



INTRODUCTION TO BOX SERVICE

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VITA VIRTUAL SERVICES FAIR

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Content is at the heart of all government processes



VITA Box Services

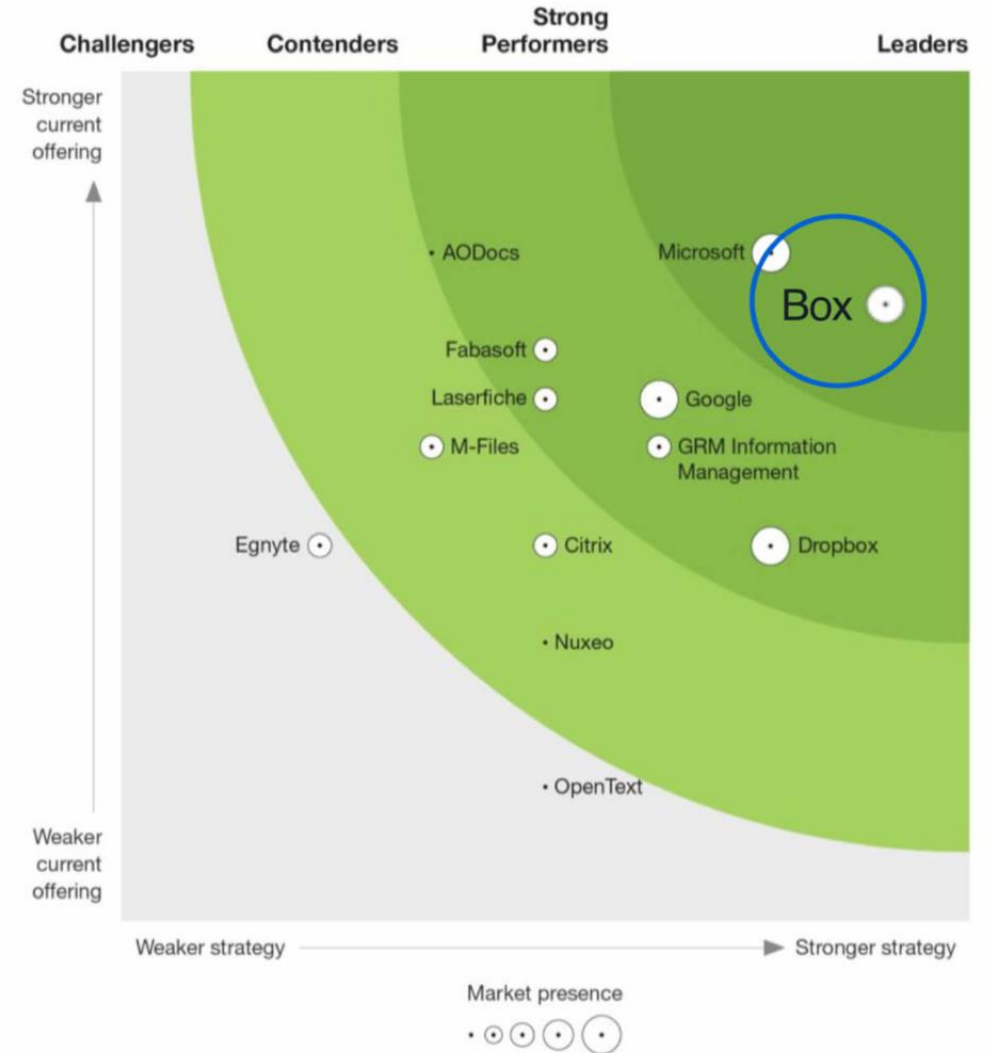
Box is a secure cloud-based content management, collaboration and workflow platform. Box helps agencies digitize records, automate workflows, and enable collaboration between employees, teams, departments or external parties.

One secure platform to
manage the entire
content journey



- **100% Cloud based secure content management platform.**
- **Box** is **named the undisputed leader by** three leading analyst firms: **Gartner, Forrester, and IDC.**
- **Consistently delivering durable revenue growth**, increasing by more than **7x** from \$116 Million in FY12 to \$770 Million in FY21.
- **67%** of the **Fortune 500** trust the Box
- Uniquely positioned to help customers by driving broad-based **digital transformation by securing content and powering collaboration in one platform.**
- **ECOS certified and on the VITA service catalog**

