

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

Dropbox It Just Works Case Study

Shane Green



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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 start ups 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 **Innovation Equity** Elie Ofek, Eitan Muller, Barak Libai, 2016-09-30 This text bridges the gap between what academics know and what innovation stakeholders from managers to investors to analysts to consumers need to know about how new products and services are expected to perform in the marketplace **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 Curve Ahead** Dave Power, 2014-07-29 Why do most growth companies stop growing And what can their leaders do to overcome the barriers to growth The Curve Ahead tackles these questions filling a void in the literature on innovation and growth strategy that has focused on either start ups or large public companies Growth companies are different Their challenge is to transition from entrepreneurial focus to a repeatable process for innovation and sustained growth and the stakes are high The Curve Ahead utilizes the power of storytelling to teach growth company leaders how to sustain long term growth Using the example of a gazelle a high growth company that is increasing revenue by at least 20% annually for four years or more this book explores the struggles faced during business growth something that plagues many businesses These mid size companies typically with annual revenues of 10 million to 100 million are the engines of economic growth and wealth creation Tragically most fall behind the curve before they reach their potential and are sold by investors too ready to throw in the towel This book doesn't just lay out a fresh approach to innovation and growth strategy It also helps professionals and business leaders avoid common pitfalls by illustrating the various ways in which growth companies get stuck and flame out Author Dave Power then tells leaders how to get unstuck In addition to a myriad of real world stories and case studies each chapter of The Curve Ahead begins with the story of a fictional company called NaviMark Navimark is emblematic of many growth companies it faces the same business problems personal challenges and strategic dilemmas encountered by Power in his 25 years managing investing in and advising growth companies Following Navimark throughout the book allows Power to provide a highly complex model of typical struggles and scenarios faced by growth companies and deliver that story to his readers in an extremely edifying play by play manner The strategy allows readers to follow along observing in real time the way that Navimark evolves and responds correctly or incorrectly to external obstacles and demands This practical and fast paced book uses realistic characters dialogue and business settings to Help readers anticipate the predictable challenges of business model maturity Demonstrate proven tools and approaches for overcoming the barriers to growth Translate abstract concepts about innovation into actionable programs that can become a part of the rhythm of the business This book will help thousands of midsized companies overcome the growth hump by providing the tools necessary to not only succeed but thrive in the future The Curve Ahead provides a roadmap for leaders who want to sustain growth over the long term This roadmap is based on five premises 1 Every business model matures following the familiar S Curve 2 You can and must stretch the S Curve but that won't work forever 3 To sustain growth you need to find the next S Curve 4 Finding your next S Curve with some predictability requires an innovation process something every company should have in place 5 Driving innovation while keeping the core business healthy is the responsibility of leaders **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 of LinkedIn 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 **Sales**

Funnels That Work: Automating the Journey from Lead to Customer Ajah Excel, 2025-01-23 In the modern sales landscape success comes from having a system that converts prospects into customers with ease *Sales Funnels That Work: Automating the Journey from Lead to Customer* is your comprehensive guide to designing building and optimizing sales funnels that drive predictable and scalable results This book demystifies the sales funnel process showing you how to map the customer journey implement automation and guide leads seamlessly through each stage without losing the human touch Whether you're a solopreneur marketer or business owner this guide will help you create sales funnels that work on autopilot while you focus on growing your business Inside you'll discover The anatomy of a successful sales funnel and how to align it with your business goals Proven strategies for attracting high quality leads at the top of the funnel Techniques for nurturing prospects through email marketing content and automation How to design irresistible offers that convert at every stage of the funnel Tools and platforms to simplify and automate your funnel creation process How to measure and refine your funnel for optimal performance and ROI Packed with step by step instructions real world case studies and actionable insights *Sales Funnels That Work* will help you turn potential customers into paying ones again and again If you're ready to automate your sales process close more deals and create a revenue engine that works around the clock this book is your go to guide Build sales funnels that deliver results and let your business grow itself [Entering StartUpLand](#) Jeffrey Bussgang, 2017-10-10 Whether you're just getting started or you're ten years into your career *Entering StartUpLand* will be a useful tool to

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Many professionals aspire to work for startups Executives from large companies view them as models to help them adapt to today's dynamic innovation economy while freshly minted MBAs see magic in founding something new Yes startups look magical but they can also be chaotic and inaccessible Many books are written for those who aspire to be founders but a company only has one or two of those What's needed is something that deconstructs the typical startup organization for the thousands of employees who join a fledgling company and do the day to day work required to grow it into something of value

Entering StartUpLand is a practical step by step guide that provides an insider's analysis of various startup roles and responsibilities including product management marketing growth and sales to help you figure out if you want to join a startup and what to expect if you do You'll gain insight into how successful startups operate and learn to assess which ones you might want to join or emulate Inside this book you'll find

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- Profiles of startup executives across many different functions who share their stories and describe their responsibilities
- A methodology to identify and evaluate startups and position yourself to find the opportunity that's right for you

Written by an experienced venture capitalist entrepreneur and Harvard Business School professor

