Subject: Interesting customer story about Office 365 and Dropbox

Hi [First name],

1.

I wanted to follow up my last message with a customer story that I thought you’d find interesting. Plex Systems helps over 400 manufacturers manage their inventory, and over the last two years, the company has doubled in size. That growth led to some major challenges for Plex: they needed to collaborate between distant offices, but relying on email left them stuck with multiple versions of the same Office files.

The company had an Office 365 deployment in place, and wanted something that would best complement their existing tools. “We wanted what people felt most comfortable with from a user interface, security, and deployment perspective,” Chris Pesola, Plex’s Director of IT explained. “It needed to work well with any mix of Macs, PCs, and smartphones, and all of the above. It brought us back to one answer, which was Dropbox.”

The result? Happier employees, greater productivity, and 6-figure cost savings on physical hardware.

If you’re interested in hearing more about how this joint deployment worked out, you can hear from Plex and Dropbox [in this webinar](https://lp.dropboxbusiness.com/Dropbox-O365-Driving-Collaboration-Productivity-ROI.html?_tk=ingrammicro) where they share best practices for deployment and the success that Plex has seen to date.

Is there a time this week that works best for us to chat about how this partnership might work for you, after you’ve had a chance to listen to the webinar?

1.
2. Cheers,
3. [Rep name]