

All-New Box – Keynote Script

ALL-NEW BOX – INTRO

As Chris mentioned, we spent a lot of time with our customers to better understand what you – and your team – need to get your best work done.

And what we realized is that everyone has their own way of doing work, their own way of collaborating and sharing files... So, we decided to develop a wholly type of file-sharing experience powerful and flexible enough to keep up with the way you work.

The all-new Box file-sharing experience has been reimagined for the way YOU get things done, so it's not just easier to use, but actually helps you work faster and better – across web, mobile, and desktop.

ALL-NEW BOX FOR WEB

What did we do to reimagine the file-sharing experience? Well, we started by making big changes to 3 main areas:

FIRST, we've made it easier and faster to find what you're looking for. Because Box is home to so much of your content, we know it can sometimes be a little overwhelming. That's why we've simplified our layout and navigation...and added some additional functionality to help you get what you need faster.

Forget about having to dig up the files you care most about, time and again: **Now you can quickly get to the content you work with most, straight from your new Recents page.** No more sifting, clicking, and scrolling through folders to find stuff – now, it's all in one place, simple to filter and sort. If you find yourself pulling up the Recents page often, you can even set it as your Box homepage, so you can dive right back in, immediately at login. You can also make Favorites your homepage, if that's more your speed.

Another way you can now **get to the files you need more quickly is with our new powerful search bar.** Now, you don't even need to *type* anything to perform a search – just select from a variety of different quick search criteria. Looking for that presentation your boss last edited? Trying to find all available brand assets? A few clicks, and you've got them.

In a future release, you'll also be able to save these searches, for one-click access to the content you look for most.

There are billions of images and videos stored on Box today – and now it's even easier to find and explore them. With our new rich media preview, picking out the best photo or comparing images side-by-side is simple. Plus, you can easily adjust the size of your thumbnails, so you see exactly as much detail as you need.

The second main area we focused on was **transforming the viewing experience**. One of the most powerful and engaging features in Box is our preview feature, which gives you the ability to view almost any file in the cloud without ever having to open an application or download a file. In fact, every week, our customers spend more than 3.7 *million* hours viewing files on Box.

We currently support more than 120 different file types in preview, to cover all the varied ways you work with files. When it comes to images and media, offering a rich viewing experience is key.

That's why we're adding support for 3D and 360° image previews, so it's easier than ever to share and experience immersive media: Now, you can pull up these images up like any other, and drag to move freely around within them, so you can explore from every angle.

Today, with all the devices we have to record video, we're also seeing tremendous growth in video storage on Box. Film studios use us for working with footage, brand teams for creating commercials, and publishers for developing editorial content.

And with 1 out of every 7 customers regularly watching videos on Box, we want to make sure it's the absolute best place for sharing and experiencing these videos. That's why we've added HD and 360° video support to the all-new Box. Also, all of your videos will now automatically adapt to your current network speed, so no more waiting or reloading.

But a rich experience doesn't just mean media – it's also crucial for the files you work with most, like Microsoft Office files.

With over a billion Office files in Box today – and millions more added each day – they are among the most uploaded, edited, and shared files in Box... and at the very top of that list? Excel files. That's why the all-new Box includes an entirely new Excel viewer, where you'll be able to explore even the most complex spreadsheets in detail, right from your browser.

Box isn't just the best place to find and view your files – it's also the best place to work with your team. Which brings us to our final area of focus: **Making it even easier to work together**.

Like Aaron said, collaboration is one of the foundations of great work – we create better things when we do them together. That's why we've continued to focus on ensuring you have a seamless experience when working and collaborating in the cloud.

To that end, earlier this year, we announced real-time co-authoring for Office Online in Box – now, you and your coworkers can edit your presentations, spreadsheets, and documents at the same time, and see changes as they're made. All edits are automatically saved back to Box, with no action required.

We also recently announced that Box is now even more integrated with Google Docs, delivering a simple and intuitive collaborative experience across any device. Now, you can seamlessly open and edit Google Docs, Sheets, and Slides directly from Box with a few simple clicks, while still leveraging all the content management and security capabilities of Box.

Another important element of collaboration is the communication that happens *around* files – the connection of content and conversation in one centralized location. A lot of that already happens in Box today, through commenting and tasks, but we're taking it a step further, with our new annotations feature. Now, it's easier than ever to give feedback on any file: Highlight text and add notes, anywhere, on any file you're previewing - there's no need to open or download anything. Your annotations save automatically and are instantly available to your team.

