



A Box Case Study

For This Solar Power Leader, Box Was the Smartest Choice Under the Sun



HelioPower
Engineering Energy Solutions since 2001

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Steve Huang
General Counsel/
VP of Business Operations,
HelioPower

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What if ...

- Your organization is extremely dispersed, spanning Nevada, Oregon, Southern California, San Francisco, Palm Desert and points in between?
- You require timely authorization and version tracking of a document by several functional managers spread across those locations?
- You need a deal room solution that empowers all parties to see mission-critical information simultaneously – but email's file-size limitations make it impossible?
- You have until sunset to close a big solar power client – and deal documents are moving through email like molasses?

Welcome to HelioPower's world, pre-Box.

For Tom Milhoff – VP of Business Development at HelioPower – Box was the simple content-sharing solution the company had been looking for. “We used to share mission-critical content with email, but it was really slow and not secure. We then had files on SharePoint, ShareFile and Google Docs; no one adopted those platforms, we were always running out of space and they both were expensive and cumbersome. And those solutions provided neither viable Data Rooms nor document Tasks/Authorizations.”

Now, with Box, HelioPower – whose name is derived from Helios, the Greek god of the sun – shares important corporate content quickly and easily, both inside the company and with customers.

A quick corporate snapshot of this California-based renewable energy solutions leader: Since 2001, HelioPower has engineered over 1600 solar power and clean energy solutions for residential, commercial, community and utility scale applications, serving clients in the US and around the world. Its mission: reduce energy costs and create energy assets through renewable generation, demand-side management and proven return-on-investment strategies.

HelioPower's Challenge #1: Maximizing External Content Sharing

“No matter what external content-sharing solution we tried, nothing worked,” Tom notes. The company used Google Docs, for example, but “it didn't take long to realize that



Google wasn't meeting our needs. It was slow and didn't have the kind of admin tools that made data rooms secure and trackable." Finally, Tom observes, Google Docs and other platforms were "not intuitive, so our employees didn't adopt them."

The solution? Box, the three-letter word for content sharing made simple.

HelioPower's Challenge #2: Maximizing Internal Collaboration

Not only did Box solve the company's external content-sharing challenges, it revolutionized internal collaboration, too. "Basically, we had two important requirements for a content-sharing platform," Tom reveals. "First, it had to provide easy-to-access client-facing data rooms. Second, because a single project can entail contributions from many different company departments or functions, we needed a solution that enabled us to organize data internally by its corresponding function – as well as by project."

Box, Tom says, has delivered on both counts – and then some. That's especially noteworthy, as he scoured the world – or, at least, the World Wide Web – for just the right content-management platform. "We tried or looked at anything and everything," Tom explains. "We actually hadn't heard of Box, initially. I'm glad we discovered it."

The Happy Result: The Sun Didn't Set on One of HelioPower's Largest Prospects

As Tom searched for a simple, secure, swift content-sharing solution, HelioPower's General Counsel/VP of Business Operations – Steve Huang – watched with interest, but more so from the sidelines.

Until ... the big day.

"We had a large deal in motion and everything had to go smoothly – and quickly," observes Steve Huang, HelioPower's General Counsel/VP of Business Operations. "As I was uploading the deal documents on Box, almost immediately our customer could view and print them on their side. They didn't have to wait until all the documents were uploaded; they saw each one at the same time that I was uploading new ones."

Reflecting on the hectic day when Box helped saved the day, Steve observes: "We got the documents signed and closed the deal before the end of the day. If it wasn't for Box, it wouldn't have happened."

Today, HelioPower relies on Box to manage critical content, helping customers – from homeowners to corporate giants like Safeway – reduce energy costs and improve the global environment.

Bottom line: For Steve, Tom and the entire HelioPower team, Box was the ray of light they'd been looking for.

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