



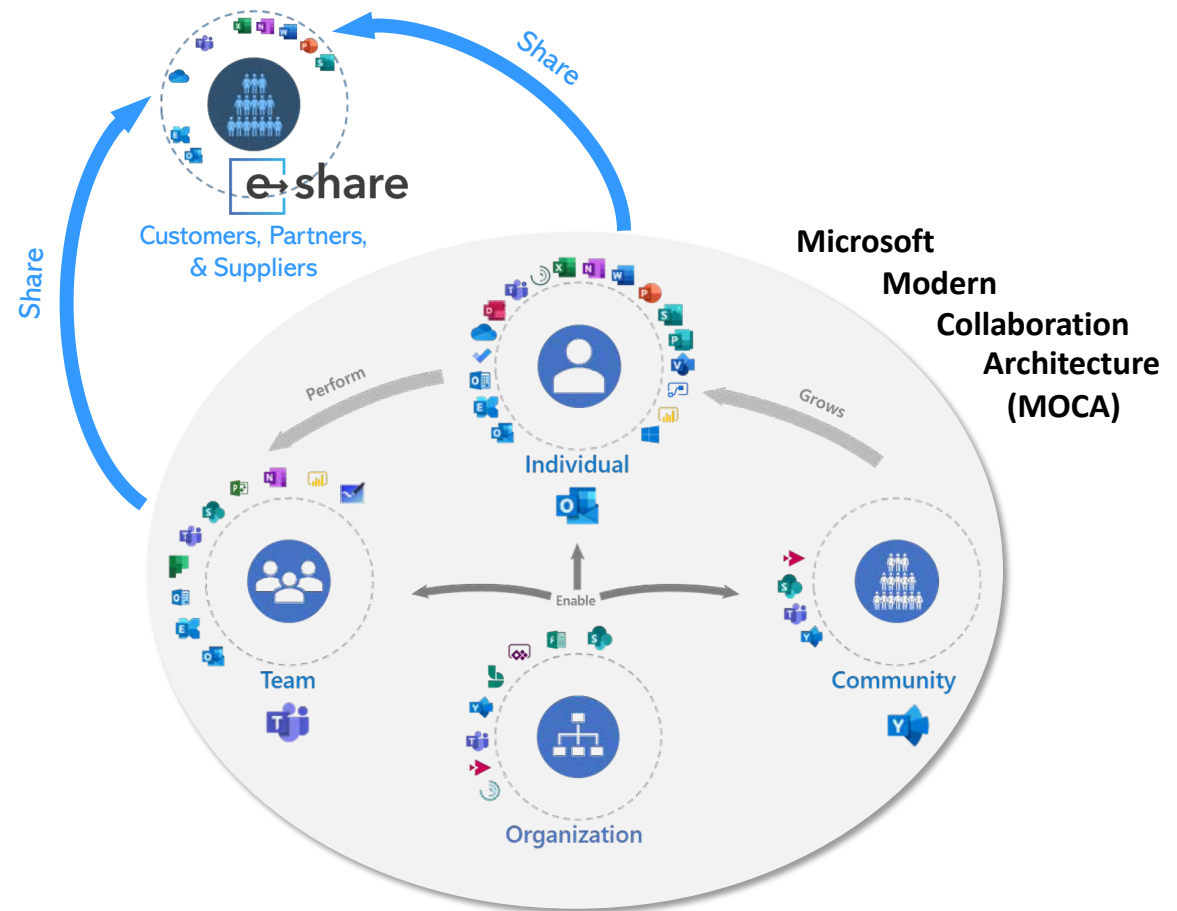
# Solution Overview

Highly Secure External File Sharing, Content Collaboration & Secure Email...  
Leveraging O365



## Our Joint Opportunity

- Extend the O365 modern collaboration experience to external parties while maintaining visibility and control over shared data
- **Share & collaborate** while data remains in your O365 tenant (i.e. no data duplication)
- **Enable the transformation** of file-based workflows for document eDelivery & eCollection
- Extract greater ROI from O365 by eliminating costly and complex point solutions (e.g. Box & SFTP)





