



Box Digital Transformation ELA

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The Box Digital Transformation Enterprise License Agreement (ELA) is a way for customers to easily license all of best capabilities of Box for a deeply discounted price and very few usage limits/ parameter.

BENEFITS

Cloud Content Management value

- ELAs have a built-in discount between 20% - 50% on volume discounted list prices
- Option to include new and additional products at similar discounts
- Best of Box: Includes Box's most valuable products and services: Box Enterprise, Box Governance, Box Platform, Premier Services and Box Transform
- Get 24/7 enhanced support, personalized Box expertise and SLAs that guarantee your success

Predictable spend

- Reduces variability of budget for the next 3 years
- License includes all your employees, with a generous growth buffer
- Makes it easy to purchase without having to forecast specific usage for platform resources

HOW IT WORKS

For everyone

The ELA offers the best of Box with a predictable spend for three years for all your employees. You do not need to worry about who needs to get or manage access. The ELA offer allows you an attractive price for all users vs. buying only for knowledge workers.

Deploy faster to maximize value

80% of large customers deployed Box enterprise-wide in less than three months. The faster the deployment the sooner you can leverage and maximize the value of Box.

Build and deploy at scale

The ELA includes generous allocations of resources that are set at limits that are 3-5x more than most heavy users. Build your applications without worrying about how many resources you need until you truly hit significant scale.

In addition, You do not need worry about any organic growth in employees as the offer includes a growth buffer that allows you to deploy without worrying about licensing costs.



WHAT DOES THE OFFER INCLUDE?

We offer two flavors of ELAs. The offers are specifically set up to include the most popular capabilities.

Digital Workplace ELA

- Includes the core Box Enterprise product supercharged with Box Governance
- Box Zones is included for international customers who need storage in-region
- 24/7 support with User Services
- Named strategic Customer Success Manager to ensure you get value out of your investment
- Box Transform consulting services to ensure you realize the benefits from Box

Digital Business ELA

- Includes the core Box Enterprise product supercharged with Box Governance
- Includes a generous allocation of Box Platform resources (API calls, monthly active users and platform bandwidth/ storage)
- 24/7 support with User Services
- Named strategic Customer Success Manager to ensure you get value out of your investment
- Box Transform consulting services to ensure you realize the benefits from Box

REQUIREMENTS

We offer ELAs for customers with 1000+ employees for a wall-to-wall deployment for all employees. The ELA is designed for a three year term.

Contact your Box Sales representative if you are interested in learning more.