

Dropbox for Business makes a positive impact on Cleantech Group

Cleantech Group helps clients find, connect with, and embed innovation. The company's i3 platform allows subscribers to discover companies and explore cleantech trends. Cleantech Forums bring together cleantech and sustainability thought leaders, and Cleantech's advisory services leverage expertise in designing and executing strategies for sustainable growth and innovation sourcing.



Planting the seeds

In 2012, a decade after its initial development, Cleantech Group joined forces with GreenOrder — a sustainability consulting team. Though the merger meant great things for Cleantech Group's offerings, it posed a number of questions around integration, file storage, and collaboration. Up until that point, GreenOrder had been using a local server in its main office, but many files were being stored on individual computers. In addition, it was a struggle for remote employees to access the server using the VPN. Cleantech Group, on the other hand, was using Dropbox to store and share files — without any accessibility issues.

The two teams agreed to reevaluate solutions and ultimately chose Dropbox for Business because of its affordability and simplicity. Without an IT department, it was important for Cleantech Group to keep using technology that allowed employees to be hands-on, without requiring too much hand-holding. "Dropbox makes it easy for everybody to access their files from any computer — no matter where they are," says Vice President of Finance Dave Couch. "And we never have to worry about costly backups or annoyingly slow VPN connections."

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Sheeraz Haji, CEO, Cleantech Group

Once the decision was made, Analyst Will Van Eaton and two coworkers led a couple quick Dropbox training sessions to bring the rest of the team up to speed — and it was smooth sailing after that. Now Dropbox for Business serves as Cleantech Group's primary file repository. "It's the only server we use," Van Eaton explains. "The goal is that every bit of data we own is saved on Dropbox."

Company: Cleantech Group

Requirements

- A cost-effective solution that doesn't require IT support
- The ability to easily keep files backed up
- A way to share multiple files, without sending multiple emails

Solution: Dropbox for Business

Results

- Easy-to-use, secure, centralized file storage
- Better conditions for remote employees
- Decreased downtime when computer issues occur

Tidying up processes

Cleantech Group currently maintains Dropbox for Business folders for every active project in its organization. All client materials are saved on Dropbox, as well as all internal documents. According to Cleantech Group's CEO Sheeraz Haji, "Dropbox for Business has made it easier than ever to manage our files. We can share with the click of a button, automatically control file versions — and we never have to worry about accidentally deleting important assets."

When it comes to sharing, Cleantech staff uses shared links to distribute reports and business updates internally. For external file exchanges, the team invites clients to join designated Dropbox folders. Van Eaton says his team finds this method highly efficient because they can "pack a bunch of information into a specific folder and clients can download everything in one spot — instead of being forced to read a string of five emails."

In addition to making sharing easier for Cleantech, Dropbox for Business has taken the hassle out of working from home and the road. Employees know their files will always be saved in one secure, centralized location — and they'll always be accessible. Even when people are away from their computers, they can retrieve files via the Dropbox mobile application. Van Eaton recently used the mobile app to address an urgent need while he was on vacation in Snow Basin, Utah. "I was in a ski lodge at the top of a mountain," he says. "And I was able to share a doc with someone right from my phone. That never would have been possible without Dropbox!"

Gaining more control

Prevention of downtime and, thus, preservation of profitability are two of the most significant ways in which Dropbox for business has impacted Cleantech Group's operations. Having Dropbox in place means that even if computer issues occur, employees won't be forced to stop working. No matter what, they'll have access to the files they need to maintain productivity. Van Eaton adds, "It's been hugely helpful when someone forgets a computer, has a

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Will Van Eaton, Analyst, Cleantech Group

technical problem, or locks their laptop in a file cabinet and misplaces the key. They can just pick up work immediately from any other machine."

Dropbox for Business has also saved staff members time by offering fast file recovery. Van Eaton remembers an incident when an employee accidentally deleted a quarter of a million files! "A quick email to the Dropbox support team, and everything was restored — exactly where it had been," he says.

The assurance of knowing files on Dropbox for Business will always be kept safe is further supported by recent security enhancements to Dropbox administrative tools. Admins can now see every device accessing the account, which adds an extra level of protection against unauthorized users. "I really appreciate the granular view on the members page of the new admin console," Van Eaton states. "The ability to track linked devices and web sessions gives us additional visibility over individual users — which benefits our overall security."

Dropbox for Business provides Cleantech Group a convenient, controlled way to get the right materials into the right hands, at the right time. And that adds up to good things for the company and the entire planet.



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 or email us at sales@dropbox.com.