

eSHARE vs Box:

The Modern Choice for Trusted Collaboration

eSHARE

The Legacy Problem: Box Represents Yesterday's Thinking

When Box emerged in the early 2010s, organizations were desperate for any cloud-based file sharing solution. Box filled that void by providing a centralized repository for content collaboration. However, Box was built on fundamentally flawed assumptions about how modern enterprises should handle data and collaboration:

- **Data Extraction Model**
Box requires organizations to duplicate their data outside their primary productivity environment
 - **User Context Switching**
Knowledge workers must leave their flow of work to collaborate securely
- **Parallel Universe Governance**
Organizations must maintain separate policies, permissions, and governance for Box vs. their Microsoft 365 environment
 - **Legacy Security Paradigm**
Built on perimeter-based security models rather than Zero Trust principles

The Modern Reality: Microsoft 365 Has Won

Today's reality is clear:

Over 1 million organizations have standardized on Microsoft 365 as their productivity and collaboration platform. Organizations have made billion-dollar investments in the Microsoft ecosystem, including:

Microsoft 365 productivity suite	Teams for communication and collaboration	SharePoint for content management
Purview for data governance and compliance	Security stack including Defender and DLP	Copilot for AI-powered productivity

Box now represents a legacy approach that forces organizations to:

Duplicate their Microsoft investment with parallel infrastructure	Create data silos outside their primary collaboration environment
Maintain two separate governance models	Train users on yet another platform

eSHARE: The Microsoft-Native Alternative

eSHARE was purpose-built for the Microsoft 365 era, designed to **enhance and extend your existing Microsoft investment** rather than replace it.

Native vs. External: A Fundamental Difference

Box (External Platform)	eSHARE (Native M365)
✗ Files copied to external environment ✗ Requires separate classification ✗ Parallel governance structures ✗ Creates data duplication ✗ Forces context switching	✓ Files remain in your M365 tenant ✓ Leverages existing Purview labels & DLP ✓ Unified governance with M365 ✓ Single source of truth ✓ Forces context switching

The Data Sovereignty Advantage

eSHARE keeps your crown jewel information where it belongs: in your Microsoft 365 tenant. This isn't just a technical preference-it's a strategic imperative:

- **Copilot Readiness**
AI requires a single source of truth. Data scattered across platforms undermines AI effectiveness
 - **Simplified Compliance**
One governance model, one audit trail, one source of truth
- **Reduced Attack Surface**
90% reduction in risk by eliminating data duplication
 - **Investment Protection**
Maximize your Microsoft 365 ROI rather than creating competing infrastructure

Breaking Free from Toxic Governance

Box represents what eSHARE calls "Toxic Governance"—security measures that create more friction than protection. Traditional Box deployments typically result in:

- **User Frustration**
Knowledge workers forced to leave their productivity environment
 - **Process Bottlenecks**
IT gatekeeping slowing down legitimate business needs
- **Shadow IT**
Users finding workarounds when approved tools are cumbersome
 - **Compliance Gaps**
Different security models creating governance blind spots

eSHARE's Trusted Collaboration Alternative

eSHARE eliminates Toxic Governance through Trusted Collaboration—an approach that rebuilds trust between IT security and knowledge workers

Four Principles of Trusted Collaboration:

Native Collaborate in the flow of work (within M365)	Frictionless Easy for every collaborator to adopt	Omni-Channel Collaborate in the flow of work (within M365)	Secure Right level of guardrails for compliance
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The Economics: Box Creates Cost, eSHARE Delivers Value

Box's Hidden Costs	eSHARE's Value Creation
❌ Duplicate Infrastructure: Paying for storage and capabilities you already have in M365 ❌ Parallel Management: IT overhead managing two separate platforms ❌ User Training: Teaching users yet another system ❌ Integration Complexity: Connecting Box to your M365 environment ❌ Data Transfer Costs: Moving data between platforms	✅ Hard Savings: \$10M-\$15M annually by eliminating duplicate platforms ✅ Soft Savings: 3X productivity gains through streamlined workflows ✅ Risk Reduction: 90% attack surface reduction by keeping data in M365 ✅ Faster Sharing: 3X acceleration in time to share ✅ Single Platform: Unify internal and external collaboration

Real-World Impact: What Customers Say

"We had Box for years and constantly fought adoption issues. Users would share files via email rather than use Box because it disrupted their workflow. With eSHARE, secure sharing became invisible—users just work naturally in Microsoft 365 and security happens automatically." — VP of IT, Fortune 500 Manufacturing Company

"Box required us to maintain two separate governance models. eSHARE eliminated that complexity by keeping everything in our Microsoft 365 tenant while giving us the external sharing capabilities Box promised but never delivered seamlessly." — CISO, Healthcare Organization.

The AI Era: Why Box's Model Is Obsolete

As organizations prepare for AI transformation with Microsoft Copilot, Box's data extraction model becomes a fundamental liability:

AI Training Copilot learns from your M365 data, not external platforms	Context Preservation AI requires unified data context, not fragmented silos	Security Consistency AI governance requires consistent policies across all data	Real-Time Intelligence AI works best with live data, not synchronized copies
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eSHARE is AI-ready by design, ensuring your collaboration platform enhances rather than hinders your AI initiatives.

The Strategic Choice

The choice between eSHARE and Box isn't just about features—it's about strategic direction:

Box: Yesterday's Architecture	eSHARE: Tomorrow's Foundation
Built for pre-Microsoft 365 world Requires data extraction and duplication Creates parallel governance complexity Fights against your Microsoft investment	Prepares you for AI transformation Purpose-built for Microsoft 365 organizations Enhances existing infrastructure investment Unifies governance and collaboration

Making the Migration

Organizations choosing eSHARE over Box typically see:

Immediate ROI Cost savings from platform consolidation	User Adoption 90%+ adoption rates due to native M365 integration	Security Improvement Reduced attack surface and simplified governance	Future Readiness Platform prepared for Copilot and AI integration
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The migration from Box to eSHARE isn't just a platform change—it's a strategic evolution toward modern, Microsoft-native collaboration that positions your organization for success in the AI era.

The Clear Choice

While Box served a purpose in the early cloud era, today's Microsoft 365-centric organizations need a collaboration solution built for their reality. eSHARE represents the next generation of collaboration technology—one that enhances your Microsoft investment rather than competing with it.

The question isn't whether you need secure external collaboration. The question is whether you'll choose yesterday's data extraction model or tomorrow's Microsoft-native approach.

eSHARE

Choose the future of Trusted Collaboration.

About eSHARE

Get in touch to find out how eSHARE can enhance your security framework and redefine the way you collaborate.

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