Entering StartUpLand will guide you as you seek your ideal entry point into this popular cutting edge organizational paradigm

[\\$100M Leads: How to Get Strangers To Want To Buy Your Stuff](#) Alex Hormozi, 2023-08-19 You can get 2x 10x or 100x more leads than you currently are without changing anything about what you sell This book contains the playbooks that took me from sleeping on my gym floor to owning a portfolio of companies that generate 200 000 000 per year in under a decade Wanna know the biggest difference between those two time periods How many leads I was getting The problem is most business owners don't know how to get leads I wrote this book to solve your LEADS problem Today our companies generate 20 000 new leads per day across sixteen different industries And they do it using the eight never go hungry playbooks inside Once you see them you can't unsee them They're so powerful they work without your permission Inside you will find

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The 'Resource' Approach to Mathematics Education Luc Trouche, Ghislaine Gueudet, Birgit Pepin, 2019-11-29 This edited volume

will help educators better analyze methodological and practical tools designed to aid classroom instruction It features papers that explore the need to create a system in order to fully meet the uncertainties and developments of modern educational phenomena These have emerged due to the abundance of digital resources and new forms of collective work The collected papers offer new perspectives to a rising field of research known as the Documentational Approach to Didactics This framework was first created by the editors of this book It seeks to develop a deeper understanding of mathematics teaching expertise Readers will gain insight into how to meet the theoretical questions brought about by digitalization These include how to analyze teachers work when they prepare for their teaching how to conceptualize the relationships between individual and collective work and how to follow the related processes over the long term The contributors also provide a comparative view in terms of contrasting selected phenomena across different educational cultures and education systems For instance they consider how differences in curriculum resources are available to teachers and how teachers make use of them to shape instruction Coverage also considers the extent to which teachers make use of additional material particularly those available through the global marketplace on the Internet This book builds on works from the Resources 2018 Conference

Understanding teachers work through their interactions with resources for teaching held in Lyon France **Master the Lean Startup Approach : How to Build a Profitable Business with Limited Resources** Silas Mary, 2025-02-12 Master the Lean Startup Approach How to Build a Profitable Business with Limited Resources is your step by step guide to launching growing and scaling a successful business without wasting time money or energy on things that don't work In today's fast moving market traditional business plans are outdated before they're even finished The key to success is agility rapid testing and customer driven decision making This book teaches you how to embrace lean startup principles to validate ideas minimize risk and build a profitable business with limited resources Inside you'll learn how to Test your business idea without wasting money Find your first paying customers fast Pivot and adapt based on real data not guesswork Scale smartly without overextending yourself Build systems that drive sustainable growth Whether you're a first time entrepreneur or an experienced business owner looking to reduce waste and increase profits this book provides the battle tested strategies you need If you're ready to stop guessing and start building Master the Lean Startup Approach is your roadmap to profitable risk free business success

The Scientific Entrepreneur- Testing, Failing, Succeeding... Arham Amit Lalgunkar, 2025-07-08 THE SCIENTIFIC ENTREPRENEUR Testing Failing Succeeding Build Boldly by Thinking Like a Scientist In a world chasing shortcuts and instant success The Scientific Entrepreneur presents a powerful framework for building ventures through curiosity evidence and iteration Arham Amit Lalgunkar a young thinker passionate about systems innovation and learning by doing explores how to apply scientific thinking to solve real world business problems Discover how to turn failure into fuel make smarter decisions and create systems that evolve This book is a mindset shift a guide for future builders ready to stay curious stay resilient and create what truly matters Additional Information eBook Format BlueRose Google Play and Kindle

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Culture Hacker Shane Green, 2017-04-03 HACK YOUR WORKPLACE CULTURE FOR GREATER PROFITS AND PRODUCTIVITY I LOVE THIS BOOK CHESTER ELTON New York Times bestselling author of All In and What Motivates Me When companies focus on culture the positive effects ripple outward benefiting not just employees but customers and profits Read this smart engaging book if you want a practical guide to getting those results for your organization MARSHALL GOLDSMITH executive coach and New York Times bestselling author Most books on customer service and experience ask leaders to focus on the customer first Shane turns this notion on its head and makes a compelling case why leaders need to make satisfied employees the priority LISA BODELL CEO of Futurethink and author of Why Simple Wins This is a must read for anyone in a customer service centric industry Shane explains the path to creating both satisfied customers and satisfied employees CHIP CONLEY New York Times bestselling author and hospitality entrepreneur The question is not does your company have a culture The question is does your company have a culture that fosters outstanding customer experiences limits employee turnover and ensures high performance Every executive and manager has a responsibility to positively influence their workplace culture Culture Hacker gives you the tools and insights to do it with simplicity and style Culture Hacker explains Twelve high impact hacks to improve employee experience and performance How to delight and retain a multi generational workforce The factors determining whether or not your employees deliver outstanding customer service

