



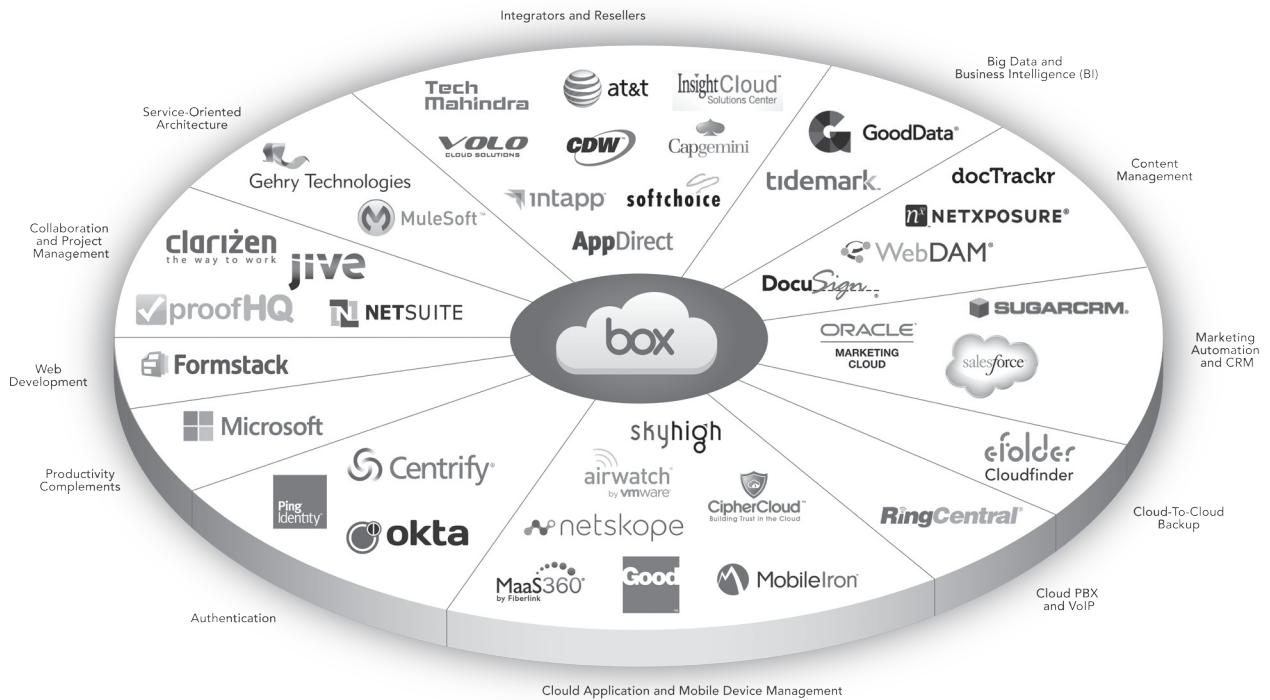
eFolder White Paper: The Ultimate Guide to the Box Ecosystem

September 2014

Introduction

In September 2014, eFolder became the newest member of the Box Ecosystem with its Cloudfinder for Box service, the first dedicated cloud-to-cloud backup for Box users. But what exactly is the Box Ecosystem, and how can you use it for your business?

We've identified 38 companies across 13 categories that integrate with Box and what they do for you. We're calling it the Ultimate Guide to the Box Ecosystem, but the truth is, as Box grows, so too will their number of integrations, so this list is sure to expand greatly as the 27+ million users of Box increase at a rapid pace.



Source: eFolder

Marketing Automation and CRM Integrations

These companies live and breathe to make your marketing and sales process simpler while increasing the number of leads in your pipeline and building up customer happiness.

Oracle



Description:

Complete out-of-the-box marketing automation solution for creating campaigns, generating leads, and measuring success.

Role in Box Ecosystem:

The Oracle Marketing Cloud app, developed by Eloqua, allows users to add files and shared links to Eloqua emails and landing pages as well as tracking the engagement of those assets. This integration is free to use for Eloqua and Box clients.

Salesforce.com



Description:

Solutions to help sales reps increase pipeline generation, reduce sales cycles, and improve win rates.

