

# Dropbox: "It Just Works"

By: Sindoor and Varun.

## Case Synopsis

Dropbox, founded in April 2007 by Drew Houston, is a downloadable application that allows users to easily share, sync, and store files (photos, documents, videos, etc.) across most personal computers and smartphones. It has a user base of 7 million, two thirds of whom resided outside the U.S. The company reached this scale by offering a single product version to both consumers and business users. Customers relied on dropbox for specific tasks such as backing up photos, running a startup or collaborating on Office documents. Users were constantly requesting new features, many of which would violate the company's commitment to offering a simple easy-to-use product.

Houston graduated from MIT in January 2006 with a bachelor's degree in computer engineering. After setting up a couple of startups he was looking for something more challenging. Once he left his USB flash drive at home and went to Manhattan, where he was frustrated not to find it and this made him come up with a concept of developing a service to sync and share files between personal computers over the internet. He recruited Arash Ferdowsi who was an MIT drop out, to help him in this new project. Although Dropbox was a late entrant in the file sharing segment Houston was confident that it would succeed in the face of intense competition and also due to market researchers like IDC predicting that the worldwide market for online backup services would grow to \$715 million by 2011.

Houston and Ferdowsi created a prototype that allowed Windows PC users to access files of any size or type via an encrypted internet connection from other Drop-Box enabled PCs or from any web browser. With a working prototype in hand, Houston came up with an innovative approach for testing demand. He had produced recruiting videos for his college fraternity; with this know-how he created a three-minute screencast of a product demo and uploaded it to Hacker News, a popular online forum for developers.

Dropbox received funding from Y Combinator in April 2007 of \$15,000. Houston had understood that they can't make sales unless certified by it and no certificate is obtained until you have a track record. So they started targeting single users and not businesses in the beginning. They adopted Guerilla marketing tactics. In 2008 the company launched its Windows and Mac clients and added a Linux version too.

There was a need for a product manager as the company was expanding and new products were being designed. Their marketing efforts included search engine optimization of their product using Adwords. Paid search advertising was proving very costly and hence they had

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**Patrick Keller**



## Dropbox It Just Works Case Pdf :

Productive Tensions Christopher B. Bingham, Rory M. McDonald, 2023-11-07 How leaders can recast innovation's toughest trade offs: efficiency vs flexibility, consistency vs change, product vs purpose as productive tensions. Why is leading innovation in today's dynamic business environment so distressingly hit or miss? More than 90 percent of high potential ventures don't reach their projected targets. Surveys show that 80 percent of executives consider innovation crucial to their growth strategy, but only 6 percent are satisfied with their innovation performance. Should leaders aim for Steve Jobs-level genius, shower their projects with resources, or lean in to luck and embrace uncertainty? None of the above, say Christopher Bingham and Rory McDonald. Drawing on cutting-edge research and probing interviews with hundreds of leaders across three continents, in *Productive Tensions*, Bingham and McDonald find that the most effective leaders and successful innovators embrace the tensions that arise from competing aims: efficiency or flexibility, consistency or change, product or purpose. Bingham and McDonald spotlight eight critical tensions that every innovator must master, and they spell out, with dozens of detailed examples of both success and failure, how to navigate them. How do you excite customers about a product they've never imagined? When is it wise to accept what the data is telling you, and when should you ignore the data and plow forward anyway? How can you maintain stakeholders' trust and support during radical, unforeseen course corrections? Bingham and McDonald guide readers through innovation's thorniest tensions using examples drawn from the experience of organizations as varied as P&G, Instagram, the US military, Honda, In-N-Out Burger, Slack, Under Armour, and the snowboarding company Burton.

*The Fail-Safe Startup* Tom Eisenmann, 2021-04-01 Creating something from nothing is a daring act. Tom's wisdom and encouragement will give any reader the confidence to take the leap. Eric Ries, bestselling author of *The Lean Startup*. 90% of startups fail. But why? And is there a way to avoid the common pitfalls when you start your own business? Over the past 23 years at Harvard Business School, Tom Eisenmann has helped launch thousands of startups. An astonishing 13 of these have reached unicorn status. For a decade, he has explored the question of why startups fail, and in *The Fail-Safe Startup*, explains how you can succeed against the odds. Eisenmann's fascinating, often counter-intuitive advice will help you avoid common mistakes, including launching too early, aiming too high, too soon, and letting early success lead to misplaced confidence. Drawing on case studies from startups of all shapes and sizes from around the world, *The Fail-Safe Startup* will show you how to analyse the failure of others to ensure your success. A must-read for any entrepreneur, investor, or startup team member. Michelle Zatlyn, CEO Cloudflare. Eisenmann has truly helped illuminate a path to success by shining a spotlight on common startup failure patterns. His insights are invaluable, whether you're just getting started or you're eyeing your endgame. Jenn Hyman, CEO Rent the Runway.