ENTERPRISE CLOUD OVERSIGHT SERVICE



ONE PLATFORM THAT WORKS SECURELY WITH ANY APP, ON ANY DEVICE



Box comparison to OneDrive and SharePoint

	box	OneDrive	SharePoint / Teams
END USERS			
Individual productivity on any device	✓	✓	
Team and departmental collaboration	✓		✓
Desktop access to content	✓	✓	✓
Single mobile experience for users for all use cases	✓		
Unified search for organization-wide content	✓	✓	✓
Links, file info, and metadata stay with files	✓	✓	✓
Integrations with best-of-breed productivity and SaaS	✓	✓	✓
Recents and favorites across all file types	✓		
Native commenting for all file types	✓	✓	✓
Integrated support for all productivity (Office, G Suite, iWork)	✓		
Unlimited storage	✓	✓	
SECURITY & COMPLIANCE			
Centrally managed collaborators & shared link expiration	✓		
Centrally managed trash settings	✓		
Dynamic watermarking for all file types, including video	✓		
Customer has sole ownership of encryption key	✓	✓	✓
Data residency (incl. multi-geo) for all company sizes	✓		
Compliance for highly-regulated industries (HIPAA, FINRA, PCI DSS, FedRAMP, etc.)	✓	✓	✓
Site-wide GxP validation	✓		
C5, TCDP, APEC CBPR	✓		
Binding Corporate Rules (BCRs)	✓		

Box comparison to Google Drive

	box	Google Drive	Drive Enterprise
END USERS			
Individual productivity on any device	✓	✓	
Team and departmental collaboration	✓	✓	✓
Desktop and Cloud access to all shared content	✓	✓	✓
Task and Automation capability for all file types	✓		
Access to content information and statistics in one view.	✓		
Links, file info, metadata and policies stay with files	✓	✓	✓
Granular, user-controlled access permissions	✓	✓	✓
Password protected Shared Links	✓		
Native commenting for all file types	✓		
Integrated support for all productivity (Office, G Suite, iWork, Quip)	✓		
Unlimited storage	✓	✓	\$\$\$
SECURITY & COMPLIANCE			
Retention & disposition capabilities	✓	✓	✓
Centrally managed collaborators & expiration of shared links	✓		
Packaged legal holds / defensible discovery	✓	✓	✓
Dynamic watermarking for all file types, including video	✓		
Customer has sole ownership of encryption key	✓	✓	✓
Regional and National Data residency (incl. multi-geo)	✓	✓	✓
Compliance for highly-regulated industries (HIPAA, FINRA, PCI DSS, FedRAMP, TCDP, APEC CBPR, etc.)	✓	✓	✓
Site-wide GxP validation	✓		
2FA for external users	✓		
Binding Corporate Rules (BCRs)	✓		

CURRENTLY SUPPORTING 16 COMMONWEALTH AGENCIES



Cross Department Collaboration



Project Management



Mobile Productivity



Platform (Custom Integration)



External Collaboration



Team Collaboration



Basic Sync & Share



Process Management



Vaccine Reporting

CURRENTLY SUPPORTING 16 COMMONWEALTH AGENCIES

Process Management

Transfer information between parties to achieve a desired business objective, as part of critical business processes

Box Platform

Power content services in custom apps for employees, customers, partners, or suppliers

External Collaboration

Store and manage the transfer of content with external parties

Cross-Department Collaboration

Share and collaborate between different internal teams

Basic Sync & Share

Store and share content, accessible on any device

Mobile Productivity

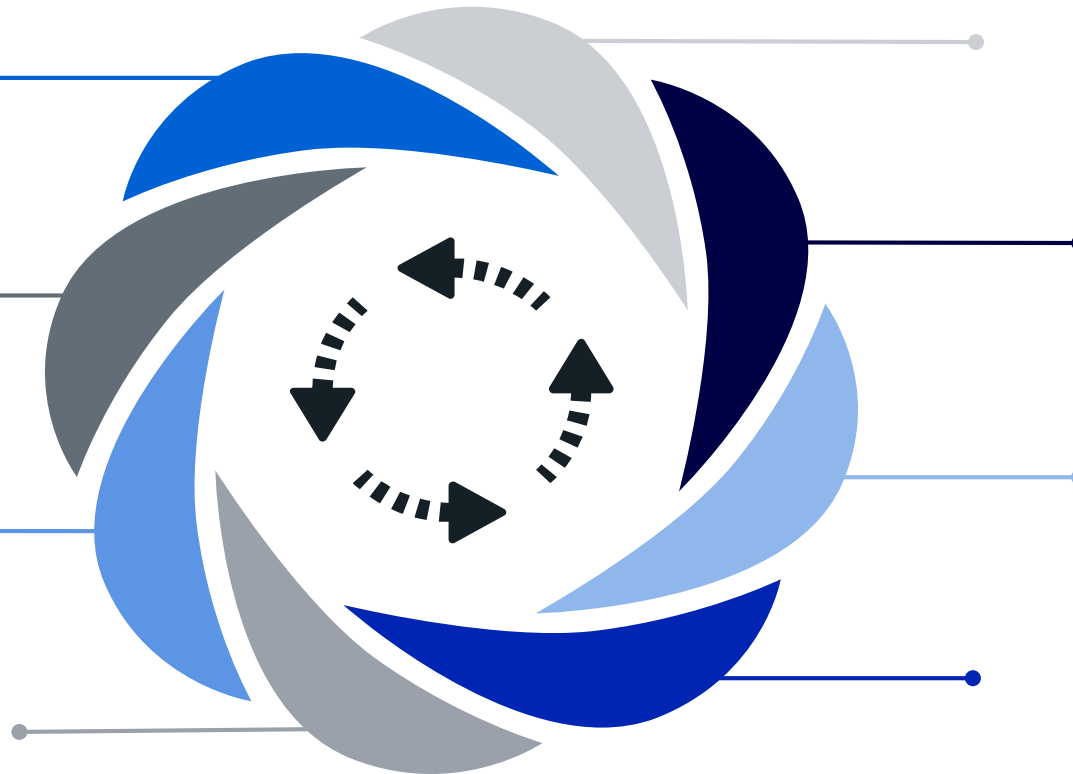
Access corporate content from your mobile device

