



Product Brief

Highly secure cloud storage, sharing, and collaboration for the enterprise

Box from AT&T

Box from AT&T is a scalable enterprise-grade solution that enables businesses to better manage content and collaborate more effectively – all in a highly secure cloud workspace. With [Box from AT&T](#), companies can manage, access, and share information from virtually anywhere.

Manage Content and Enable Mobile Collaboration

Box enables users to upload, view, edit, and distribute content from virtually any web-enabled device. In the office or on the field, users will be able to access on their desktop PC, laptop, smartphone and tablet. Native mobile apps are available for all major mobile operating systems including iOS, Android™, Windows®, and BlackBerry®.

By combining full administrative controls and security features with ease of use, Box can be quickly deployed to both office and mobile workers with minimal set-up time and resources, so you can focus on your business.

Box with AT&T NetBond

While cloud services grow in popularity, the internet connections that provide access to public clouds can be cause for concern. AT&T NetBond addresses this concern by delivering the protection of your MPLS virtual private network (VPN) coupled with the speed, agility and powerful capabilities of cloud solutions.

AT&T and Box have partnered so that enterprise customers can utilize their MPLS-based VPN networks to connect to Box content and collaboration services. AT&T NetBond, a patented network technology, provides a highly-secure direct connection between an AT&T VPN and the customer's Box cloud resources. This provides dramatic improvements in performance, security and flexibility. It requires no additional onsite equipment on installation for customer.

Potential Benefits

- Retail: Enable retail personnel access to the latest product collateral via smartphones and tablets for improved customer service.
- Manufacturing: Centralize design schematics, project plans, and technical documentation for a streamlined product development and delivery process.
- Construction and Engineering: Collaborate with sub-contractors, customers, and vendors on complex plans and drawings to expedite projects.
- Healthcare: Access patient scans and review patient records, quickly and in a highly secure fashion.

Features

- Sync and Share: Create, edit, and sync desktop files to your Box account and share using links.
- Collaboration: Edit, comment, and assign tasks on shared files with both internal co-workers and external partners.
- Mobility: preview and access content using Box from AT&T mobile apps for iOS, Android, and more.



Solution Provider

Capture



- Create and organize multiple layers of folders with various levels of user permissions
- Upload files from your PC or from compatible mobile devices

Connect



- Use a web browser or native mobile app to view, download, and edit files
- Find the file or folder you need with the full-text search engine
- Access and view files on-the-go with compatible smartphones, tablets, and other mobile devices
- Sync Box from AT&T folders to your desktop for offline access

Collaborate



- Create a shared workspace and easily invite both co-workers and external partners
- Share folders and large files with a simple link
- Work on the same version of the file: assign tasks, add comments and feedback
- Receive automatic email alerts when people upload, download, or update files

New Challenges Require New Solutions

Organizations are struggling to ensure their content is highly secure, while remaining easily searchable, accessible and shareable both inside and outside of the enterprise. Box from AT&T Governance solves this challenge by providing a single highly secure and scalable cloud-based platform that allows organizations to implement data retention rules, support, e-defensible eDiscovery and enforce content security policies. Through Box from AT&T Governance, companies can meet

the legal, regulatory and business mandates regarding the storage, retention, and sharing of their business information.

Integrate With Industry-Leading Apps

Box integrates with more than 1,000 applications, including Google Apps, Microsoft Office®, NetSuite®, and Salesforce® enabling you to access the same content across any solution. Users can view and edit documents in one place and save updates directly to Box for anytime access anywhere you have an Internet connection. The solution also integrates with other offers available from AT&T such as RingCentral Office@Hand from AT&T, and AT&T Mobile Forms™.

Box for EMM is a mobile application integrating with MobileIron and AirWatch, allowing enterprises to restrict Box usage to company-approved mobile devices and remotely wipe corporate data when employees leave the company or lose the device.

Maximize the Value of Box

Box is both intuitive and easy to implement. However, organizations with complex structures and requirements can take advantage of one of the three levels of Box Consulting to set up and implement the solution that best meets your organizations' needs.