**Why Startups Fail** Tom Eisenmann, 2021-03-30 If you want your startup to succeed, you need to understand why startups fail. Whether you're a first-time founder or looking to bring innovation into a corporate environment, *Why Startups Fail* is essential reading. Eric Ries

founder and CEO LTSE and New York Times bestselling author of The Lean Startup and The Startup Way Why do startups fail That question caught Harvard Business School professor Tom Eisenmann by surprise when he realized he couldn't answer it So he launched a multiyear research project to find out In Why Startups Fail Eisenmann reveals his findings six distinct patterns that account for the vast majority of startup failures Bad Bedfellows Startup success is thought to rest largely on the founder's talents and instincts But the wrong team investors or partners can sink a venture just as quickly False Starts In following the oft-cited advice to fail fast and to launch before you're ready founders risk wasting time and capital on the wrong solutions False Promises Success with early adopters can be misleading and give founders unwarranted confidence to expand Speed Traps Despite the pressure to get big fast hypergrowth can spell disaster for even the most promising ventures Help Wanted Rapidly scaling startups need lots of capital and talent but they can make mistakes that leave them suddenly in short supply of both Cascading Miracles Silicon Valley exhorts entrepreneurs to dream big But the bigger the vision the more things that can go wrong Drawing on fascinating stories of ventures that failed to fulfill their early promise from a home furnishings retailer to a concierge dog walking service from a dating app to the inventor of a sophisticated social robot from a fashion brand to a startup deploying a vast network of charging stations for electric vehicles Eisenmann offers frameworks for detecting when a venture is vulnerable to these patterns along with a wealth of strategies and tactics for avoiding them A must read for founders at any stage of their entrepreneurial journey Why Startups Fail is not merely a guide to preventing failure but also a roadmap charting the path to startup success

04-10-2022, iPad at Work David Sparks, 2011-09-26 Great ideas and advice on using your iPad as a business tool More and more iPad users discover every day that the versatile portable iPad has countless business uses From small businesses to high profile corporations companies are integrating iPads into their systems and workplaces at a phenomenal rate Written by the acclaimed co host of the Mac Power Users podcast iPad at Work explores the best practices and software recommendations for incorporating the iPad into a work environment It covers setting up the iPad and using it for enterprise level word processing spreadsheet creation presentations task management project management graphic design communication and much more Offers recommendations for software best practices and ways to maximize productivity with the iPad in the workplace Discusses using the iPad for enterprise level word processing spreadsheet creation presentations task management project management graphic design communication and more Covers set up synchronization data backup and communicating with work networks Written by renowned industry expert David Sparks co host of the Mac Power Users podcast This is the guide you need to take full advantage of the iPad in a business setting **The Drug Expert** Craig W. Stevens, 2020-01-08 The Drug Expert A Practical Guide to the Impact of Drug Use in Legal Proceedings targets academic and industry pharmacologists pharmacology graduate students and professionals and students of affiliated disciplines such as pharmacy