Role in Box Ecosystem:

Salesforce for Box allows users to store, access, and share files both internally and externally, track what content has been shared, previewed or downloaded by collaborators. The app enables content to be accessed, approved and updated from any mobile device, and also allows that content to be accessed in other enterprise applications such as NetSuite, Zendesk, and Eloqua, all through Box.

Taptera



Description:

Mobile Sales Management platform for complex workflows.

Role in Box Ecosystem:

The Showcase app by Taptera allows Box users to easily brand and theme their mobile experience. It allows curated, controlled and secured distribution, management and engagement of content for specific audiences, customized to fit their needs. Showcase acts as a custom mobile app for users to share marketing, sales, PR, distributor, corporate branding materials, and more using their own logo and custom backgrounds, put together with a simple drag and drop configuration in Box folders.

SugarCRM



Description:

Customer Relationship Management (CRM) software that provides contextual intelligence.

Role in Box Ecosystem:

Securely access, share, and collaborate on files anywhere. Using Box, you can manage all documents and uploads for any record in Sugar – leads, accounts, opportunities, anything – and map any field in a Sugar record to its corresponding Box folder. Users can also tag, edit, upload, and revise documents from with the Sugar record, as well as previewing and tagging documents for Box within SugarCRM.

Authentication Integrations

These integrations allow admins and managers set up secure sign-ons and authentication for their users, ensuring that their data is safe and only being accessed by those who are authorized to do so.

Okta



Description:

Identity-as-a-Service that works across on-premises applications and cloud services.

Role in Box Ecosystem:

Okta's Cloud Connect for Box connects Box to Active Directory, making employee access to Box more secure and eliminating the need for people to manage multiple usernames and passwords with their single-sign on feature. Okta also allows for automated provision and deprovisioning of user accounts, and password synchronization, helping enterprises of all sizes to deploy Box for their business.

Centrify



Description:

Unified identity management across data center, cloud, and mobile.

Role in Box Ecosystem:

Centrify goes beyond Single Sign-On and offers secure mobile "zero sign-on" to Box, and secure Single Sign-On with Active Directory credentials when using a browser on other devices. Centrify also lets users locate, lock, and wipe their mobile devices and reset their Active Directory passwords in the event they become compromised.

Ping Identity



Description:

Internet and SaaS identity security and Single Sign-On solutions that enable secure access to Internet applications.

Role in Box Ecosystem:

Ping's Identity-as-a-Service enables standards-based Single Sign-On and automated user management to Box's collaboration platform, while keeping your identity information safe behind your firewall as well. Their centralized access control lets IT manage sign-ons, access and provisioning from one console and gives users the ability to access Box whether they're in the office or on the go.

Content Management

From e-signing secure files to easily sharing marketing assets and encrypting, tracking and managing sensitive documents, these integrations have you covered.

DocuSign



Description:

Secure cloud-based software and services to keep business transactions 100% digital.

Role in Box Ecosystem:

DocuSign's Box integration allows users to send files to be e-signed directly from their Box account. File types that can be sent with DocuSign include pdf, doc, docx, xls, xlsx, ppt, pptx, txt, rtf, tif, png, jpg, jpeg, and gif.

WebDAM



Description:

Digital asset management software to help companies organize digital assets.

Role in Box Ecosystem:

With WebDAM, users are able to share marketing assets between Box and WebDAM regardless of which interface you and your collaborators are using. Share photos, graphics, videos, documents, presentations, and more seamlessly between Box and WebDAM, apply custom metadata, automatically place watermarks on your files, and manage the licensing rights to your rich media all in one place.

NetXposure



Description:

Veteran digital asset management provider, built to seamlessly sync with any work-in-progress project or other custom workflow.

Role in Box Ecosystem:

The NetXposure Box plug-in allows for direct correspondence between NetXposure's DAM and Box directories, allowing for simple search, browsing and collecting of assets, which can be pushed into a specific Box folder.

docTrackr



Description:

Complete out-of-the-box marketing automation solution for creating campaigns, generating leads, and measuring success.

Role in Box Ecosystem:

The Oracle Marketing Cloud app, developed by Eloqua, allows users to add files and shared links to Eloqua emails and landing pages as well as tracking the engagement of those assets. This integration is free to use for Eloqua and Box clients.

Cloud-to-cloud backup

eFolder



Description:

Cloud data protection, business continuity, and cloud file sync vendor for the IT channel.