ALL-NEW BOX FOR MOBILE

With more and more work being done on the go, putting information at your fingertips has become especially critical on mobile. That's why one of our top ongoing priorities is bringing speed and simplicity to your mobile experience.

With our new and improved Box mobile apps, we've brought the features you use most to the forefront, making it easier than ever to get to the content you need.

When you're on our new iOS and Android apps, you're never more than a single tap away from your files.

Just like in the new web experience, **Recents** lets you see what you've most recently accessed. **Notifications** lets you know what needs your feedback. And **Offline Files** gives you access to the stuff you need anytime. Now, everything you work with most is right there at hand.

Now, our preview experience is even more powerful and engaging on mobile, with added support for new file types.

As a HIPAA-compliant platform for the past 3 years, it's no surprise that more than 1 million DICOM images are uploaded to Box every month. Now you can view and work with these images on mobile as well, further enabling healthcare professionals to quickly access critical information on the go.

And, with support for 3D images and HD video available on mobile later this year, we'll be unlocking new, dynamic content experiences never before seen on a mobile device.

Finally, in addition to our primary iOS and Android apps, last year at BoxWorks, we also introduced the Box Capture app, changing the way people collaborate by harnessing the power of your camera to enhance everyday work processes.

With Box Capture, you can snap photos, videos, or audio recordings, and instantly circulate them to the right people, without having to save anything to your phone. Over the last year, we've continued to build on Capture's capabilities by introducing document scanning, changing the way you secure and process sensitive work documents.

Whether you're a nurse who needs to scan health forms for a physician to review, or a retail store inspector auditing a new location, Box Capture streamlines and simplifies the way you work.

ALL-NEW BOX FOR DESKTOP

We've discussed how we've reimagined Box for web and for mobile. But, most people are still most comfortable working straight from their desktop, so we definitely wanted to make sure Box works was optimized to fit into your day-to-day workflow.

Every year, our customers rely on Box Sync to store over 10 billion of their files. And we want to make sure they continue to have all the features and functionality they need to keep getting their work done. So, we're introducing an all-new evolution of Box for the desktop.

Imagine having access to ALL of your Box content, on-demand, on your desktop... Imagine having access to over a *petabyte* of data – that's the equivalent to over a billion files in Box – without ever worrying about storage or bandwidth.

OK, now stop imagining, because it's here.

Today, we're very excited to announce the all-new Box for desktop, which delivers easy, instant, and secure access to ALL of your files on Box, right there, as part of your O/S.

The capacity of the cloud is limitless, so why should your access to it be limited? With **fast, unlimited access to your files in Box**, now you'll never need to worry about how much hard drive space you have on your computer. Instead, content is streamed directly to you, whenever you need it.

But, if you need to hop on a plane and work on the go, getting offline access is easy. In a future release, you'll be able to make any files or folders you need available offline, so you can keep just working. Make any changes you like – the files will automatically get updated on Box once you're back online.

Work has never been easier with Box built right in. With Box natively integrated into Windows File Explorer and Mac Finder, you'll be able to access all your content in Box, the same way as any other files on your computer. Create new documents or edit existing ones right from the applications you use most, and save all your changes directly to Box.

Plus, easily share files and folder in seconds. And, if anything is shared with *you*, it will appear in your Box folders automatically, so you can start collaborating right away.

Our all-new Box desktop experience is not only **incredibly easy to use**, **it's also incredibly easy to manage.**

Because files are accessed on-demand and are no longer stored on your local hard drive, bandwidth is used only when files are accessed and worked on. So, the constant downloading and updating – and the hit your bandwidth would take in the process – are now a thing of the past. Which also means reduced security risk for lost or stolen devices.

You're going to love the all-new Box desktop experience. The Beta is coming this fall, and will be made widely available in the coming months.

ALL-NEW BOX – CONCLUSION

The All-New Box for web, mobile, and desktop is a complete re-imagination of Box for the way YOU work... We hope it helps you do what you do best, even better than ever.

But this is only the beginning. While we've made amazing strides in connecting people and their work like never before, there's still a lot left to be done. Over the next year, we'll continue to innovate on how Box can help power your work... so stay tuned. Thank you!