



A Box Case Study

Box: Aéropostale's Perfect Fit for Simple, Secure Sharing and Collaboration

AÉROPOSTALE

“ I don't even compare Box to FTP sites – it's light-years better. ”

“ Box it really is a true enterprise solution. ”

Rob Ruscher

Director of Construction,
Aéropostale

Box Sales

Call 877-729-4269

www.box.com

The Challenge

- When it came to content sharing and collaboration technology, the Construction group at Aéropostale® – retail clothing powerhouse with nearly 900 stores nationwide and counting – was feeling a bit out of fashion.
- The group's existing file sharing solution – an FTP hosting service – proved problematic for admins: Folder management was a chore, user management was clunky and content creation was restricted, with extra fees for exceeding the service's 50-folder limit. With each new store requiring a new folder, construction slowed down.
- Employee/vendor access to Construction's critical content – job site progress photos, plans, installation guides and more – was limited: Users couldn't download or share files, and were forced to view them on the FTP site, which was slow and unstable.
- During the invitation-to-bid process with contractors around the country, documents were exchanged in thumb drive form – via the US Postal Service – slowing down the bid process and making record-keeping a hassle.

The Solution

- Eager to find an enterprise solution that could conquer FTP challenges, the group turned to Box – and before long, was sold.
- Box's advanced admin controls make folder/user management a snap: Management has complete control over user activity – and these days, creates folders to its heart's content, freed from the limits of the past. Box's ease of use makes onboarding users quick and painless.
- Employees and vendors are armed with on-the-go access to the group's content, where they need it most – in the field at store job sites. With Box, the team shares and collaborates from any device – be it laptop, desktop, phone or tablet.
- Management moved the ITB process to Box, accelerating Aéropostale store construction. Architects assemble ITB materials in a single folder, invite contractors to bid on the job (with shared links that auto-expire on the due date), then simply add the winner to the folder as a permanent collaborator. And with all this content in one central location, archiving/auditing woes are a thing of the past.



“ Box made it much easier to, communicate with our overseas partners. I’m excited to look for more ways Box can help our business – we love it. ”

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The Results

- Now with Box for more than two years, Aéropostale has expanded its deployment to more than 60 employees and vendors.
- The Construction group saves roughly 1.5 hours per week using Box for folder management alone, with hundreds of dollars a month in total savings.
- With the ITB process now on Box, the group saves between \$500 – \$600 a year per store.
- Box opened the door to Aéropostale’s overseas expansion, enabling simple, secure sharing and collaboration with contacts around the world.