Role in Box Ecosystem:

eFolder's Cloudfinder for Box allows administrators to backup Box data to a tamper-proof SafeHaven and second-site location and perform cross-service instant full-text search of their database. Cloudfinder also automates the enforcement of corporate data governance policies and enables users with self-service point-in-time restores of Box data so they're sure their cloud data is in the right hands, and if it ever gets accidentally lost or deleted, Cloudfinder can restore it any time.

Cloud Application and Mobile Device Management

Use these integrations to keep your cloud data safe when your collaborators are using mobile devices to access, work on, and share files.

MobileIron



Description:

Mobile IT platform designed to protect enterprise data on-device and in motion.

Role in Box Ecosystem:

Box for MobileIron provides simple, secure sharing from anywhere. Easily store files online, send large files in an instant, and access your content from an iOS device while collaborating with your colleagues on the go. MobileIron also offers security features like data loss prevention and remote wipe to keep your info out of the wrong hands.

AirWatch by VMware



Description:

Mobile device management, mobile application management and mobile content management solutions, designed to simplify mobility.

Role in Box Ecosystem:

AirWatch gives administrators the ability to control access to Box data on mobile devices with security controls, user information, preferences, and Single Sign-On configuration, allowing users to securely be more competitive and agile than ever before.

Skyhigh



Description:

Software for discovering the services employees are using, analyzing risk, and enforcing security policies.

Role in Box Ecosystem:

Skyhigh for Box gives users the ability to extend IT controls to Box for the purpose of limiting shared data based on attributes such as domains, monitors and prevents data loss, and monitors cloud activity, responds to incidents, and protects data from unauthorized access. Skyhigh automatically creates behavioral baselines and sends alerts to administrators when anomalous activity is detected.

Good Technology



Description:

Secure app-to-app workflows that include integrated email, communications, document management, business intelligence, social business, wireless printing, and more.

Role in Box Ecosystem:

Box for Good lets users share, send, and access files quickly and simply – no matter where they are. Compatible with iPhone and iPad, it offers advanced security and management features built by Good Technology and allows for added encryption and remote wiping.

Netskope



Description:

Cloud-based security services and broker supplying businesses with visibility and protection.

Role in Box Ecosystem:

This integration prevents loss of sensitive data stored within Box by allowing you to enforce your data leakage policies exclusively in Box and is the only cloud app approved for ePHI data. See who's sharing and looking at your files, run analytics, and consolidate redundant instances to reduce the complexity of your cloud on mobile devices and PCs with Netskope.

CipherCloud



Description:

Cloud-based security services and broker supplying businesses with visibility and protection.

Role in Box Ecosystem:

CipherCloud for Box gives users the ability to enforce corporate Data Loss Prevention policies and control the unauthorized sharing of sensitive content like credit card numbers, healthcare information and intellectual property. The integration adds privacy, security, data residency, and regulatory compliance controls that companies in high-security verticals require, paired with the user-friendly nature and convenience of Box.

MaaS360 by Fiberlink



Description:

Enterprise mobility management solutions.

Role in Box Ecosystem:

MaaS360 Secure Document Sharing allows users to securely view, create, edit, save and sync Word, Excel, PowerPoint or text files on mobile devices, behind your firewall.

Web Development

Formstack



Description:

Online form builder that enables users to create any type of online form, including surveys, contact forms, event registrations and order forms.

Role in Box Ecosystem:

Build powerful web forms without any programming. Formstack's Box integration allows you to keep your inbox clean by providing feedback directly on shared files and lets you store and share large file uploads such as videos or presentations. You're also able to share multiple files with a customized URL for your folder. Formstack helps organize you files within Box while saving you time and effort.

Productivity Complements

Microsoft



Description:

Multinational corporation that develops, manufactures, licenses, supports, and sells computer software.

Role in Box Ecosystem:

With the Box for Office add-on, users can open Box files directly from Word, Excel, and Powerpoint, then save them to the cloud and share with colleagues by using Box shared links without ever leaving their Office program.

Cloud PBX and VoIP

RingCentral



Description:

All-inclusive cloud phone system with voice, fax, text, conferencing, and HD video meetings.

