



Top Five Ways Legal Firms Benefit from Box

1) Be More Responsive to Clients

Customer satisfaction, engagement and interaction are the keys to maintaining ongoing relationships and increasing total revenues. Today, through mobility, Skype, social media and email, attorneys are more connected than ever. With Box, they can stay on top of every client file whether they're in the office, at the coffee shop or in the courtroom.

- **Access client info anywhere.** With Box, attorneys can access the documents they need at a client site, or in the courtroom. No matter the platform (Apple, Android or Windows), Box gives you secure access and MDM integration for complete control.
- **Find anything, fast.** Search is at the center of the Box experience. More than just full text search (we have that, too), Box provides the context of who's touched a file most recently, where it resides, and what it contains, making it easy to find what's relevant.
- **Store everything.** Your client has a question on a five-year old litigation? No problem, it's all there in Box. With unlimited storage, you're free to focus on clients' needs.

“Law firms have attracted and retained clients largely by their reputations and prominent practitioner names. However, technology has become indispensable for lawyers. Today, how well a legal IT department supports its lawyers is a critical indicator of the firm’s competitiveness.”

– Gartner, “Cloud Providers Have a Promising Future in Legal Industry,” April 2012

2) Drive True Cross-team Collaboration

Legal is one of the most “hyper collaborative” industries. Client work can do dozens of lawyers working within and across firms. With Box, help teams stay connected in a secure workspace available from the cloud, anytime, anywhere. Greater teamwork helps you respond faster to clients, so you can spend more time on strategy and less time trying to figure out who emailed the most up-to-date motion.

- **Stay on the same page.** Travel is a constant in your business, especially for cross-functional e-discovery teams. Sales is always in the field, executives are on the go, and the rest are knee-deep in discovery. With Box, it's easy to stay completely aligned when the whole team is working in a shared secure workspace.
- **A more social workflow.** In-context commenting and discussions keep you connected to the process. Engage specific teammate with the ubiquitous “@” symbol. Use the integrated feed of tasks and messages in the toolbar, or read and respond to comments directly in your inbox.
- **Complete projects faster.** With Box you can assign tasks to junior partners or associates to ensure they edit, review or approve documents fast, while giving everyone instant visibility into the latest status.

Box Sales
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“ Collaborating with vendors and keeping open lines of communication might spell the difference between a very successful outcome and one that falls short of expectations. ”

Chain Store Age

“Building Stores, Best Practices that Make a Difference,”
May 2011

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3) Tools that Lawyers and IT Both Love

As your firm grows, it is critical to effortlessly share information and collaborate internally and externally. Legacy platforms prevent the productivity of mobile employees, and personal sharing applications introduce security threats. With Box, you get simple, powerful collaboration tools, with the control and security required by IT.

- **Frictionless adoption.** For IT, Box is a “zero friction” platform – once it’s on, teams are up and running in minutes, and administrators have very little to worry about.
- **Productivity on the go.** With OneCloud, lawyers can use their favorite mobile apps to edit content and save revisions right back to Box. Sign contracts, edit briefs and approve changes – no matter where you are or what device you’re using.
- **Keep confidentiality.** Unlike consumer services, Box gives you true enterprise-grade security and controls, so you can prevent the loss of confidential content.

4) Effortlessly Manage Complex Transactions

Specialize in Initial Public Offerings? Risk management? Mergers and acquisitions? Each of these can spin up large teams, reams of research and countless revisions. Box removes the inefficiencies of outdated systems and arms you fast, flexible, secure sharing.

- **Create virtual deal rooms.** Quickly bring teams together in a single secure workspace. Create private folders in Box, spaces to align internal and external collaborators and protected, internal-only discussions.
- **Track every redline.** With Box, stay completely aligned with in-context comments and discussions around every document and deal. Box also gives you full version control, so you see version 1, 13, 49 or 100, and anything you need in between.
- **Make SharePoint mobile.** Running out of file servers and storage? Email servers overloaded? With Box, retire legacy FTP and shares and get unlimited storage. You can even extend SharePoint – or replace it altogether – and get your content mobile.

“When I set up accounts for one of our client’s potential buyers, I thought I’d have to manually copy their login information and send them instructions, but Box automatically sent them the necessary information. It works out perfectly.”

– Terry Drotos, Applications Analyst and Trainer, Gunderson Dettmer

5) Improve Confidentiality, Monitoring and Control

Box makes the security and confidentiality of your data our top priority. Our security design, implementation, monitoring and maintenance is the best in the business.

- **Audit, report, monitor.** See who’s storing information on Box, identify collaborators and find documents fast. With partners like IntApp®, add ethical wall controls and information security, get activity tracking and configure alerts.
- **Cloud security leadership.** Box gives IT access to the most secure platform in the cloud. With SSAE 16 Type II compliance, 256-bit encryption, and Safe Harbor certifications, you can trust your data is safe with Box.
- **SSO and Advanced Access.** Box works with your existing identity infrastructure for single sign-on (SSO), Active Directory, and group management to ensure you have complete control over access.

See more ways to drive client engagement at <http://www.box.com/legalkit/> and the Box Blog