Working Without Walls

Ben Haines
VP IT/Chief Information Officer
The convergence of cloud, social, mobile and information into a unified set of forces is shaping almost every IT-related decision.

Gartner
1.3B
Mobile Workers
Expected by 2015
(2x today)
Why does this matter?
Doubling User Base for Information Technology
It’s a seismic shift for the entire landscape.
1 NEW ARCHITECTURES
• Vertically integrated
• Closed
• Proprietary
• On premise
• Vendor lock-in
2 NEW MINDSET
“You only gain an edge over rivals by having or doing something that they can’t have or do.”

-Nicholas Carr

IT Doesn’t Matter
FROM

- Physically managing technology
- Cost center
- No differentiation
Four Faces of the New “CIO”

External Focus

Chief Integration Officer

Chief Innovation Officer

The New C "I" O

Chief Intelligence Officer

Internal Focus

Technology Savvy

Business Savvy

Courtesy of R Wang & Associates 2011
3 NEW PLATFORMS

Source: KPCB, Asymco.com (as of 2011), Public Filings, Morgan Stanley Research, Gartner for 2012E data. 2012E data as of Q3:12
44 billion mobile app downloads by 2016.

The number of enterprise-relevant apps has doubled in the past year.

More than half of info workers use 3+ devices for work.
FROM

• Wintel monopoly
• Built for the desktop
• Hard to use, complex
• IT dictated
The New World - Heterogeneity
IT’s Reaction to Change

Denial

Anger

Confusion

Depression

Crisis

New confidence

Acceptance

Self Esteem

Time

Torben Rick July 2012
“The convergence of cloud, social, mobile and information into a unified set of forces is shaping almost every IT-related decision.”

- Gartner
Transform Your Legacy To Enable Working Without Walls

Do you have the right team in place?
Q: How do we get data to our mobile workforce?
Challenge: Everything is behind firewall built for PC
<table>
<thead>
<tr>
<th>Week</th>
<th>Transformation Timeline</th>
</tr>
</thead>
<tbody>
<tr>
<td>Week 1</td>
<td>New File Collaboration Solution</td>
</tr>
<tr>
<td></td>
<td>Switched from Black Berry to iPhone</td>
</tr>
<tr>
<td>Week 2</td>
<td>Changed phone policy to allow BYOD</td>
</tr>
<tr>
<td></td>
<td>Implemented Mobile Device Management Solution</td>
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<tr>
<td>Week 6</td>
<td>New web based email solution implemented</td>
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<tr>
<td>Week 12</td>
<td>Single Sign on solution implemented</td>
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<tr>
<td></td>
<td>New Helpdesk Software implemented</td>
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<tr>
<td>Week 32</td>
<td>Implemented new Hosted Infrastructure</td>
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<tr>
<td></td>
<td>Decommissioned old data center 4 weeks later</td>
</tr>
<tr>
<td>Week 42</td>
<td>New CRM and Analytics Platform Implemented for Sales</td>
</tr>
</tbody>
</table>
Cloud Based Solutions Are A Major Enabler
End user demand driving new apps
OUR VISION:
Share, manage and access your content securely from any device, anywhere
Diverse use cases

File System Consolidation
External Collaboration
Enterprise Mobility
Open Platform

50k seats
13k seats
1k seats
2k seats
Global enterprises trust Box