Dropbox Partner Webinars

Expand your business—and your customers' businesses—with our on-demand webinar content. From product and feature demos to competitive positioning and selling tips, our partner webinars help you add value to your customers with Dropbox Business.

Security deep-dive for resellers: How Dropbox protects your customers' data

Our Dropbox Solutions Architect covers:

- Leading back-end infrastructure used for data protection
- Product features that enable admins to layer and customize their own policies
- Top compliance and verification offerings
- Security and administration solution integrations

Watch now

Grow your business as a Dropbox reseller

This webinar helps partners understand the benefits of the Partner Program, including:

- Access to a cloud marketplace: Manage customers from a unified cloud marketplace
- Comprehensive training: Program, product, and sales training resources
- Sales and marketing materials: Campaigns and collateral to promote Dropbox
- Internal Use Licenses (IULs) for your team: See for yourself how powerful Dropbox is

Watch now

How to position Dropbox as a must-have for marketers

Watch this webinar and close in on marketing and creative teams. We focus on:

- Using Dropbox Paper to create and collaborate in real time
- Securely sharing files with teams inside and outside of your company walls
- Commenting and annotating to keep everyone on the same page
- Staying in sync on the go with doc scanning capabilities

Watch now

Intro to Dropbox Education: K-12 Institutions

Learn why Dropbox Education is the leading solution for K-12 districts:

- Hear about new pricing discounts
- Discover how Dropbox Education provides the control and visibility your customers need
- How Dropbox seamlessly connects data across different school districts
- Insight into the efficient deployment process

Watch now

Better Together: Office 365 and Dropbox Business for Resellers

You'll learn how combining Office 365 and Dropbox Business can help you:

- Gain recurring revenue by bundling these solutions together
- Improve client productivity and satisfaction with seamless desktop and mobile integrations
- Simplify the way clients collaborate with rich preview, in-line commenting, and co-editing

Watch now

Enhance your customers' investment with Smart Sync and Team Folders

Please join us for a technical webinar covering:

- Why enabling these new features powers collaboration for your customers
- How to deploy these features and boost productivity across teams
- A demo covering best practices for Team Folders and Smart Sync

Watch now

Net+ Dropbox Education

Learn how Dropbox Education sets us apart from other Net+ offerings. We're also covering:

- Who can purchase the Net+ Dropbox Education offering?
- Who can sell the Net+ Dropbox Education offering?
- The resellers and customer benefits of the Net+ offering
- How to get started with Dropbox Education and Net+

Watch now

Dropbox

Understanding the opportunity: Data migration with Dropbox

This webinar helps resellers understand:

- How to position Dropbox for large data migrations
- Best practices to increase customer satisfaction and productivity
- How to take advantage of our Services Partner Program
- What you need to know about the Dropbox Migration Assistant Tool

Watch now

Bringing together the best of collaboration and security together with Dropbox and Trend Micro

In this webinar, you'll hear from Dropbox and Trend Micro executives on how joint solution enables customers to:

- Apply Data Loss Prevention and advanced threat protection to Dropbox and other cloud applications
- Detect ransomware and other malware hidden in Office file formats or PDF document
- Integrate with Trend Micro Control Manager™ for central visibility of potential threats

Watch now

Free your SMB customers from legacy tech with Dropbox Business

After this webinar, you'll be ready to help SMB customers:

- Refocus scarce IT resources on innovation rather than maintaining servers
- Reduce content silos by combining file server and file sharing solutions
- Reduce infrastructure costs
- Protect data and give IT administrators the tools they need for control and visibility

Watch now

Dropbox Business for SMBs vs. Dropbox for consumers

Discover how to grow your cloud footprint with customer when you become their trusted advisor.

- We will discuss how Dropbox Business can increase your customers productivity and collaboration
- Selling the value of Dropbox Business versus the Dropbox used by consumers worldwide
- Learn about the opportunity with customers who have purchased Microsoft Office 365, Adobe and more

Watch now

Dropbox features that SMBs love

Learn about Dropbox Business features like Paper, Smart Sync, Admin Console, and more:

- Understand Dropbox Business benefits like working remotely, file server modernization and no storage caps
- Watch a demo of key collaboration features that SMBs love
- Specific content on the key features that IT admins depend on to protect important data

Watch now

Increase productivity with Dropbox and Microsoft Office 365

In this webinar, resellers will learn how integrating Dropbox with Office 365 can:

- Improve customer productivity with real-time collaboration features
- Increase IT visibility and security across platforms and devices
- Reduce churn and increase the value of current, prospective, and new Office 365 customer engagements

Watch now

Turn customers' ideas into reality with Dropbox Business for tech

Dropbox Business helps tech companies bring inspired products to life. Teams can:

- Centralize work from multiple project teams
- Seamlessly integrate with customers' favorite integration tools
- Securely monitor and control sensitive data

Watch now