Dynamic Computing Partner Spotlight

Dynamic Computing, a Seattle-based Dropbox Services Partner, is helping companies collaborate and keep global teams in sync with Dropbox Business. Their customers save money and time by streamlining workflows with Dropbox.

The customer challenge

Creating a more flexible platform

Teams are often searching for a tool that enables them to collaborate quickly and freely. But the cost and storage capacity limits of legacy file server solutions often hold them back. That's why customers choose Dynamic Computing and Dropbox Business to reduce hardware and support costs, mitigate risk, and streamline team workflows.

Allworth Design, a Seattle-based landscape architecture and design firm, needed an easy way to quickly share large CAD files and hundreds of photos per month across two offices in real time. Before Dropbox, the team was relying on email and VPN to share and review large CAD files. Basic file changes could take 30-45 seconds to save and sync, severely slowing designer productivity and client review cycles.

Another customer, **Building Changes**, was in need of a cloud solution that offered remote accessibility options and a faster way to edit files. With teams traveling and multiple stakeholders involved across projects, the team needed a solution that reduced lengthy project timelines. They looked to Dynamic Computing and Dropbox Business to simplify the way they share files internally and externally so they could avoid lengthy delays in communication.

Key customer results

- Increased employee productivity
- Decreased hardware and IT support costs
- Improved mobile access and security controls

About Dynamic Computing

Dynamic Computing is a Seattle-based managed IT services provider working with a variety of customers on file server replacement. The company is the only Dropbox Services Partner in the Seattle area.

"As a company, our focus is on selecting and implementing solutions that make technology work and help our clients to achieve their goals. Dropbox has been one of those solutions—our clients love it and it just keeps on working. Most importantly, it makes their teams happier and more productive."

Chris Starr
Solutions Engineer, Dynamic Computing

For more information on Dropbox Business, contact your partner sales representative today.
For more information on Dynamic Computing visit dyncomputing.com.

Taking customer productivity to the next level

Dropbox Business was the natural choice for the professional team at Building Changes as many employees were already relying on Dropbox to store and quickly access important personal files. "What I like the most about Dropbox is the sync feature and being able to access all documents without slowing down my computer," said William Lira-Nichols, Operations Coordinator at Building Changes. Also, the team was able to easily migrate a complicated folder structure from their on-premise

solution. This meant that users did not have to build a folder architecture from scratch, saving hours of time.

An important benefit for Allworth Design was seeing large CAD files used by designers sync almost instantly, allowing the team to focus on getting the job done. Because Dropbox quickly syncs changes, users can now work on creating their best work without relying on email.

Dynamic Computing finds that Dropbox Business offers their customers the best experience compared to other solutions. The intuitive platform enabled Dynamic Computing to help their customers successfully migrate and implement Dropbox Business company-wide in under two months. William says, "Dropbox is easy and to use. The transition was very quick and uncomplicated."

Saving money and time

Dynamic Computing notes that one of the most telling signs of success has been how quickly Dropbox has improved team productivity. Allworth Design realized it was unnecessary to invest in an additional file server to support multiple offices. The team is not only saving hours of productivity time every day, but saving thousands of dollars in on-premise infrastructure by not adding an

additional server solution. Customers are able to edit and share files, and the Dropbox integration with Microsoft Office 365 further powers teams to collaborate quickly without letting go of the tools they are already using. William Lira-Nichols said it best: "Change is always difficult to manage, especially moving from a local drive to a cloud solution, but Dynamic was great."

For Allworth Design, Building Changes, and multiple clients across industries, Dynamic Computing is the long-term and trusted partner to businesses looking to empower employees with easier ways to collaborate. "Chris Starr from Dynamic was invaluable to helping us get up and running. He was a product expert that could answer all our questions," concluded Vicki Buechting, Office Manager at Allworth Design.

Use case	How Dropbox Business helps customers work smarter
Collaboration	Employees and clients share data in real time through shared folders.
Mobile	Dropbox's anywhere access lets teams work from any office or site, ensuring teammates have the latest information and every file, in any file type.
Storage	When file server and hardware storage costs are a burden to accelerating business growth, Dropbox is the modern and flexible alternative.