

Simplify sales workflows in manufacturing

Automate, accelerate, improve, and scale your sales cycles



In the manufacturing industry, sales operations are long and complex—and often require ongoing collaboration between numerous stakeholders. Dropbox streamlines your sales workflows and makes it easy to secure, store, share, track and manage all your content while clearly communicating with customers, partners, and prospects.



Securely store and re-use sales contracts and agreements

The time-consuming process of sending quotes, contracts, and collateral back and forth over email often results in confusion. With Dropbox, you can send and sign agreements up to 80% faster by streamlining and automating the contract and proposal signing process. And it's all archived with audit trails to provide reliable proof of activity. Instead of wondering, always know the status of your sales projects and stay in complete control of the eSignature process.



Stay organized throughout the sales cycle

No matter how organized you are, using a traditional database to manage sales collateral is cumbersome—especially in manufacturing, where products get updated often and sales cycles are lengthy. Dropbox automatically syncs all of your devices and instantly notifies you of updates, providing sales teams with a simple, single source of truth to keep track of content while collaborating with customers and internal stakeholders—building trust and increasing the likelihood of repeat business.



Onboard and enable distributors and channel partners with self-serve portal

Clear communication is the key to a productive and effective manufacturing sales workflow, where multiple parties are involved and accountable. To ensure secure access to information around products, training materials, warranty, pricing, and more, Dropbox DocSend allows you to create branded self-serve portals. Now partner and channel managers can easily access the latest sales collateral from anywhere, on any mobile device.



Drive sales growth with up-to-date insights

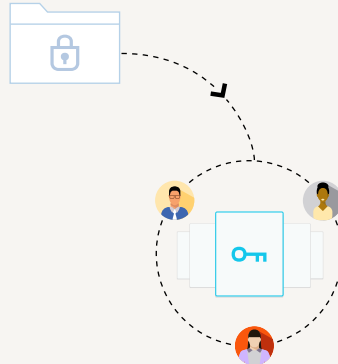
How many times have your sales reps followed up on a prospective customer after a tradeshow, only to never hear from them again? These “dead end” prospects waste time and add needless uncertainty for your sales reps. Dropbox DocSend provides tracking and page-by-page insights, so you have real-time feedback on every digital contract, quote, product page, data sheet, or catalogue you share.

Create and execute effective and efficient sales cycles

Grow your manufacturing business with a sales strategy designed to deliver

Create a secure project folder to organize sales collateral

- Store, access, and maintain sales presentations, product specs, price books, forecast and more
- Create a single source of truth for every customer
- Archive every step of the project with audit trails

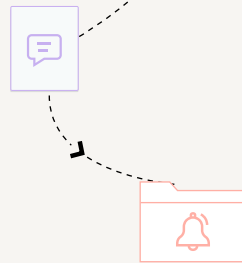


Give secure access to your account team and customers

- Grant permissions so stakeholders have secure access to collateral from anywhere
- Maintain version control with automatic updates that are accessible across any device
- Administer NDAs and waivers to protect all parties involved

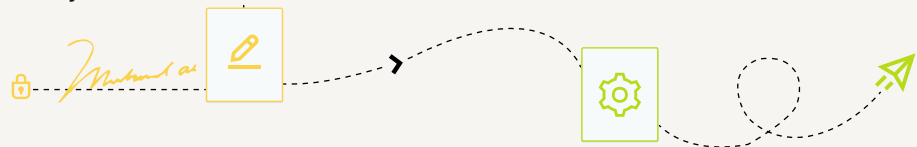
Share and collaborate with channel partners

- Give your channel partners quick access to critical information when they want and how they want
- Store, deliver, and collaborate on any internal or external document
- Easily deliver up to 250GB of files in a few clicks with Dropbox Transfer
- Recipients can receive and preview content without needing a Dropbox account
- Easily restore lost files and set expiration dates on shared links to boost security



Gain insights and easily make adjustments

- See what contracts, catalogues, or sales quotes are being shared with Dropbox DocSend
- Set notifications when someone opens, edits, shares, or comments on a file
- Easily make changes to your proposals without worrying about version control



Process signatures on contracts and agreements instantly

- Streamline and automate the entire sales contract and proposal signing process
- Scan and store documents from your phone with Dropbox scanner feature
- Create templates to save time and money on your next prospect

Grow your manufacturing business by building trust

- Easily share the latest sales and marketing collateral from a branded self-serve portal
- Educate new reps and partners with video messages using Dropbox Capture
- Create a streamlined and repeatable sales cycle and grow your business