Team Collaboration

Store, share & collaborate on documents and projects

Project Management

Facilitate project coordination & team management



Training



Legal / Compliance



Acquisition & Budget



FOIA Support



Contracts & Proposal Mgmt.

Time to Market

Low Code / No Code

Unlimited Storage

Accessible on any device

Compliance

Fedramp, CJIS, HIPAA
Compliant



Mobile Friendly

Access corporate content
from your mobile device

Internal & External Collaboration

Store, share, collaborate,
and transfer content
between departments and
external parties

Integration

Integrates with OKTA,
Active Directory, and 3rd
Party Apps

BOX VALUE PROPOSITION



Upload large files quickly and easily



Preview files directly in Box, no need to download



Create, edit and save files securely in Box



Access content anytime, anywhere on any device



Easily share and collaborate with colleagues and external parties



Collaborate in real-time with comments and tasks



Eliminate email attachments with shared links



Mark content to access and edit offline



Securely manage access with permissions features



Track access for all content (viewed, opened, downloaded)



Automatic version control

ONE CONTENT PLATFORM FOR YOUR GOVERNMENT AGENCY

Field operations

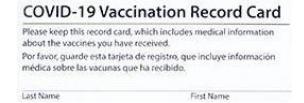
- Improve accuracy and reduce margin of error for field staff with digital inspection processes
- Real-time access to content like maintenance manuals, historical case files, maps and blueprints

Inter-agency collaboration



- Drive collaboration across government agencies to accelerate work in real-time
- Secure sensitive content and protecting IP across state lines

Case management



- Reduce the burden on citizens services centers by digitizing claims
- Accelerate claim intake, processing and archiving processes

Citizen Engagement

- Optimize citizen requests and engagement
- Drive faster, seamless online and mobile services with digital requests

