

# Accel Partners tackles new ventures with ease, using [Dropbox for Business](#)

Accel Partners is a venture capital and growth equity firm that builds world-class companies from inception through successful operation. Founded in 1983, Accel has partnered with hundreds of entrepreneurs and management teams to launch many thriving, category-defining companies, including Facebook, Etsy, Kayak, and more.



## Removing hurdles

For every new venture, associates at Accel must complete a rigorous process of research and data gathering, and then present this information to the larger team. Huge decks are created to outline investment information and market dynamics for individual companies — and each must be shared with Accel decision makers.

For a long time, Accel used manual, paper-based methods to create and distribute these decks. Staff members would have to photocopy every pertinent document, and then send massive packets of paper to people to read overnight.

Email was another option for sharing decks and other important documents, but large file sizes put a burden on Accel's mail exchange server, impacting its performance. With so many files being shared, there was also confusion about which were the most recent versions, and whether everything was being shared securely.

[“Prior to Dropbox, we put all event files onto flash drives — and usually two people carried them. Now all we need is Dropbox for Business.”](#)

Dixon Chan, IT Director, Accel

Accel staff recognized the need for a better solution, and found one in Dropbox for Business. Partner Sameer Gandhi says, “Switching to Dropbox freed employees from having to spend time assembling and distributing materials. Instead of dealing with printed decks or massive pdfs, people were suddenly able to share files on their laptops or mobile devices. All of the manual creation and versioning issues were taken out of the equation.”

## Maximizing agility

Almost immediately, Dropbox for Business became the main hub for Accel's files, allowing employees to collaborate faster — without bogging down IT infrastructure. According to IT Director Dixon Chan, “Using Dropbox for Business significantly reduces the load on the email server.”

## Company: [Accel Partners](#)

### Requirements

- A central repository for the latest file versions
- Secure internal and external sharing
- Freedom from having to rely on email

## Solution: [Dropbox for Business](#)

### Results

- Easy access to files, from any device
- Increased productivity and focus on key initiatives
- Decreased load on email servers

When partners and associates need to share data and presentations internally, Dropbox for Business helps them collaborate quickly and conveniently. Staff members meet weekly to review opportunities, and can now access relevant presentations in seconds—on whatever computing device they prefer. “Dropbox effectively runs our Monday partner meetings,” says Senior Associate Vas Natarajan. “We all sit with our iPads, pull up the shared folder, and digest the presentations one-by-one. It’s so simple.”

Dropbox for Business has also simplified external sharing. Accel partners use Dropbox to exchange information with entrepreneurs, and to send post-investment materials to board members. Gandhi says, “For every company whose board we’re on, we have a shared folder for documentation, meeting minutes, and paperwork. It keeps everything so organized and clean.” He adds, “The person who invented the board shared folder was actually Drew Houston, Founder and CEO of Dropbox.”

In addition to sharing key information, Accel uses Dropbox for Business to store marketing and event collateral. Everything from flyers to budgets to entrepreneurial slideshows live in Dropbox, allowing employees to access it all on the fly. Chan explains, “Prior to Dropbox, we put event files onto flash drives—and usually two people carried them. Now all we need is Dropbox.”

### An indispensable asset

Time-savings is one of the most profound improvements Dropbox for Business has made to Accel’s day-to-day operations. Natarajan says that Dropbox saves him several hours each week, minimizing the time he would have wasted emailing or searching for correct file versions. He adds, “If you multiply the hours it saves by eight partners and seven junior partners, that’s fifty man

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Sameer Gandhi, Partner, Accel

hours a week being refocused on higher priorities.”

Security is another important benefit Dropbox for Business offers the Accel staff. Natarajan knows he will always have access to the right version of his files — and can now ensure that no one else has access without authorization.

For Gandhi, mobility ranks high among Dropbox advantages — it lets partners continue important work on the road and from home. He says, “To always have access to the latest files when you’re traveling is really powerful. The Dropbox app on my iPad is indispensable. It’s a fundamental tool for productivity and efficiency.”

Above all, Gandhi values Dropbox for Business for its reliability. He knows that whatever content he needs will be there for him, no matter where he goes. “What I love about Dropbox is that I don’t have to think about it,” he admits. “It’s brain-dead simple. I don’t have to go log in or remember to store things a certain way. Magically, my stuff is just there and I can get right to work.”

### About Dropbox

Dropbox lets you bring your docs, photos, and videos anywhere and share them easily. Keep files up-to-date across multiple devices and stay in sync with your team — effortlessly. Dropbox for Business also offers administrative tools, phone support, and as much space as you need.

To learn more about what Dropbox for Business can do for your organization, please visit [www.dropbox.com/business](http://www.dropbox.com/business) or email us at [sales@dropbox.com](mailto:sales@dropbox.com).