## e-Share Builds Upon O365, Picking Up Where it Leaves Off





## A Wide Range of Clients and Use Cases

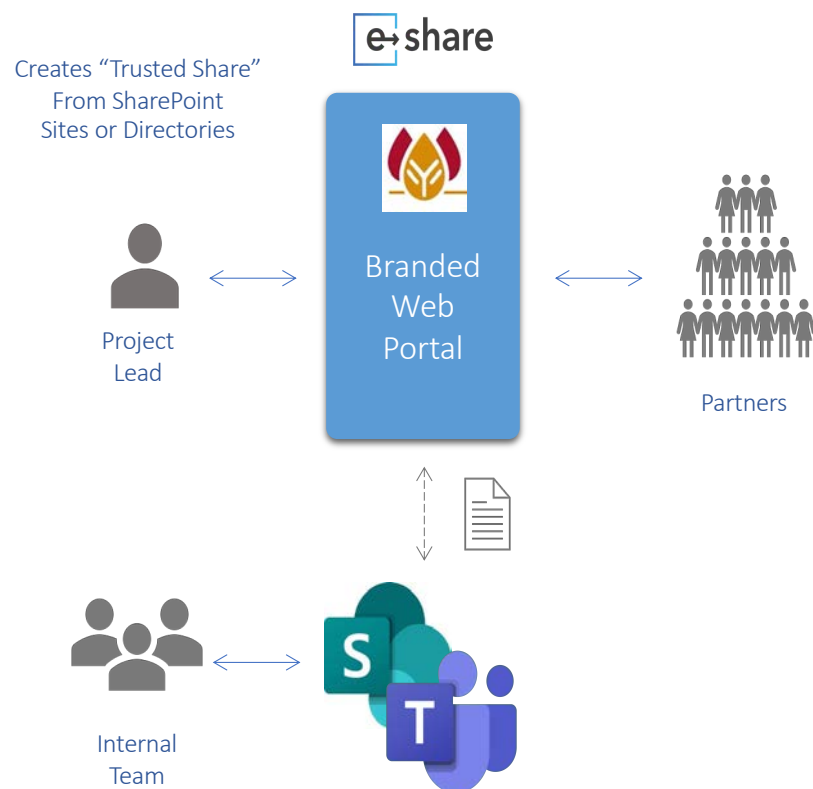
- Ad-hoc file sharing via email, browser, Teams & MS Office
- Secure Email, with an emphasis on protecting attachments
- Virtual Data Room for M&A, advisory partners, etc.
- File sharing into China & highly security conscious org's
- Recipient engagement analytics around emailed content
- App-driven secure document delivery - eDelivery
- File-based workflow automation – eCollection & eValidation


*“We have N users and systems that need share files with X external parties over Y channels; e-Share is the communications and integrations HUB to allow this to happen freely, securely and without collaboration choke points.” – Fortune 50 CISO*





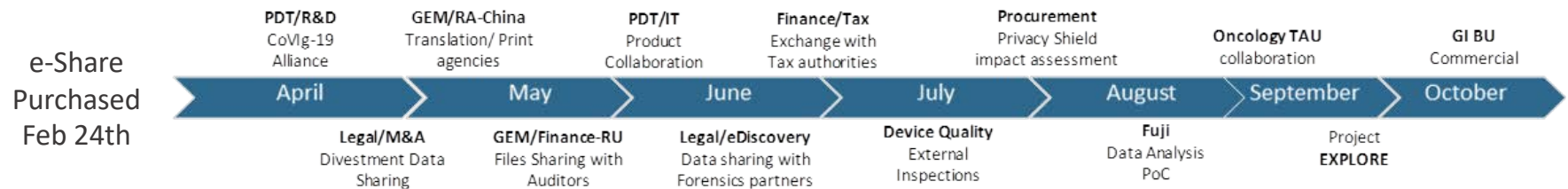
# Virtual Data Room – Use Case Example



- Provisioned by  in a day
- Branded to promote the partnership
- Internal Takeda users have native SharePoint & Teams experience
- Partners have a simple, alliance branded experience
- No Guest accounts req'd for partners
- Partners use their existing OpenID-compatible creds to authenticate
- Modern collaboration experience... co-authoring, versioning, etc.



# Rapid Adoption Across Multiple Use Cases is The Norm



- All adoption occurred organically, based on word of mouth and accumulating success
- Mostly team-oriented folder sharing from SharePoint...but some sharing from OneDrive
- Multiple strategic projects with C-level visibility & involvement
  - Blood Plasma partnership conjunction with dozens of alliance partners
  - Global Emerging Markets Expansion in consultation with Deloitte
  - Migration of apps to AWS in consultation with Accenture
  - Strategic vision in consultation with KPMG





