

# Dropbox and Jobsite Tech Group partner to expand vertical solutions marketed to Architectural, Engineering and Construction (AEC) industry

Channel development, partnerships and integrations will lead the push into the AEC industry for Dropbox

**SAN FRANCISCO, Feb 1, 2019** — Dropbox today announced a partnership with Jobsite Tech Group to develop a strategic focus on one of the largest industries in the world. Working with Jobsite Tech Group, Dropbox plans to increase the number of qualified channel partners that will focus on converting the already massive number of licensed users of Dropbox to Dropbox Business subscribers. This initiative will include the education and training required to develop successful paths to market and developing recurring revenue streams for qualified VARS. The value to both the reseller community and end-users will also expand as new partnerships and integrations are formed to extend the benefits throughout the entire AEC industry.

- Dropbox currently integrates with multiple AEC industry applications that deliver immediate value to Procore®, Plangrid, Aconex, Autodesk® and Fieldwire users
- Users have the bi-directional workflow that addresses critical business processes including RFI's, Submittals, QA/QC, Inspections Safety Records and more
- Dropbox workflow and Cloud partners extend the value to the AEC industry with integrations with leading tools from Google Cloud, Adobe, DocuSign and more
- Additional software and hardware partners and integrations will continue to be developed to enhance the value to this industry throughout the year

"Dropbox is positioned to become a solution that the construction industry has needed for a long time," said

Ron Perkins, President of Jobsite Tech Group. "One of the largest inefficiencies in the AEC industry has been connecting system to system. The integrations, simplicity of workflow, massive global awareness of Dropbox already and the commitment to address the disparate silos of data problem will undoubtedly have a major impact on digital workflow in this space. This will impact every process from preliminary design through project closeout."

## Dropbox Extensions

The AEC industry will also find significant value from the global collaboration platform and partner ecosystem with powerful new capabilities called Dropbox Extensions. Users will be able to initiate workflows directly within Dropbox across popular content types (including DWG, PDF, Word, image, and multimedia files) and compatible partner applications from Adobe, Autodesk, DocuSign, Vimeo, as well as other category-leading tools. With these integrations, users will be able to launch actions such as file editing, send for eSignature, video annotation, and send electronic fax.

Dropbox is making moves to address every critical aspect of the digital workflow being embraced in the AEC industry worldwide. Data management, hosting, access and distribution was just the beginning. Dropbox Paper and integrating with collaboration environments support design and BIM coordination. Integrations with leading tools create standards that are easily and inexpensively applied to the entire AEC ecosystem.

The AEC program will be launching throughout 2019. To learn more or to get involved contact us now at [rzee@dropbox.com](mailto:rzee@dropbox.com) or [rperkins@jobssitetechgroup.com](mailto:rperkins@jobssitetechgroup.com).

For more information on Dropbox Business, contact [partners@dropbox.com](mailto:partners@dropbox.com).