

## Dropbox for Business helps Endeavor empower entrepreneurs around the world

Endeavor is a nonprofit organization that supports high-impact entrepreneurship. Using a “mentor capitalist” model, Endeavor connects entrepreneurs with business leaders for the guidance and resources they need to succeed. Endeavor’s ultimate goal is to empower entrepreneurs to create jobs and become role models for the next generation of big thinkers.



### Making efficiency a higher priority

Several times a year, Endeavor hosts International Selection Panels to showcase potential entrepreneurs and choose the candidates it will support. These events take place around the world and require significant legwork to properly organize.

As part of each event, the Endeavor team must assemble an extensive set of informational documents that always require multiple rounds of updates to event details, entrepreneur profiles, and panelist judge bios. Brian Chen, an Account Manager for the Entrepreneur Selection and Growth Team, explains, “There are so many iterations of the Panel documents — there’s always a lot of anxiety about whether or not we’re looking at the correct files.”

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Fernando Fabre, President, Endeavor

For the most part, Panel document collaborators relied on email to pass files back and forth while developing content. But as Chen says, “That was a cumbersome process. You never knew if you were truly working off the most recent version.” In an attempt to find an alternative to email-based sharing, Endeavor’s staff tried methods like Salesforce libraries and Google docs, but Chen says those created a hodgepodge of documents that lacked organization.

Endeavor’s staff needed a more efficient way to distribute and update event documents — and a simple way to share files with its 15 other international office locations.

### Company: Endeavor

#### Requirements

- A simple way to update documents without creating multiple versions
- Remote access to files
- The ability to quickly share files with international offices

### Solution: Dropbox for Business

#### Results

- More streamlined editing of important event documents
- Better information exchanges with employees around the globe
- Improved productivity due to remote and mobile access

## Smoothing the path to success

Once Endeavor switched to Dropbox for Business, managing the Panel documents became easier almost immediately. All event files could be stored in one place and accessible to anyone who needed them. “We used to have everyone download documents onto their respective USB drives, and then email versions to the entire team whenever an update was made,” Chen recalls. “With Dropbox, USBs are unnecessary. Instead of sending emails, all we have to do is save documents — which we would have done anyway.”

In addition to relying on Dropbox for Business internally, Endeavor uses it to share completed schedules and information with event attendees. “With events, there are always last-minute changes,” Chen says. “Updating documents within links we’ve already sent — without actually having to notify people or send out new versions — is really convenient.”

International business dealings have also become smoother with Dropbox. As Chen explains, “One of the primary reasons we were eager to use Dropbox for Business is because we work across borders so often. On any given day, I work with people in South America, the Middle East, and Southeast Asia. Dropbox has made file sharing with these offices much easier.”

When it comes to traveling to countries where colleagues reside, Endeavor employees rely on Dropbox for real-time access to their important files back home. Endeavor President, Fernando Fabre, calls Dropbox for Business “indispensable.” He believes “Dropbox for Business helps our world-traveling staff do something internal servers can’t do: easily collaborate outside of the office. No matter where employees are, they can stay as productive as if they were sitting right next to each other.”

Whether abroad or in the U.S., Endeavor team members also rely heavily on mobile access to documents — particularly during entrepreneur recruiting. Chen uses Dropbox for Business on both his iPhone and iPad. “I use the iPhone app to review presentations before I give them,” he says. “And then I often run the actual presentations on my iPad, or connect it to a projector. It’s the easiest way to give presentations on-the-go.”

“Because we had remote access to everything through Dropbox, we could continue to work even with a disaster going on around us. Dropbox for Business was a lifesaver.”

Brian Chen, Account Manager for the Entrepreneur Selection and Growth Team, Endeavor

## Surviving the unexpected

Endeavor’s ability to use Dropbox for Business remotely and on mobile devices came in very handy when, in the midst of planning its final Selection Panel event for 2012, the company’s New York headquarters was hit by Hurricane Sandy. Both the office and many staff members were left without power.

“Without Dropbox, all of our files would have been saved to the server in our office,” Chen says. “We would have been really stuck in terms of being able to complete our work on the Panel documents. But because we had remote access to everything through Dropbox, we could continue to work even with a disaster going on around us. Dropbox for Business was a lifesaver.”



## 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).