Enhanced Services* Premier & Platinum Services**

| Features | Premier Services | Platinum Services |
|---|------------------------------------|------------------------------------|
| Operating Hours | 24/7 Coverage | 24/7 Coverage |
| Off-Hours On-Call Instant Engineering Support | Yes | Yes |
| Designated Team and Services Phone Line | Yes | Yes |
| Priority Escalation and Executive Attention | Yes | Yes |
| Enhanced Services Lead (Implementation Phase) | Yes | Yes |
| Customized Training and Support Model | Up to 2 Trainings | Up to 5 Trainings |
| Response Time: for Urgent tickets | 1 Hour SLA | 1 Hour SLA |
| Response Time for High and Normal tickets | 2 Hour SLA | 2 Hour SLA |
| Customer Credits for Failure to meet Response Time Agreements | Yes | Yes |
| Customer Credits for Downtime | Yes | Yes |
| Named PS Specialist (life of account) | N/A | Yes |
| Private, Custom Internal Box Forum (with engagement plan) | N/A | Yes |
| Customized Help Desk Collateral | N/A | Yes |
| Regular, robust reporting with proactive monitoring | N/A | Yes |
| Customer Commitment Term | Co-Terminus with Box license | Co-Terminus with Box license |
| Pricing | 15% of Customer's Box license cost | 25% of Customer's Box license cost |

*Requires minimum purchase of \$20,000 annually. **Requires minimum purchase of \$100,000 annually.

Box from AT&T Plans and Pricing

All plans require a minimum of 3 users and a 1 year commitment term. All plans are billed monthly.

| Box from AT&T Plans | Business | Business Plus | Enterprise | Elite |
|---|--|---------------------------------------|----------------------|----------------------|
| Monthly Price Starting at | \$15 | \$23.75 | Contact Us for Quote | Contact Us for Quote |
| File Upload Size/Total Storage | Unlimited | Unlimited | Unlimited | 5GB/Unlimited |
| Automation (Workflow) | Not included | Not included | Included | Included |
| Content Manager | Not included | Included | Included | Included |
| Desktop Sync & Mobile Access | Included | Included | Included | Included |
| Edit and Share | Included | Included | Included | Included |
| External Collaborators | Additional License Order | Unlimited | Unlimited | Unlimited |
| Version History | 50 | 50 | 100 | Unlimited |
| Admin Control and Management | Included | Included | Included | Included |
| Admin Console with Granular Permissions | Included | Included | Included | Included |
| Mobile Security Controls | Included | Included | Included | Included |
| Reporting and Tracking | Included | Included | Included | Included |
| Custom Branding | Included | Included | Included | Included |
| SSO/Active Directory Integration | SSO or One 3rd party integration below | Included | Included | Included |
| Integration | | | | |
| 3rd party ² : AD SAML/SSO, Salesforce™, NetSuite™, Jive™ | SSO or One 3rd party integration below | SSO & One 3rd party integration below | Unlimited | Unlimited |
| Microsoft® Office and Google Apps | Included | Included | Included | Included |
| Mobile Device Management | Included | Included | Included | Included |
| API Actions | 50K actions | 50K actions | 100K actions | 1M actions |
| Enhanced Services | | | | |
| Premier Services | Add-On | Add-On | Add-On | Included |
| Platinum Services | Add-On | Add-On | Add-On | N/A |
| Governance** | N/A | Add-On | Add-On | Add-On |

*Business only allows one integration

**50-500 seats requires API Consulting Lite Package, 500+ seats requires custom scope Full Start.

1. Volume pricing available through your AT&T representative.
2. Box Consulting required to implement selected integration.

Enhanced Services

To maximize your Box from AT&T experience, AT&T offers Box Enhanced Services as an add-on service for eligible organizations requiring a more comprehensive level of customer support.

Enhanced Services Customers get 24/7 access to a team of Box experts who provide response and resolution to mission-critical service concerns. During the implementation phase of Box from AT&T, a Box Enhanced

Services lead will be involved to make sure that your company is set up for success from a support standpoint. Custom helpdesk training will also be provided.

Enhanced Services also offer peace of mind to Customers in the event of a Box downtime event. Based on a sliding scale, Enhanced Services Customers may be eligible for credit(s) in the event of a Box from AT&T downtime event.

Once your account is fully ramped up, the dedicated Box engineering and product team will work closely with you to resolve any service problems, should any arise.

Take advantage of Box Enhanced Services today, contact your AT&T Account Manager for eligibility requirements, pricing, and offer details.

