

Fenix International powers communities with [Dropbox for Business](#)

Fenix International designs and manufactures off-grid energy systems for emerging markets around the world. Their signature product, “the ReadySet,” is a high quality battery system that uses solar or kinetic energy to provide electricity for lighting, electronics, and more. Fenix also works with mobile telecom companies to help local shop owners provide power solutions to people in their communities.



Bringing computing issues to light

As a global business, Fenix International frequently requires its staff to visit locations where its products are created and sold. But the constant travel posed back-up challenges and there was the potential for data loss every time an employee took his or her computer on the road. “Our network storage device in California wasn’t really getting used,” says Chief Operating Officer, Brian Warshawsky. “We knew there were many computers floating around that hadn’t been properly backed up.”

In addition to wanting to protect important data, Fenix was also looking for a more efficient way to share information, images, and videos companywide. “We were relying on email and flash drives, or occasionally an FTP server. We needed a more formal sharing mechanism in place,” Warshawsky explains.

Without a dedicated IT person, the startup needed a solution for both data problems that would be simple to implement. After using Dropbox for his own system backups, Warshawsky thought the Business version could be just the right fix for Fenix.

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Brian Warshawsky, Chief Operating Officer, Fenix International

Getting solutions up and running

Fenix’s move to Dropbox for Business was smooth and painless — even for employees residing overseas. Once everyone was onboard, the fear of losing files was eliminated. When turbulence on an airplane caused Warshawsky to spill a drink on his laptop — midflight at the beginning of a multi-month trip — he didn’t have to worry because all of his files were safe in Dropbox. He simply pulled out his spare testing laptop, installed Dropbox, synced his files and

Company: [Fenix Int’l](#)

Requirements

- A reliable way to back up computers across the company
- The ability to access files on the road
- Storage and sharing built for large photo and video files

Solution: [Dropbox for Business](#)

Results

- Peace of mind, knowing files will always be backed up and secure
- More convenient data exchanges between staff members
- Simplified sharing of sizable files

folders, and within minutes was able to pick up exactly where he left off. "Having my files on Dropbox that day saved me from disaster. Not only would I have had to ask colleagues in different countries to email me everything again — I would have lost a significant portion of the data forever," he says.

With Dropbox, the company also finally had a convenient way to share large files. In addition to using Dropbox for Business to share videos, photos, and artwork internally, Fenix is now planning to use Dropbox to pass marketing materials to its outside telecom partners.

One of the most surprising benefits of using Dropbox for Business has been its ability to serve as a data warehouse for the information gathered from Fenix ReadySets. Fenix uses a special application to collect energy usage data from its devices — such as how many watt-hours have been put in via solar, grid, or bike, and how many have been taken out via USB or 12-volt ports. But the people compiling the data are often in Uganda, Rwanda, or China, and the Fenix engineers are in California.

Dropbox for Business connects both parties by linking the application and its associated files. Now all of the data gets saved in one designated folder. Warshawsky explains, "Any time someone in Asia or Africa runs a test on a device, it updates the information in Dropbox and the engineers in California can quickly access it for data analysis. From a productivity and simplicity standpoint, Dropbox for Business has been essential. We no longer have to email data back and forth and keep track of what was sent to whom."

Saving time and energy

Warshawsky credits several Dropbox for Business features with helping to save employees time and boost productivity.

Fenix uses read-only links both internally and externally, and even uses them to share with partners who aren't on Dropbox yet. "We often share links for large fundraising decks or hefty presentations," Warshawsky says. "The alternative — trying to email an 80 MB file — just doesn't work."

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Another Dropbox for Business offering that's become important to Fenix is the ability to access files on the web. Warshawsky says, "When I damaged my computer, Dropbox saved me. It made it possible to quickly get the files I needed while I waited for my other computer to sync and fully download everything...which, in Uganda, can take a while because of bandwidth."

Bandwidth limits are also the reason Fenix employees greatly value selective sync, which gives people the ability to turn off folders they're not using. "If you're in Uganda and you have low bandwidth, you don't want the biggest video folder downloading to your computer while you're trying to do a video chat," states Warshawsky. "It's nice to have the option to control that."

Whether users are in exotic locales or at the office, Dropbox for Business and its host of features have helped Fenix International's staff work more efficiently than ever.



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.