and toxicology Users will find it to be an invaluable reference for those involved in the field In addition pharmacists and others who increasingly serve as expert witnesses and toxicologists will find an array of very useful information Focuses on important topics for the consulting pharmacologist including prescription over the counter and illegal drugs and their effects on criminal and civil proceedings Details the how to aspects of being an expert witness in pharmacology by presenting real life cases and effective tips and experiences Includes several appendices such as a sample letter of engagement and fee schedule a litigation report a consulting invoice and valuable resources     Advanced Information Systems Engineering John Krogstie, Stefanie Rinderle-Ma, Gertri Kappel, Henderik A. Proper, 2025-07-19 The two volume set LNCS 15701 15702 constitutes the proceedings of the 37th International Conference on Advanced Information Systems Engineering CAiSE 2025 which was held in Vienna Austria during June 16 17 2025 The 35 papers included in the proceedings were carefully reviewed and selected from 229 submissions They were organized in topical sections as follows Part I Modelling with LLM Security Sustainability Chatbots and social networks process monitoring IS development and usage pre processing and forecasting Part II Comprehension explanation and recommendation process discovery system architecture and privacy conformance checking cloud systems extending process modelling ontologies and knowledge graphs     **Reinventing Writing** Vicki Davis, 2014-05-23 In this much anticipated book from acclaimed blogger Vicki Davis Cool Cat Teacher you ll learn the key shifts in writing instruction necessary to move students forward in today s world Vicki describes how the elements of traditional writing are being reinvented with cloud based tools Instead of paper note taking filing cabinets word processors and group reports we now have tools like ePaper eBooks social bookmarking cloud syncing infographics and more Vicki shows you how to select the right tool set it up quickly and prevent common mistakes She also helps you teach digital citizenship and offers exciting ways to build writing communities where students love to learn Special Features Essential questions at the start of each chapter to get you thinking about the big ideas A chapter on each of the nine essential cloud based tools ePaper and eBooks digital notebooks social bookmarking cloud syncing cloud writing apps blogging and microblogging wikis and website builders online graphic organizers and mind maps and cartoons and infographics A wide variety of practical ways to use each tool in the classroom Alignments to the Common Core State Standards in writing Level Up Learning a special section at the end of each chapter to help you review reflect on and apply what you ve learned Writing tips to help you make the best use of the tools and avoid common pitfalls A glossary of key terms discussed in the book Useful appendices including reproducible material for your classroom No matter what grade level you teach or how much tech experience you have you will benefit from Vicki s compelling and practical ideas As she emphasizes throughout this essential book teaching with cloud based tools has never been easier more convenient or more important than right now     □□□□ □□□ □□□ Tom Eisenmann, 2021-12-27 6 Eric Ries EiMBA Eric Ries 24 MBA Tom Eisenmann Uber Google 6 6 Jenn Hyman Rent the Runway Michelle Zatlyn Cloudflare Tom Eisenmann Arthur Rock Center for Entrepreneurship 1997 The Entrepreneurial

Manager 14 The Wall Street Journal Harvard Business Review Forbes 21 21      **Web-Based Services: Concepts, Methodologies, Tools, and Applications** Management Association, Information Resources, 2015-11-09 The recent explosion of digital media online networking and e commerce has generated great new opportunities for those Internet savvy individuals who see potential in new technologies and can turn those possibilities into reality It is vital for such forward thinking innovators to stay abreast of all the latest technologies Web Based Services Concepts Methodologies Tools and Applications provides readers with comprehensive coverage of some of the latest tools and technologies in the digital industry The chapters in this multi volume book describe a diverse range of applications and methodologies made possible in a world connected by the global network providing researchers computer scientists web developers and digital experts with the latest knowledge and developments in Internet technologies      **Smart Education and e-Learning 2020** Vladimir L. Uskov, Robert J. Howlett, Lakhmi C. Jain, 2020-06-07 This book contains the contributions presented at the 7th international KES conference on Smart Education and e Learning KES SEEL 2020 which being held as a virtual conference on June 17 19 2020 It contains fifty three high quality peer reviewed papers that are grouped into several interconnected parts Part 1 Smart Education Part 2 Smart e Learning Part 3 Smart Pedagogy Part 4 Smart Education Systems and Technology Part 5 Smart Education Case Studies and Research Part 6 Smart University Development Organizational and Managerial Issues Part 7 Smart Education and Smart Universities and their Impact on Students with Disabilities Part 8 Mathematical Models in Smart Education and e Learning and Part 9 Models of Professional Practice in Higher Education Smart education and smart e learning are emerging and rapidly growing areas with the potential to transform existing teaching strategies learning environments and educational activities and technology in the classroom Smart education and smart e learning focus on enabling instructors to develop new ways of achieving excellence in teaching in highly technological smart classrooms and providing students with new opportunities to maximize their success and select the best options for their education location and learning style as well as the mode of content delivery This book serves as a useful source of research data and valuable information on current research projects best practices and case studies for faculty scholars Ph D students administrators and practitioners all those who are interested in smart education and smart e learning      *Proceedings of the 1st Brawijaya International Conference on Business and Law (BICoBL 2022)* Adi Kusumaningrum, Airin Liemanto, 2023-08-28 This is an open access book The advancement of science is an important basic for the country's development It should be supported by the analysis which could provide solutions of various problems and phenomena happened in society One of the problems amidst the problems around the world is how to resolve the economics and social problem as a result of the COVID 19 Pandemic The complex problems due to pandemic are not merely believed to be bias if it is solved by a science so that it needs collaboration of other social sciences Due to these issues of social science we are conducting the 1st Brawijaya International Conference on Business and Law BICoBL 2022 on the 27th of October 2022 in Bogor The theme of the