Box Consulting

| | QuickStart | SmartStart | FullStart Custom |
|---------------------------------|---|---|--|
| Target Customer | <75 users | 75-300 users | >300 users |
| Methodology & Best Practices | Yes | Yes | Yes |
| Content Migration | No | Up to 500GB | Up to 1TB |
| Project Terms | Fixed Fee | Fixed Fee | Fixed Fee |
| Scope | <ul style="list-style-type: none"> Admin training Use case discussion Set-up assistance One-time app integration End user training | <ul style="list-style-type: none"> Planning assistance AD set-up: integrate up to 2 apps Deployment and end user adoption assistance | <ul style="list-style-type: none"> 3 use cases Detailed project plan SSO Setup Full Adoption (customized user guides, help desk training, Train-The-Trainer support, end user adoption program) End user training |
| Typical Implementation Timeline | 2-3 weeks | 4-6 weeks | 10-12 weeks |

Box consulting is highly recommended for deployments of 50 seats or more.

Additional Box Consulting Services

| Description | Optimize Analysis | Optimize Standard |
|--------------------------------------|--|---|
| Target Customer | Existing Customers (no limit) | Existing Customers |
| Methodology & Best Practice Training | Yes | Yes |
| Project Terms | Fixed Fee | Fixed Fee |
| Scope | <ul style="list-style-type: none"> Kick-off session 2 end user sessions 1 data review 1 recommendation session | <ul style="list-style-type: none"> Includes Optimize Analysis 8 sessions focused on up to 2 recommendations uncovered during analysis |
| Typical Implementation Timeline | 4-6 weeks | 6-8 weeks |

| Description | API Consulting LITE | API Consulting-Standard | SSO |
|--------------------------------------|--|---|--|
| Target Customer | New or Existing Customers | New or Existing Customers | New or Existing Customers |
| Methodology & Best Practice Training | Yes | Yes | Yes |
| Project Terms | Fixed Fee | Fixed Fee | Fixed Fee |
| Scope | <ul style="list-style-type: none"> Technical subject matter expertise to integrate Box into custom applications | <ul style="list-style-type: none"> Same scope as LITE- for complex integrations or ones with shorter development cycles (<180 days) | <ul style="list-style-type: none"> Helps businesses connect their federation service to Box |
| Typical Implementation Timeline | 2-3 weeks | 4-6 weeks | 2-3 weeks |

Custom Training

| Description | Model 1 | Model 2 | Model 3 | Model 4 | Content Migration |
|---------------------------------|--|---|--|--|---|
| | Standard course | Train the trainer | Custom curriculum | Custom curriculum with onsite | Safely migrates high volumes of content |
| Target Customer | New or Existing customers | New or Existing customers | New or Existing customers | New or Existing customers | New or Existing customers |
| Project Terms | Fixed Fee | Fixed Fee | Fixed Fee | Fixed Fee | Fixed Fee |
| Scope | 2 private deliveries of Box User Essential Training or 1 Series of Box Basics Sessions | <ul style="list-style-type: none"> • 1 custom curriculum • 2 (1) hr consultations | <ul style="list-style-type: none"> • 1 custom curriculum • 2 (1) hr consultations • Tailored agenda to include any topics relevant to Box | <ul style="list-style-type: none"> • 1 custom curriculum • 2 (1) hr consultations • 2 private deliveries of custom curriculum | Each session is equivalent to one 60-minute online meeting with a Box Implementation Consultant |
| Typical Implementation Timeline | 2-3 weeks | 2-3 weeks | 4-6 weeks | 4-6 weeks | 2-3 weeks |

Rate Table

| Professional Services | Customer |
|---|---|
| | One Time MSRP |
| Quick Start | \$1,500.00 |
| Smart Start | \$6,000.00 |
| Full Start (Custom) | \$30,000.00 |
| Optimize | |
| <ul style="list-style-type: none"> • Optimize Analysis • Optimize | \$5,000.00 \$15,000.00 |
| API Consulting | |
| <ul style="list-style-type: none"> • Lite • Standard • SSO Setup | \$5,000.00 \$10,000.00 \$500.00 |
| Custom Training | |
| <ul style="list-style-type: none"> • Model 1 - Standard Course • Model 2 - Train the Trainer • Model 3 - Customer Curriculum • Model 4 - Custom Curriculum w/onsite | \$1000.00 \$5,000.00 \$10,000.00 \$25,000.00 |
| Miscellaneous | |
| <ul style="list-style-type: none"> • Content migration | \$500.00 |

