



Box revolutionized the way this global engineering firm collaborates with clients—and sharpened its competitive edge.

“Box has gone way beyond where we thought it would. It has opened up possibilities and business opportunities that we were not anticipating.”

Roland Daane
Corporate Information
Manager,
Royal HaskoningDHV

The Challenge

- With 7,000 employees and projects in over 35 countries, Royal HaskoningDHV is a major global player in the engineering, construction and project management field. With headquarters in the Netherlands, its teams manage short- and long-term projects globally, collaborating with business and government partners on massively complex builds.
- Initially, Royal HaskoningDHV worked with on-premise servers in individual offices, but when the business expanded and globalized, collaboration with clients was more difficult.
- In their first move to the cloud, Royal HaskoningDHV piloted other solutions, but they quickly found them far too rigid, and expensive to boot. Royal HaskoningDHV works on both colossal, one-of-a-kind projects and relatively short-term projects, so they needed a solution with the flexibility to evolve as conditions changed. Any solution also had to meet the ISO quality and security standards.
- Before Box, after a project closed, Royal HaskoningDHV would archive it, rendering it inaccessible to the client.

The Solution

- After a document management pilot in 2009-2010, IT and management at Royal HaskoningDHV sat down to hammer out the organization’s needs. Chief among them were enterprise-level features like permissions controls and security; they also wanted collaborative features. Box met their needs in every area.
- The search for a suitable solution accelerated when Royal HaskoningDHV used Box to collaborate with project parties for a New Orleans project in the aftermath of Hurricane Katrina.
- With Box, Royal HaskoningDHV can give clients secure access to both active projects and archived files 24x7. So Royal HaskoningDHV can serve clients’ needs even after a project has ended, offering them extra value.

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- Box Sync has been the perfect tool for Royal HaskoningDHV's mobile workforce, allowing them to work in a local environment while the technology automatically syncs their files to the cloud.
- Because Box Sync supports AutoCAD (including xRefs), the team at Royal HaskoningDHV can draft in one part of the world, review in another, and complete approval and publishing to the client in a third location.

The Results

“With Box, we're hearing that our clients respect us more because we understand collaboration—whereas our competitors, who are on other platforms, require their clients to work in a very specific way. Box gives us a competitive edge.”

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- With Box, Royal HaskoningDHV was able to transition away from internal servers, resulting in significant savings. These savings potentially run into the six digits, says Corporate Information Manager Roland Daane. Even more important to Royal HaskoningDHV: Operating in the cloud enables flexible and swift collaboration, which meets clients' needs and wishes.
- Box has garnered positive feedback from clients, including the general sense that Royal HaskoningDHV is a company that knows how to collaborate. “Box gives us a competitive edge. Of the clients we collaborate with on Box, many choose to work with us precisely because we are the type of company that comes up with collaborative solutions,” says Daane.
- What began as a single, isolated project with Box has now exploded to use throughout the company, and Daane feels that they've only just begun to explore what Box can do. For instance, Daane wants to start using Box to manage AutoCAD files instead of their current file servers.
- Daane is very pleased that Box is invested in the Architecture, Engineering, and Construction vertical and that the Box team frequently solicits input from clients. “Box doesn't just come up with solutions,” he says. “They ask us to let them know what tools we need.”

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