



“For our needs, Box is a much more effective collaboration tool than either SharePoint or Huddle.”

**Dan Smith**

Vice President of Technology,  
Govplace

# Technology solution provider Govplace is using Box to collaborate securely and efficiently on complex government bids and projects.

## The Challenge

- As a technology solution provider in the government marketplace, Govplace spends a great deal of time responding to highly formalized proposal and bid requests. Unfortunately, their Windows server environment didn't allow them to communicate with external collaborators, and email offered neither security nor version control.
- In a very short time, Govplace's needed to adjust their workflows to accommodate their ever-increasing needs for secure collaboration, shared file storage, and version tracking.
- Employee on-boarding was a labor-intensive, time-consuming process, involving multiple FedEx shipments to transmit paperwork.
- Because Govplace has a significant remote workforce, there were often network access problems, requiring IT to interrupt their busy schedule and resolve the issue so that employees could continue to work.
- Govplace's project team spends a lot of time offsite, at customer facilities, where they don't have access to Govplace's internal network. If they needed to access a file that wasn't stored locally on their hard drives, they were out of luck.
- In the government marketplace, security is critical, and Govplace needed to control access to their sensitive data at a granular level.

## The Solution

- Over the course of a year, VP of Technology Dan Smith put together a team to look at a variety of file-sharing solutions, narrowing it to three. The team found SharePoint too inflexible, and Huddle wasn't as strong as Box on file collaboration. For Govplace, Box was the best overall solution for secure file-based collaboration.
- Box allows Govplace to collaborate both internally and externally without compromising the security of their data. It also enables them to track versions, giving all provisioned users secure access to the latest files in an intuitive structure that eliminates wasteful search time.

**Learn More**

877-729-4269

[box.com](http://box.com)



“Box is more secure and efficient than our previous methods for sharing files. And it’s a huge time-saver and efficiency tool for our proposal and project managers.”

**Dan Smith**

Vice President of Technology,  
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- On-boarding at Govplace now takes place on Box. When an employee is hired, HR creates a folder where the new hire can fill out all of the paperwork. Shipping time and FedEx costs have been entirely removed from the process.
- When remote workers have network access problems, IT can simply send them a link to the necessary files in Box. That saves IT time and keeps the workflow humming.
- Thanks to Box’s mobile app, the project team can securely access all files—including critical system design documents and diagrams—via their mobile devices, even if they don’t have access to WiFi. That saves them a great deal of time (and trips back to the office).
- Box’s administrative features give Govplace the power to maintain granular control of access to sensitive data, and its preview feature allows Govplace to share documents with partners without allowing them to be downloaded.

## The Results

- VP of Technology Dan Smith reports that, thanks to Box, Govplace is experiencing significantly more (and more efficient) collaboration when creating proposals and administering projects.
- Additionally, Box is saving Govplace time by streamlining version control and eliminating file-searching.
- By using Box to on-board new hires, GovPlace is saving money with every employee hired on administrative, printing, and FedEx costs.
- In the future, Smith has plans to use Box’s API and is looking at potential integrations with Salesforce and electronic signature apps, among others.

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