



A Box Case Study

Hotels to Hospitals, Box Gives Balfour Beatty Construction ... a Firm Foundation

Balfour Beatty

“Box is so easy to use. It lets employees as well as subcontractors focus on the job at hand, rather than the cumbersome operation of FTP. The difference is night and day.”

Rick Roman

Balfour Beatty Construction

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The Company: A Construction Powerhouse

Headquartered in Dallas, Texas, Balfour Beatty Construction is America's sixth largest contractor, delivering more than \$3.4 billion each year in one-of-a-kind custom commercial buildings, including hotels, multi-unit residential complexes, hospitals, corporate office buildings, airports, criminal justice facilities and more

Balfour's Content-Sharing Challenge: Immediate & Daunting

Founded in 1933, this construction legend needed a fast, easy, secure, scalable platform to share and collaborate on documents and files – some very large. Unfortunately, their FTP server simply wasn't up to the job, proving complicated to use and – even more importantly – severely storage-limited.

“We implemented our FTP solution about 10 years ago,” explains Rick Roman, Balfour's Director of IT Operations. “Not only was it complicated, cumbersome and tough to master, it didn't have much storage. So we were constantly running out of disk space,” he explains. The unproductive result: To free up space, Balfour IT had to ask teams to remove mission-critical files they were still working on and needed to share with team members and external clients and partners.

There was more: In addition to plenty of bandwidth, Balfour needed a new content management solution that could easily and securely grant access to employees and external contractors outside the company's firewall.

The Simple Solution: Good-bye FTP, Hello Box

Balfour Beatty replaced its antiquated, unreliable, bandwidth-limited FTP platform with Box, where today over 500 Balfour employees – and more than 3000 external collaborators – quickly and easily access, share and manage important content for multiple construction projects.

Originally, Rick reports, Balfour engaged Box just to overcome the storage limitations of FTP ... and Box has more than delivered. Indeed, with Box, Balfour now has a large capacity, very scalable central storage repository for all its RFIs, meeting minutes and progress photos, for both existing and newly won projects. It gets better: Because Box is so simple to use, granting access to Balfour's growing number of project managers, estimators, management and subcontractors is simultaneously easy and secure.

What Balfour and Roman weren't prepared for were the myriad of other Box benefits. “As I mentioned at the outset, we implemented Box just to get more storage,” Rick articulates. “But then we discovered a lot of other features that we didn't expect.”



“ The cost of Box – especially considering all it can do – made it a no-brainer compared to other content management solutions we considered. ”

Rick Roman
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For example, he notes, since implementing Box just seven months ago, IT spends less time on administrative tasks, freeing it to focus on strategic initiatives that grow the business. “With FTP, IT used to have to sign up each new user and implement a corresponding folder, which was extremely time-consuming. Then we’d go through the same process for that user’s collaborators, too. With Box, everybody self-administers,” Rick says enthusiastically, “saving time and money.”

In a nutshell, Rick summarizes: “The Box ROI lies in its great storage capacity and the ability to easily and securely manage user accounts, which was once very labor-intensive for us and certainly not secure. The response to Box has been phenomenal – everybody says how easy it is to use and loves it.”

Another unexpected Box benefit: the impressive convenience of Box Sync and the ability to manage content on the go. “More and more,” Rick explains, “the construction business is moving to mobile devices – like iPhones and iPads – for managing content in the field. Box empowers us to do that quickly, easily and securely.”

Bottom line: For Balfour Beatty Construction, Box is a blueprint for success.