## Advantages Over Point Solutions & Value Added to O365

### Versus Point Solutions (e.g. Box)

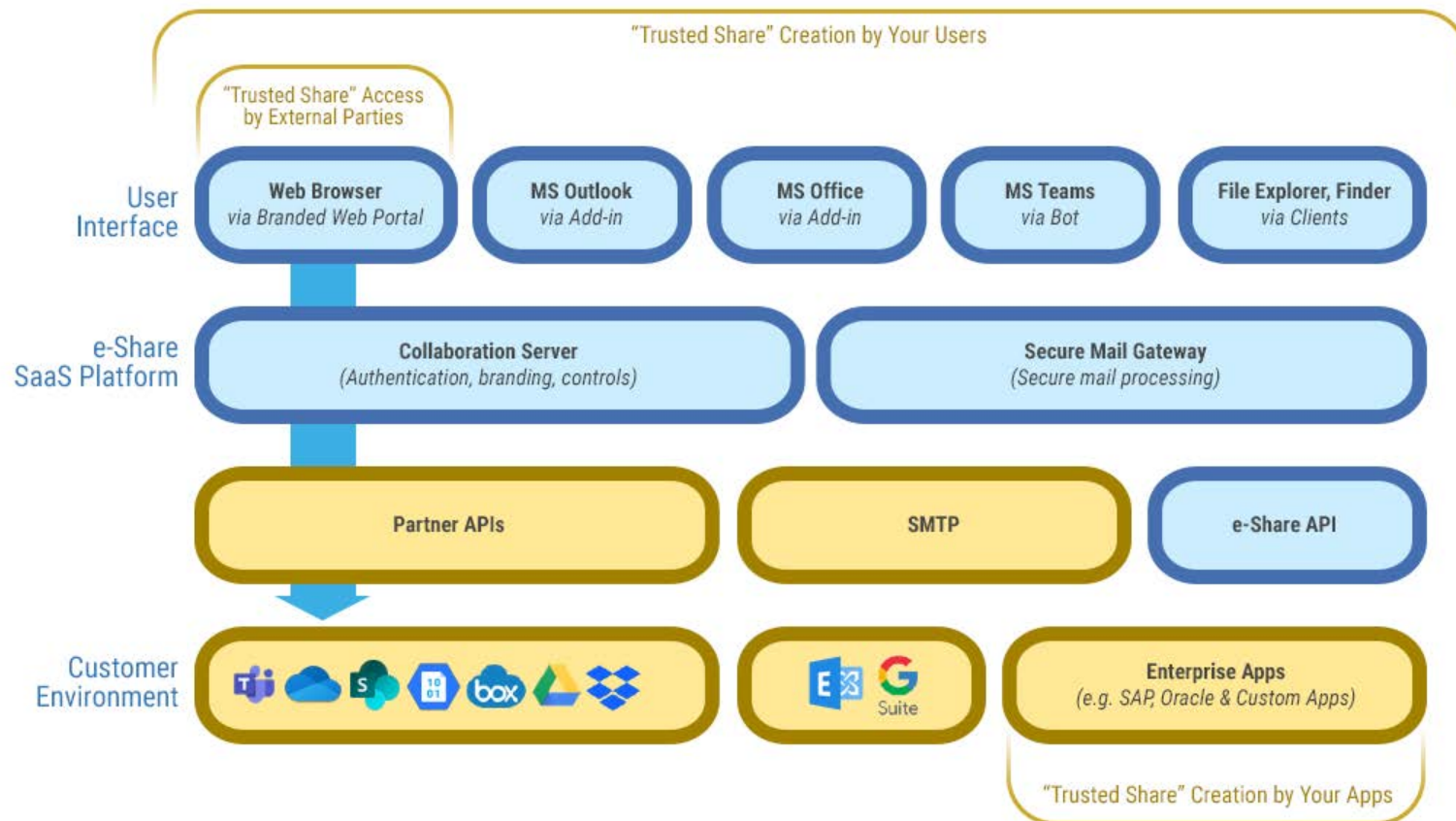
- Natively uses ODB & SPO for all file storage...no copying of files
- File sharing via Outlook, Teams, Office Apps...your existing workflows
- Allows SPO users to stay within the native O365 environment
- Leverages your investment in AIP document labels
- Allows more value to be extracted from O365...eliminating the cost & complexity of point solutions

### Versus O365 without e-Share

- 100% custom branding, instilling trust & eliminating link blocking
- Fine-grained file sharing controls without the limitations of RMS
- Productivity boosting collaboration capabilities...e.g. Share With Me
- Robust API for eDelivery and eCollection ... improving client experience and streamlining ops
- Produces audit logs and analytics not available with SPO/ODB



# e-Share Platform Overview







# Advantages of e-Share



Enables organizations to get more value out of O365



Allows users to easily and securely initiate their file sharing & collaborations via email



Reduces data oversharing & associated risk



Allows file sharing into orgs (banks) & countries (China) that otherwise block file sharing



Improved governance and compliance; fully leveraging MIP data classification



Promotes & leverages your brand when engaging clients & partners



Eliminates the cost and complexity of legacy & redundant file sharing tools (SFTP, Box, etc.)



Enterprise app integration to extend their functionality & automate file-based workflows



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