conference entitles Collaboration of Business and Law After Pandemic to Enhance Sustainable Development We are looking forward to having you in our conference

Essential Statistical Analysis "In Focus" Gregory J. Privitera, Kristin Lee Sotak, Yu Lei, 2018-05-16 Essentials of Statistical Analysis In Focus supports users of Gregory J Privitera's Essential Statistics for the Behavioral Sciences Second Edition who work with a statistical program other than SPSS or Excel Three standalone parts each dedicated to R SAS and Stata serve as step by step guides for completing the In Focus exercises in Privitera's core text A conversational writing style along with To The Student introductions allow students to familiarize themselves and become more comfortable with each program prior to making computations Additionally General Instruction Guidebook GIG sections for R SAS and Stata provide standardized how to instructions for using each program making the book a valuable reference for students beyond their studies

ECEL2015-14th European Conference on e-Learning, Amanda Jefferies and Marija Cubric, 2015-10-13 These Proceedings represent the work of contributors to the 14th European Conference on e Learning ECEL 2015 hosted this year by the University of Hertfordshire Hatfield UK on 29 30 October 2015 The Conference and Programme Co Chairs are Professor Amanda Jefferies and Dr Marija Cubric both from the University of Hertfordshire The conference will be opened with a keynote address by Professor Patrick McAndrew Director Institute of Educational Technology Open University UK with a talk on Innovating for learning designing for the future of education On the second day the keynote will be delivered by Professor John Traxler University of Wolverhampton UK on the subject of Mobile Learning No Longer Just e Learning with Mobiles ECEL provides a valuable platform for individuals to present their research findings display their work in progress and discuss conceptual advances in many different branches of e Learning At the same time it provides an important opportunity for members of the EL community to come together with peers share knowledge and exchange ideas With an initial submission of 169 abstracts after the double blind peer review process there are 86 academic papers 16 PhD Papers 5 Work in Progress papers and 1 non academic papers in these Conference Proceedings These papers reflect the truly global nature of research in the area with contributions from Algeria Australia Austria Belgium Botswana Canada Chile Coventry Czech Republic Denmark Egypt England Estonia France Germany Ireland Japan Kazakhstan New Zealand Nigeria Norway Oman Portugal Republic of Kazakhstan Romania Saudi Arabia Scotland Singapore South Africa Sweden the Czech Republic Turkey Uganda UK United Arab Emirates UK and USA Zimbabwe A selection of papers those agreed by a panel of reviewers and the editor will be published in a special conference edition of the EJEL Electronic Journal of e Learning [www.ejel.org](http://www.ejel.org)

**Women and Politics** Julie Dolan, Melissa M. Deckman, Michele L. Swers, 2021-08-17 Women and Politics Paths to Power and Political Influence examines the role of women in politics from the early women's movements to the female politicians in power today The revised fourth edition includes a new preface analyzing the 2020 elections focusing on the historic victory of Kamala Harris and the gendered and racist critiques she endured on the campaign trail recognition of the centennial of women's suffrage with greater attention to Black and Indigenous women's often overlooked

contributions to the fight for suffrage and expanded rightselection results from the historic 2020 elections when more women filed congressional candidacies than ever before and women s numbers in both Congress and state legislatures reached record highs analysis of the gender gap in voting in 2020 focusing on both race and gender updates reflecting President Biden s historic cabinet picks including Deb Haaland as the first Native American to lead the Department of the Interior and Janet Yellen as the first woman to lead the Treasury Department coverage of the death of Supreme Court Justice Ruth Bader Ginsburg and the nomination and confirmation of her replacement Amy Coney Barrett

