access to

content.

Box OneCloud apps for the Legal Industry

Box legal customers are making good use of Box OneCloud, the first mobile cloud for the enterprise, and leveraged a number of mobile productivity app partners to easily create and share content on Android and iOS devices. The three Box OneCloud apps used the most by legal firms, include:

- **Notability:** enables attorneys to digitalize their legal pad, and create and edit notes directly from the Box mobile app.
- **iAnnotate:** helps lawyers access, search, and annotate hundreds of PDF files on mobile devices.
- **Breezy:** allows lawyers and legal staff to print files stored on mobile devices from anywhere, to anywhere.

Availability

The IntApp integration is available to customers today. To find out on how to start using Box with IntApp, please [contact](#) an IntApp representative. The Box and Clio integration is also available today and can be downloaded [here](#). The preferred OneCloud apps for legal are accessible via the [Box Apps Marketplace](#). For more information on today's announcement, please visit the [Box blog](#).

To learn more about Box for Legal, please visit <https://www.box.com/law-firms> and [register](#) for the Box legal webinar on February 21st.

About Box

Founded in 2005, Box provides a secure content sharing platform that both users and IT love and adopt. Content on Box can be shared internally and externally, accessed through iPad, iPhone, Android and Windows Phone applications, among others, and extended to partner applications such as Google Apps, NetSuite and Salesforce. Headquartered in Los Altos, CA, Box is a privately held company and is backed by venture capital firms Andreessen Horowitz, Bessemer Venture Partners, Draper Fisher Jurvetson, Emergence Capital Partners, General Atlantic, Meritech Capital Partners, NEA, Scale Venture Partners, and U.S. Venture Partners, and strategic investors salesforce.com and SAP. To learn more about Box, visit www.box.com.



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