



RushFiles

# OBJECTION HANDLING GUIDE

	January	February	March	April
964,406	880,853	528,649	468,582	
964,617	876,045	123,889	468,976	
528,265	468,888	1,545,888	528,158	
1,111,889	588,634	789,889	468,888	

**“We already use SharePoint / OneDrive / Google Drive / Dropbox.”**

**Underlying concern:**

They don't want to change unless there's a clear operational benefit.

**Response:**

Those tools are good for document editing and general storage. RushFiles is chosen when a company needs a stable, file-server-style workspace with predictable access control and full activity visibility.

It provides:

- a fixed folder structure,
- consistent permissions, and
- complete auditing of user and file actions.

These areas are harder to control in traditional cloud drives during daily shared-folder work.

**“Migration sounds complicated.”**

**Underlying concern:**

They fear disruption or a messy transition.

**Response:**

RushFiles is designed to make onboarding straightforward.

You can maintain your existing folder structure, and Active Directory integration allows users and groups to sync directly, so permission logic remains familiar.

This reduces setup effort and minimizes disruption for users.

## “Will our users actually adopt it?”

### Underlying concern:

They worry users won't adapt to something new.

### Response:

RushFiles follows a normal folder structure, so users don't need to learn anything new. It works like the file server environment they already know, which keeps adoption simple.

## “Is it reliable?”

### Underlying concern:

They want stability and consistency.

### Response:

The platform is built for stable daily use, consistent access, predictable file handling, and clear permission logic. It's designed for teams who work from shared folders throughout the day and need a dependable structure.

## “We work with large files.”

### Underlying concern:

They need predictable performance and no restrictions.

### Response:

RushFiles supports large files without strict size limits, so teams working with heavy project files can upload and collaborate without restrictions.

## “What about external users?”

### Underlying concern:

They want controlled sharing with clients/partners.

### Response:

You can invite external users with controlled access – download-only, read-only, or full collaboration. It keeps internal folders protected while still making sharing simple.

## “Is the platform secure?”

### Underlying concern:

They want to ensure files remain protected.

### Response:

RushFiles supports encryption in transit and at rest, 2FA, device approval, IP-based access rules, and detailed audit logs. The idea is to give you clear control over who accesses what.

## “Will this scale as we grow?”

### Underlying concern:

They need long-term stability.

### Response:

The platform is built to scale, and users, storage, and permissions can grow without requiring major structural changes.