

What is Dropbox Business?

A powerful collaboration platform to share files more efficiently with colleagues and with external partners, vendors or contractors.

The most intuitive and easy-to-use tool to access files and be more productive across any device or platform.

Dropbox Business increases the productivity of businesses and secures its data with a robust set of visibility and control features, allowing IT to protect company data and comply with industry regulations.

Type	Dropbox Business Standard Dropbox Business Advanced
Storage	3 TB storage limit per team As much space as you need
Customers who are looking for	Easy-to-use sharing and collaboration tools Sophisticated admin, audit, and integration features

What's included in the Standard and Advanced Plans?

	Standard	Advanced
Included Space	3TB	As much as you need
Best-in-class sync technology	✓	✓
256-bit AES and SSL encryption	✓	✓
MS Office 365 Integration	✓	✓
120 days of version history and file recovery	✓	✓
Dropbox Paper	✓	✓
Smart Sync	✓	✓
Team folder	✓	✓
Granular permissions	✓	✓
Unlimited integrations with premier partners	✓	✓
Two-factor authentication	✓	✓
User management	✓	✓
Active Directory connector	✓	✓
Unlimited API access to platform partners	✓	✓
25,000 calls/month for data transport use cases	✓	✓
Audit logging, filtering and exporting 200+ events	✓	✓
Enables HIPAA compliance	✓	✓
Tiered admin roles		✓
Invite enforcement		✓
Single sign on (SSO) integration		✓
Device approvals		✓
Advanced user management tools		✓

Most common reasons why customers turn to Dropbox Business:

Use Case	Value Proposition	Buzzwords to look for
Collaboration	Securely collaborate with internal or external stakeholders.	'Send files to ...' (coworkers, customers, partners) 'Share folders or content with ...' 'Collaborate more effectively in documents' 'Need to provide or gather feedback' 'Monitor the external collaboration' 'Protect data shared with ...' (customers, partners)
Mobile Working	Work across a set of devices and / or platforms, from anywhere.	'Remote access to files from any device' 'Edit files from anywhere you are' '4G, low connectivity, offline access'
Remote Working	Grant an easy and secure access to content to your remote workforce.	'Remote access to files from any device' 'Enable remote / field workers to access content' 'Remove VPNs'
Ease of Use	Provide your employees with an intuitive and easy-to-use solution to be more productive.	'Performance issues with existing tools' 'Low adoption with existing tools' 'Make employees more productive'
File Server Replacement	Manage and roll-out cloud storage with sufficient resilience and capacity.	'Need to preview documents' 'Stay in sync' 'Access the latest version of files' 'Manage or roll-out cloud storage' 'Remove VPNs' 'Remove backup systems'
IT Consolidation	Consolidate multiple services into one single IT-managed collaboration platform.	'Centralize company content in one place' 'Standardize on a single IT platform' 'Better content search and discovery'

How is Dropbox Business Advanced different from Dropbox Basic/ Plus?

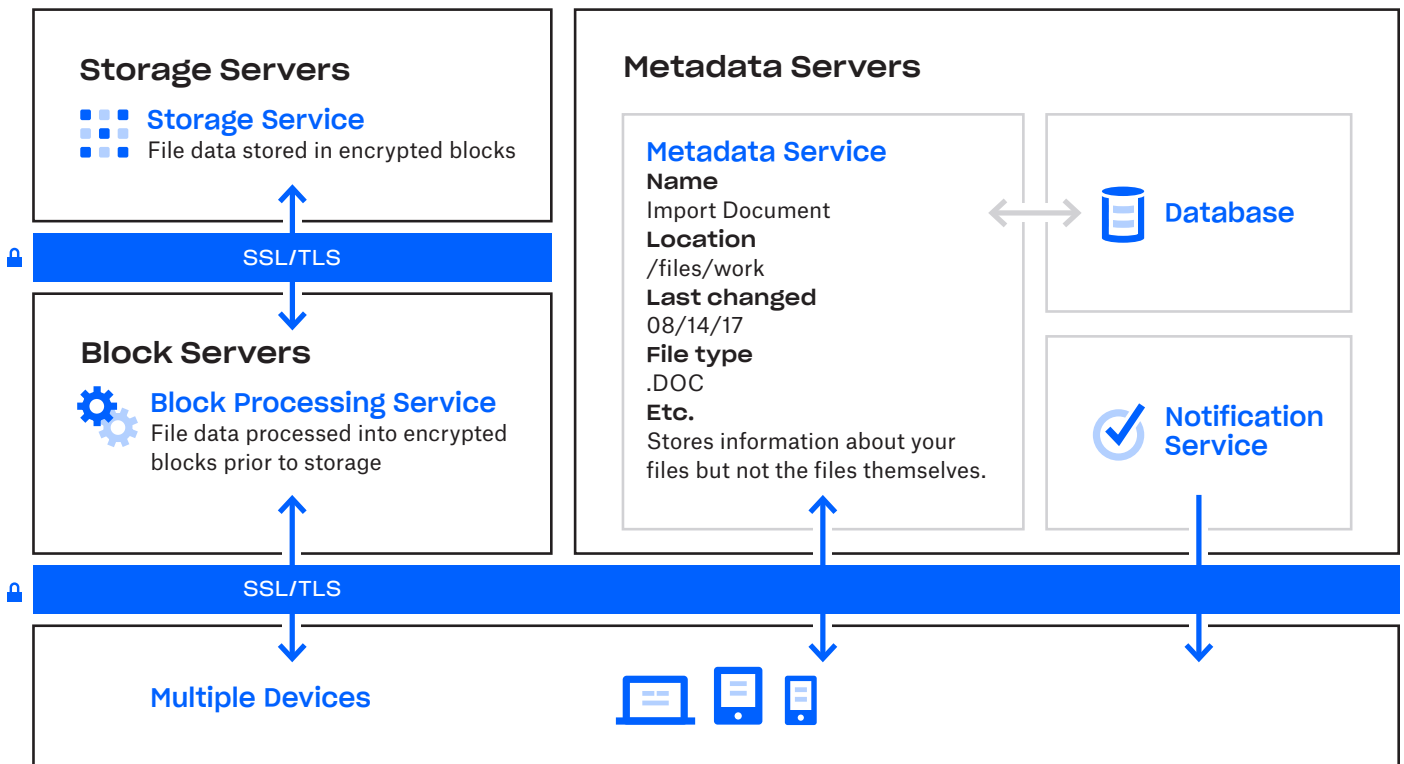
- No storage caps – users get as much storage as they need. (Dropbox Business Standard has a storage cap of 3TB)
- Management controls – tools to easily add/remove users and devices, track logins and secure mobile devices.
- Enhanced security – granular sharing permissions, devices approvals, controls to manage sharing outside teams and the ability to recover files and previous versions.