Role in Box Ecosystem:

RingCentral FaxOut allows RingCentral customers to fax Box documents from within their Box account, quick and simple. Fax a document to as many as 50 recipients and add a customized message or cover page all within the RingCentral app.

Integrators

The following companies provide services that bridge their internal enterprise content management systems like SharePoint and iManage or other internal legacy systems with Box cloud services.

Intapp



Description:

Description:

Solutions that address strategic objectives including meeting client compliance requirements, managing risk, increasing profitability, reducing operational costs, and improving business process efficiency.

Role in Box Ecosystem:

Intapp's Integration Builder allows IT teams to easily automate content propagation between their ECM system and Box at a frequency of their choosing. IT can also set up customizable, targeted notifications so that users know when and where their content is available. Intapp gives organizations the benefits of traditional ECM systems (security, data integrity) with the efficiency and convenience of the cloud.

Volo Solutions



Description:

Consulting, system integration, and managed services for human capital solutions.

Role in Box Ecosystem:

skyBRIDGE by Volo Solutions is a customer FTP connector for the Box Platform. With skyBRIDGE, users are able to automate the process of moving files from their legacy systems to Box and integrate data from mobile devices and scanners, without losing any of the context and searchability their index had before moving to the cloud.

Capgemini



Description:

One of the world's foremost providers of consulting, technology and outsourcing services.

Role in Box Ecosystem:

Capgemini's partnership with Box gives Box users access to Capgemini's network of service providers, specializing in the strategic planning of moving a company to a cloud architecture. They're also available to help companies set up custom app integrations and can handle complex architecture implementations.

Box Resellers

The following companies provide Box Business or Enterprise services to their clients, allowing them to continue offering account management and support for their cloud services while adding a more robust and comprehensive set of solutions.

AppDirect

AppDirect

AT&T



CDW



Softchoice



Insight Cloud



Tech Machindra



Service-oriented Architecture

Some industries have needs that a “one size fits all” integration doesn’t fulfill, and that’s where these companies come in. They help extend the abilities of Box in a way that makes sense for your business specifically.

Mulesoft



Description:

Integration platform for connecting SaaS and enterprise applications in the cloud and on-premise.

Role in Box Ecosystem:

Mulesoft’s Anypoint Box connector lets users integrate their apps and websites with Box. The connector makes integrations between Box and your ECM easy, and makes Box a collaborative cloud-based extension of the users preferred CMS. Anypoint also helps businesses integrate SaaS, mobile, and on-premise systems in a matter of days, a process that normally takes weeks or months. strategic planning of moving a company to a cloud architecture. They’re also available to help companies set up custom app integrations and can handle complex architecture implementations.

Gehry Technologies



Description:

Strategic and tactical services for design, construction, and facility operations.

Role in Box Ecosystem:

Gehry Technologies makes information-rich BIM 3D models available on a project via their AEC Toolkit. Users of the application can access high-level detailed BIM 3D models, provide realtime feedback and make informed decisions, regardless of the platform or BIM 3D authoring tool, with no extra software to install.

Big Data and Business Intelligence

With these tools, companies are able to use data to understand what makes their teams productive and how to increase their performance.

GoodData



Description:

Advanced business intelligence tools and technology for SaaS Business Intelligence (BI).

Role in Box Ecosystem:

GoodData Box Analytics was built for CIOs and Box administrators to develop a comprehensive view of how their organization is sharing and managing the content they create. The app gives users insight into the adoption and engagement rate employees have with Box, security and monitoring services, collaboration usage, and the app automatically identifies power users and collaborators.

Tidemark



Description:

Enterprise performance management software for organizational analytics and forecasting.

Role in Box Ecosystem:

Tidemark's user friendly interface, collaboration, content management, and modelling tools help Box business users create actionable visualizations to tell the story of a company's performance in an engaging way. The Tidemark and Box integration enables company decision makers to find out what's working, what isn't, and what the next steps are.

Getting Your Business Involved

With Box being used by 240,000 businesses at the time of this writing, it's likely that yours can benefit from a handful of the apps and integrations listed above. Most of them are available right from the [Box App Store](#), and plug-in seamlessly to your current Box experience.

Our own integration, Cloudfinder for Box, the first dedicated cloud-to-cloud backup for Box is available on the [Cloudfinder website](#) as well as in the [app store](#).



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