Important Information

General: Box from AT&T ("Box") is available only to enterprise and government customers with a qualified AT&T agreement ("Qualified Agreement") and their respective employees. Box is subject to the Qualified Agreement, applicable Sales Information, and the terms and conditions found at <https://cloud.app.box.com/Box-from-ATT-BSAv2015> and as applicable, <https://cloud.app.box.com/Box-from-ATT-Consulting-Terms> ("Additional Product Terms"). For AT&T's government customers on a Qualified Agreement: Any Additional Product Terms not allowable under applicable law will not apply, and the Qualified Agreement will control in the event of any conflict between the Qualified Agreement and the Additional Product Terms. All charges and fees paid are non-refundable. If Customer cancels before the expiration of the term, Customer is obligated to pay for all seats subscribed to for the remainder of the term. Box from AT&T will automatically renew for one year periods unless Customer provides AT&T with written notice of its intent not to renew at least 60 days prior to the end of the then-current term. May not be available for purchase in all sales channels or in all areas. Additional hardware, software, services and/or network connection may also be required. Availability, accessibility, security, delivery, speed, timeliness, accuracy and reliability are not guaranteed by AT&T. Additional fees, charges, taxes and other restrictions may apply. Offer subject to change.

Premier Services: For Customer's purchasing Enhanced Services, any credit(s) due pursuant to Enhanced Services will be paid to Customer by AT&T. As part of facilitating and implementing Enhanced Services, AT&T may be required to share information regarding amounts billed to Customer with Box, Inc. Customer's purchase of Enhanced Services constitutes Customer's agreement to allow AT&T to share such information with Box, Inc. for this limited purpose.

Coverage; Usage/Billing: Wireless coverage is not available in all areas. See www.wireless.att.com/coverageviewer for AT&T's wireless coverage. Wireless service is subject to transmission limitations and terrain, system, capacity and other limitations. Measured wireless usage incurred in connection with Box from AT&T will be charged as specified in your associated data plan. You will be billed for all wireless data usage up to cancellation of Box from AT&T.

HIPAA: If Customer chooses to use Box from AT&T to transmit Protected Health Information ("PHI"), Customer must encrypt the data in a manner consistent with the guidelines established by the Department of Health and Human Services pursuant to the Health Insurance Portability and Accountability Act ("HIPAA"). To the extent that Customer's use of Box from AT&T requires AT&T to use or disclose PHI, Customer consents to the terms of AT&T's Business Associate Agreement, located at <https://www.wireless.att.com/businesscenter/legal-contracts/business-associate-agreement.jsp>.

Data Privacy: Customer Personal Data may be transferred to or accessible by (i) AT&T personnel around the world (ii) third-parties who act on AT&T's or AT&T's supplier's behalf as subcontractors; and (iii) third-parties (such as courts, law enforcement or regulatory authorities) where required by law. Customer will only provide or make Customer Personal Data accessible when Customer has the legal authority to do so and for which it has obtained the necessary consents from its end users, and will camouflage or securely encrypt Customer Personal Data in a manner compatible with the VSP. As used in this Service Guide, the term Customer Personal Data includes, without limitation, name, phone number, email address, wireless location information or any other information that identifies or could reasonably be used to identify Customer or its end users. Customer is responsible for providing end users with clear notice of AT&T's and Customer's collection and use of Customer Personal Data obtained via the VSP and for obtaining end user consent to that collection and use. Customer may satisfy its notification requirements as to AT&T by advising end users in writing that AT&T and its suppliers may collect and use Customer Personal Data by providing for end user review the relevant links to the Product Brief or other sales information that describes the Solution and to AT&T's Privacy Policy at <http://www.att.com/gen/privacy-policy?pid=2506>.

Requirements; Technical Information: You, your company or an employee of your company must be an AT&T Mobility subscriber and receive a bill from AT&T Mobility to subscribe to Box. Qualified data plan and compatible device required.

For more information contact your AT&T Solution Provider.