Dropbox Smart Sync helps you save space on your hard drive

- View and access all your files and folders in your Dropbox account from your computer, using virtually no hard drive space.
- When you open your files, they will sync automatically.
- It works on Mac and PC, so everyone can share and access the work they need.

Dropbox Paper is a flexible workspace that brings people and ideas together

- Create a connected space where everyone can comment and provide real-time feedback.
- Review and revise your work, in a single shared space, and notify you team when there are changes.
- Manage and centralize your work from other apps in Paper, and track tasks with due dates.



Is Dropbox Business secure?

- Dropbox is designed with multiple layers of protection, including secure data transfer, encryption, network configuration, and controls over applications, users and devices.
- Files are encrypted in transit and at rest through various encryption methods:
- For data transfer: Dropbox uses Secure Sockets Layer (SSL)/Transport Layer Security (TLS).
- For data at rest: Dropbox uses 256-bit Advanced Encryption Standard (AES).
- Files are stored in multiple data centers across the United States and Europe.
- Delta Sync: An advanced feature that speeds up the transfer of updated files. Only modified portions of files are downloaded or uploaded. Dropbox creates hashes on every 4MB of each file.

What about the compliance with industry regulations and standards?

Dropbox Business is compliant with:

- ISO 27001 / ISO 27017 / ISO 27018
- SOC1 / SOC2 / SOC3
- EU-U.S. Privacy Shield and Swiss-U.S. Privacy Shield
- More info on <https://www.dropbox.com/help/security/standards-regulations>

Is my stuff encrypted with Dropbox Business?

Yes with:

- AES-256 bit encryption at rest.
- TLS / SSL encryption in transit.

Where do you store data?

- Our data centers are located both in the United States and in Europe.
- Dropbox stores your data as encrypted file blocks.

How does Dropbox protect intellectual Property?

- With a Dropbox Business account, the data belongs to the organization.
- The admins can disable or suspend user accounts at any time and use features like account transfer and remote wipe to keep files within the organization.
- Dropbox has direct integrations available with DRM (Digital Rights Management) third-parties.
- More info on: <https://www.dropbox.com/business/app-integrations>

Do you restrict which types of files can be stored in Dropbox?

- No. However we recommend our customers to set internal acceptable use policies so that employees are clear about what type of data to store in Dropbox Business.
- Dropbox has direct integrations available with DLP (Data Loss Prevention) third-parties.
- More info on: <https://www.dropbox.com/business/app-integrations>

Do I get alerts for suspicious activity?

- Admins can audit different types of user actions like login attempts, sharing activity, etc. through the Activity Log in the admin console.
- Dropbox has direct integrations available with SIEM (Security Information and Event Management) third-parties.
- To set up alerts, we allow admins to export auditing and security-relevant data into SIEM and log analysis tools.
- More info on: <https://www.dropbox.com/business/app-integrations>

What resources can I send to my customers?

- Keeping data secure blog post: <https://blogs.dropbox.com/business/2016/08/keeping-data-secure/>
- Dropbox Business Security White Paper: https://www.dropbox.com/static/business/resources/Security_Whitepaper.pdf