Social Media in Higher Education: Teaching in Web 2.0 Pătruț, Monica, Pătruț, Bogdan, 2013-02-28 This book provides research on the pedagogical challenges faced in recent years to improve the understanding of social media in the educational systems Provided by publisher *Current Trends in Web Engineering* Florian Daniel, Oscar Diaz, 2015-10-15 This book constitutes the thoroughly refereed post conference proceedings of Current Trends in Web Engineering ICWE Workshops 2015 which was held in June 2015 in Rotterdam The Netherlands The 16 revised full papers were selected from 23 submissions and cover topics on natural language processing for informal text pervasive Web technologies trends and challenges and mining in the social Web **A World Without Work** Daniel Susskind, 2020-01-14 SHORTLISTED FOR THE FINANCIAL TIMES MCKINSEY 2020 BUSINESS BOOK OF THE YEAR One of Fortune Best Books of the Year One of Inc Best Business Books of the Year One of The Times UK Best Business Books of the Year A New York Times Book Review Editors Choice From an Oxford economist a visionary account of how technology will transform the world of work and what we should do about it From mechanical looms to the combustion engine to the first computers new technologies have always provoked panic about workers being replaced by machines For centuries such fears have been misplaced and many economists maintain that they remain so today But as Daniel Susskind demonstrates this time really is different Breakthroughs in artificial intelligence mean that all kinds of jobs are increasingly at risk Drawing on almost a decade of

research in the field Susskind argues that machines no longer need to think like us in order to outperform us as was once widely believed As a result more and more tasks that used to be far beyond the capability of computers from diagnosing illnesses to drafting legal contracts from writing news reports to composing music are coming within their reach The threat of technological unemployment is now real This is not necessarily a bad thing Susskind emphasizes Technological progress could bring about unprecedented prosperity solving one of humanity's oldest problems how to make sure that everyone has enough to live on The challenges will be to distribute this prosperity fairly to constrain the burgeoning power of Big Tech and to provide meaning in a world where work is no longer the center of our lives Perceptive pragmatic and ultimately hopeful *A World Without Work* shows the way

Impact of Digital Transformation on Business Growth and Performance Maravilhas, Sérgio, Ladeira, Rodrigo, 2025-03-26 Digital transformation continues to drive business growth and performance in today's fast-paced market landscape By integrating advanced technologies like artificial intelligence cloud computing and data analytics organizations can streamline operations enhance customer experiences and make data-driven decisions This shift enables businesses to respond swiftly to market changes while fostering innovation and collaboration Companies must leverage digital tools to optimize processes and unlock new revenue streams Further research into these solutions may better position companies to compete in the growing digital economy reshaping their strategies for success *Impact of Digital Transformation on Business Growth and Performance* provides insights into the effects of digital technology on business and organizational growth and performance It offers solutions for improved development through technology like machine learning quantum science and digital technology This book covers topics such as digital marketing entrepreneurship and human resources and is a useful resource for business owners entrepreneurs computer engineers marketers academicians and researchers

BIM in Small Practices Robert Klaschka, 2019-08-14 BIM Building Information Modelling is revolutionising architecture and construction as more and more practices are realising the benefits it brings to design sustainability and construction There is a perception that BIM is a process best left to large practices requiring significant resources and the ability to invest heavily in IT This book overturns that misconception introducing a selection of inspirational BIM-enabled projects by small architectural practices Full of practical tips and hard-won experience *BIM in Small Practices Illustrated Case Studies* includes pithy contributions from industry experts who identify and explore the important issues for small practices including how to get your practice started with BIM and how it aligns to the new Plan of Work This landmark publication will motivate small practices who are considering taking those first steps towards implementing BIM

Facilitating Work-Based Learning Ruth Helyer, 2015-10-06 Work-based learning routes are a versatile and innovative way to gain higher education qualifications This book reflects that flexibility and prepares tutors for helping work-based students learn in a variety of ways at both undergraduate and postgraduate level Offering practical information and advice the book covers the major aspects of work-based learning which include Accreditation of prior learning APL Work

based projects Learning agreements Relevant innovative assessment methods Quality assurance and enhancement mechanisms How technology can be utilised as a learning tool Featuring activities case studies and useful hints and tips informed by a range of international scholars it s the ideal companion for tutors of work based learning students

Empowering Learners for Life in the Digital Age Don Passey,Rosa Bottino,Cathy Lewin,Eric Sanchez,2019-06-29

This book constitutes the refereed post conference proceedings of the IFIP TC 3 Open Conference on Computers in Education OCCE 2018 held in Linz Austria in June 2018 The 24 revised full papers and 3 short papers included in this volume were carefully reviewed and selected from 63 submissions during two rounds of reviewing The papers discuss key emerging topics and evolving practices in the area of educational computing research They are organized in the following topical sections computational thinking programming and computer science education teachers education and professional development games based learning and gamification learning in specific and disciplinary contexts learning in social networking environments and self assessment e assessment and e examinations

Introduction to Data Science for Social and Policy Research Jose Manuel Magallanes Reyes,2017-09-21 This comprehensive guide provides a step by step approach to data collection cleaning formatting and storage using Python and R

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