



Sophos Partners with Egnyte to provide End-to-End Hybrid Cloud Encryption for the Enterprise

Direct management of encryption keys provides customers control of files from local storage through transmission to cloud provider and endpoint access

BOSTON, MA – February 28, 2012 – IT security and data protection company, [Sophos](#), and [Egnyte](#), a leading provider of hybrid cloud file server solutions, today announced the integration of [Sophos SafeGuard Enterprise](#) and [Egnyte HybridCloud file server](#), which offers enterprises an end-to-end solution for directly managing the encryption of data stored locally or in the cloud. Customers can define and manage their own encryption keys, enabling complete control over files no matter where they live.

As cloud services gain traction in the enterprise, and consumerization of IT continues its rapid ascent, data leakage has become a major concern for IT managers. Files no longer live in one location – they are shared across local storage, cloud provider storage and a growing diversity of devices. Increased collaboration means partners, employees and customers need secure access to these files, whether they are in an office or roaming.

Importance of encryption across a hybrid-cloud

Ownership over encryption keys is an essential part of enterprise security policies and protections. This allows customer files to be encrypted throughout the process of file transfer and across multiple devices and locations. Most importantly, enterprises have full control over their own data with ownership of their own encryption keys.

Through this partnership, Egnyte HybridCloud customers can use Sophos SafeGuard Enterprise to create and control their own encryption key to secure designated files. Customers have access to files anywhere, anytime, whether behind the firewall or in the cloud, as well as consistent encryption standards at every point.

“While the cloud opens up many opportunities to collaborate seamlessly, it also presents security issues and uncertainties, especially as employees use personal devices to access company information,” said Vineet Jain, CEO and co-founder, Egnyte. “What’s unique about our partnership with Sophos is that the combination of our services provides the market with a hybrid-cloud solution that scales up and down as needed, and provides IT managers with ultimate control over their data and the ability to manage encryption keys without additional support.”

“The cloud is changing the enterprise IT landscape and Egnyte is at the forefront of this evolution. One of the biggest drivers for adoption is understanding how to carry a security policy from the customer side through to the cloud provider,” said Matthias Pankert, VP product management, Data Protection at Sophos. “As providers like Egnyte develop these abilities, enterprise cloud computing will be utilized even further. An example is true mobility freedom – the concept that smartphones and tablets become viable equals to the laptop or desktop. We see our partnership with Egnyte evolving to support this shift in the future.”

About Sophos

More than 100 million users in 150 countries rely on [Sophos](#) as the best protection against complex threats and data loss. Sophos is committed to providing security and data protection solutions that are simple to manage, deploy and use and that deliver the industry's lowest total cost of ownership. Sophos offers award-winning [encryption](#), [endpoint security](#), web, email, mobile and [network security](#) solutions backed by SophosLabs - a global network of threat intelligence centers. With more than two decades of experience, Sophos is regarded as a leader in security and data protection by top analyst firms and has received many industry awards.

Sophos is headquartered in Boston, US and Oxford, UK. More information is available at www.sophos.com.

About Egnyte

Over 1 billion files are being shared by businesses daily using Egnyte HybridCloud file server. Egnyte's unique technology provides the speed and security of [local storage](#) with the accessibility of the cloud. Users can easily [store](#), [share](#), [access](#) and [backup](#) files, while IT has the centralized administration and control to enforce business policies. Egnyte, founded 2007, is based in Mountain View, California and is a privately held company backed by venture capital firms Kleiner Perkins Caufield & Byers, Floodgate Fund, and Polaris Venture Partners. For more information, please visit www.egnyte.com or call [1-877-7EGNYTE](tel:1-877-7EGNYTE).

Media Contact:

Eric Seymour
Burson-Marsteller, for Sophos
(617) 912-5416
Eric.Seymour@bm.com

Sarah Vreugdenhil
H3O Communications, for Egnyte
(415) 882-8825
sarah@h3ocommunications.com