**Information and Communication Technologies of Ecuador (TIC.EC)** Miguel Botto-Tobar,Lida Barba-Maggi,Javier

González-Huerta,Patricio Villacrés-Cevallos,Omar S. Gómez,María I. Uvidia-Fassler,2018-10-17 This book constitutes the proceedings of the 6th Conference on Information Technologies and Communication of Ecuador TIC EC held in Riobamba City from November 21 to 23 2018 and organized by Universidad Nacional del Chimborazo UNACH and its Engineering School and the Ecuadorian Corporation for the Development of Research and Academia CEDIA Considered as one of the most important ICT conferences in Ecuador it brought together international scholars and practitioners to discuss the development issues and projections of the use of information and communication technologies in multiple fields of application Presenting high quality peer reviewed papers the book discusses the following topics Communication networks Software engineering Computer sciences Architecture Intelligent territory management IT management Web technologies ICT in education Engineering industry and construction withICT support Entrepreneurship and innovation at the Academy a business perspective The authors would like to express their sincere gratitude to the invited speakers for their inspirational talks to the authors for submitting their work to this conference and the reviewers for sharing their experience during the selection process

**Job and Work Analysis** Frederick P. Morgeson,Michael T. Brannick,Edward L. Levine,2019-02-07 Job and Work Analysis Methods Research and Applications for Human Resource Management provides students and professionals alike with an in depth exploration of job analysis Job analysis encompasses a wide range of crucial topics that help us understand what people do at work and why This one of a kind text expertly unpacks the best job analysis methods and then illustrates how to apply these methods to solve some of the most common workplace problems Readers will learn the best practices for helping people work smarter improving hiring and training making jobs safer and providing a satisfying work environment The new Third Edition includes new references the latest research findings and expanded discussions of competency models teams and O NET

Cloud of Cards Patrick Keller,2018-09-25 Cloud of Cards a home cloud kit to re appropriate your data self is the final outcome of Inhabiting and Interfacing the Cloud s a joint design and ethnographic research project investigating personal clouds and data centers The main results of this design research project have been informed by the preliminary findings of an ethnographic research into the cloud Cloud of Practices and a design sketches phase conducted in parallel They comprise four digital and physical artefacts forming a set of modular tools cards which are



delivered in the form of an open source DIY kit freely accessible at [www.cloudofcards.org](http://www.cloudofcards.org) and on Github The purpose of these tools is to enable everyone in particular the community of designers and makers to set up their own small scale data center and cloud manage their data in a decentralized way and develop their own alternative projects using this small scale personal infrastructure

*Learning and Collaboration Technologies. Design, Development and Technological Innovation* Panayiotis Zaphiris, Andri Ioannou, 2018-07-09 This two volume set LNCS 10924 and 10925 constitute the refereed proceedings of the 5th International Conference on Learning and Collaboration Technologies LCT 2018 held as part of the 20th International Conference on Human Computer Interaction HCII 2018 in Las Vegas NV USA in July 2018 The 1171 papers presented at HCII 2018 conferences were carefully reviewed and selected from 4346 submissions The papers cover the entire field of human computer interaction addressing major advances in knowledge and effective use of computers in a variety of applications areas The papers in this volume are organized in the following topical sections designing and evaluating systems and applications technological innovation in education learning and collaboration learners engagement motivation and skills games and gamification of learning technology enhanced teaching and assessment computing and engineering education

*Enterprise, Business-Process and Information Systems Modeling* Han van der Aa, Dominik Bork, Rainer Schmidt, Arnon Sturm, 2024-05-30 This book contains the refereed proceedings of two long running events held along with the CAiSE conference relating to the areas of enterprise business process and information systems modeling the 25th International Conference on Business Process Modeling Development and Support BPMDS 2024 and the 29th International Conference on Exploring Modeling Methods for Systems Analysis and Development EMMSAD 2024 The conferences were taking place in Limassol Cyprus during June 3 4 2024 For BPMDS 8 full papers and 3 short papers were carefully reviewed and selected for publication from a total of 25 submissions for EMMSAD 11 full papers and 5 short papers were accepted from a total of 32 submissions after thorough reviews The BPMDS papers deal with a broad range of theoretical and applications based research in business process modeling development and support EMMSAD focusses on modeling methods for systems analysis and development

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