Records management



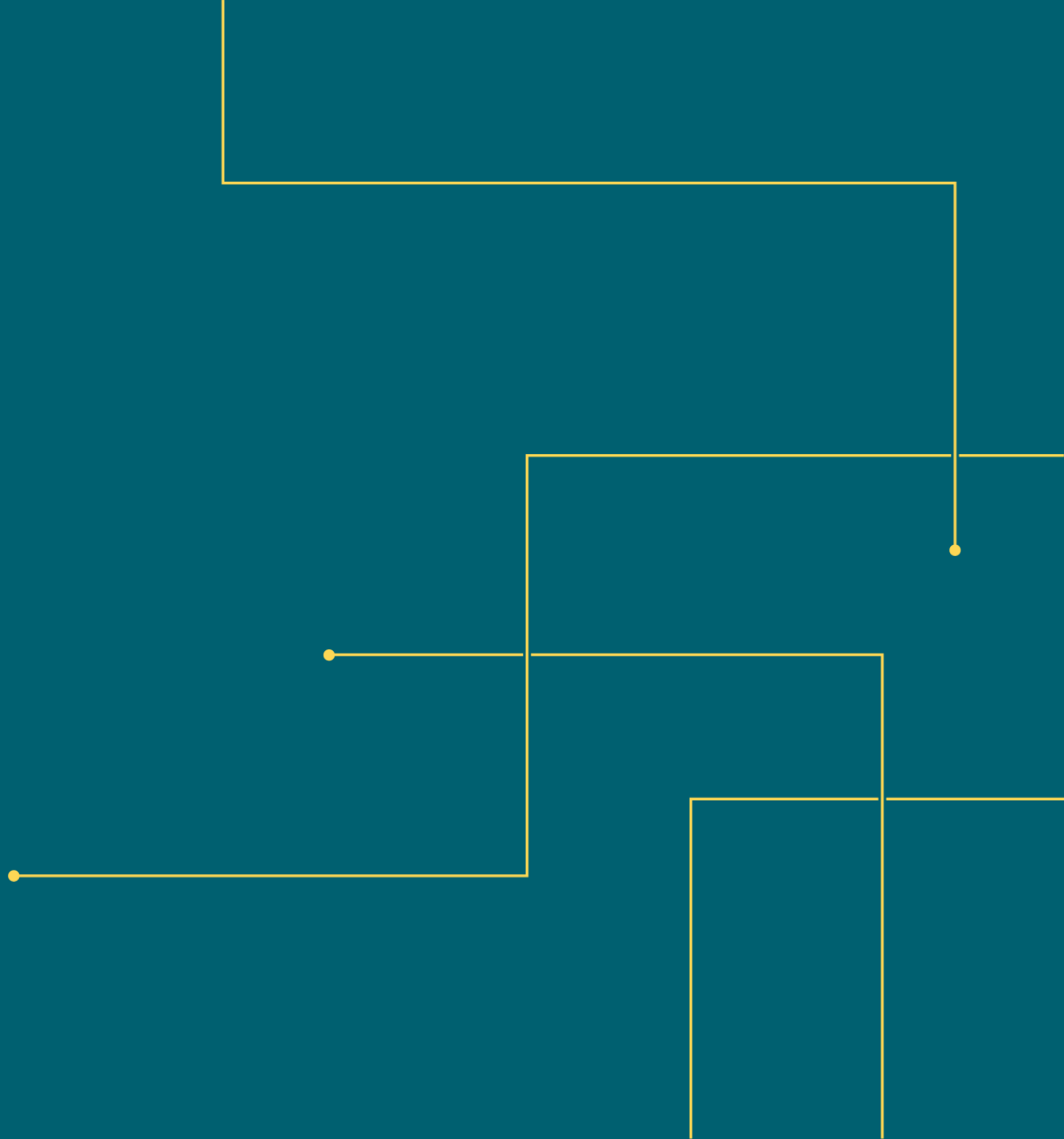
- Digitize all files and apply intelligent metadata-tagging, Migrate Network Drives.
- Reduce enterprise risk with a scalable retention strategy for regulated content

Vendor/Procurement onboarding

- Accelerate vendor onboarding with automated workflows
- Improve vendor communication by automating form collection between internal teams and partners

BOX

Demo



VITA SERVICE TALKS

Let's continue the conversation



LET'S CONTINUE THE CONVERSATION

VITA is offering customers an opportunity to expand upon the discussions that were started today. These service talks will either be one-on-one (agency/supplier) or in open group settings and will provide agencies the opportunity to ask more detailed questions about the services and how they can be applied to their organizations.

PLEASE VISIT THE VITA WEBSITE, VIRTUAL SERVICES FAIR PAGE, FOR INFORMATION ON JOINING THE GROUP SESSIONS AND SIGNING UP FOR 1:1 SESSIONS:

[HTTPS://WWW.VITA.VIRGINIA.GOV/TECHNOLOGY-SERVICES/SERVICES-FAIR/](https://www.vita.virginia.gov/technology-services/services-fair/)



The following VITA service talks have a capacity of 500 attendees:

- **Cloud services**

- Tuesday, Nov. 9: 9 – 10:30 a.m.
- Tuesday, Nov. 16: 1 – 2:30 p.m.

- **Messaging services**

- Thursday, Oct. 21: 1 – 2:30 p.m.
- Thursday, Nov. 4: 9 – 10:30 a.m.

- **Voice and data services update**

- Monday, Oct. 25: 1 – 2:30 p.m.
- Monday, Nov. 15: 9 – 10:30 a.m.

Questions can be submitted in advance by emailing businessreadiness@vita.virginia.gov. Please include the topic in the subject line. For example: Question for messaging service talk

One-on-one service talks are available first come, first served. Please coordinate with your team and sign up your agency for one session only.

- **Application integration services (AIS)**

- Wednesday, Oct. 27: 9 – 10:30 a.m.
- Wednesday, Nov. 10: 1 – 2:30 p.m.

- **ePen**

- Thursday, Oct. 28: 9 – 10:30 a.m.
- Wednesday, Nov. 3: 1 – 2:30 p.m.

- **Box**

- Monday, Nov. 1: 9 – 10:30 a.m.
- Friday, Nov. 12: 9 – 10:30 a.m.

- **Robotic process automation (RPA)**

- Tuesday, Oct. 26: 9 – 10:30 a.m.
- Monday, Nov. 8: 1 – 2:30 p.m.