

## **Egnyte Offers Next Generation File Sharing for the Enterprise**

*Egnyte Hybrid Cloud Provides Scalability and Security for IT  
While Maintaining Simplicity for Business Users*

**MOUNTAIN VIEW, Calif. – March 20, 2012** — Egnyte, the leading provider of hybrid cloud file server solutions today announced the availability of Egnyte HybridCloud File Sharing for the Enterprise. The new product release includes a set of features and integrations that provide a simple, scalable, and secure solution for file sharing and collaboration in enterprise environments.

Today's enterprises are looking to the cloud to cut costs, enable a mobile workforce, improve collaboration and increase worker productivity. Workers are the driving force for change in the enterprise with the consumerization of IT, but the cost of this change has been a loss of control over business data. Through its work with a number of enterprise customers, Egnyte has found that on top of the need to carefully control access and ensure uninterrupted productivity, enterprise organizations also have additional audit and accountability requirements. These companies need solutions that offer enterprise-grade security, on-demand scalability, and integration with their existing infrastructure. Business users require that the solution be delivered in packages that are both easy to use and quick to implement.

"IT executives are deeply concerned about the increasing trend of employees bringing in their own devices and using unauthorized cloud services to access and store sensitive data. This creates a nasty situation where IT can't do their job of securing corporate information because users are bypassing them", said Rob Enderle Principal Analyst for the Enderle Group. "What is needed is a product like Egnyte's Hybrid Cloud which provides a bridge offering covering the ease of use that users are seeking while addressing the security and management requirements a well-run company requires."

"With the proliferation of consumer devices in the enterprise today, IT is struggling to regain control and ensure the security of their data," said Terri McClure, Senior Analyst, Enterprise Strategy Group. "The cloud seem to be the answer for mobile and remote worker enablement, but in looking for an optimal approach to the cloud, security and data integrity are key to a successful implementation. A hybrid cloud approach can be the smart choice for enterprises who clearly want to maintain control of their data by having a copy behind the firewall while ensuring their remote and mobile users always have access to their data."

"We had been using traditional file servers for all of our file sharing needs, but when it came time to replace we wanted to thoroughly explore our options," said Piotr Malinski, Head of IT for Semperian. "Being a financial services company, it was critical that we had enterprise



class security in a solution that allowed all our employees to efficiently access large files, whether they were in one of our 15 sites, or working remotely. A pure public cloud offering just didn't fulfill our needs, and that's why we turned to Egnyte and their hybrid cloud offering. We have fast, secure behind the firewall access with the flexibility of the cloud, all at one third the cost of a file server."

## **Simple**

Creating a simple and easy to use experience is critical to gaining traction and usage of any product, and to that end, Egnyte has implemented a new simplified UI based on HTML 5. Now business consumers and IT managers can quickly and easily navigate through tasks in an intuitive manner to get their jobs done efficiently. Remote and mobile workers also benefit from updated iPad, iPhone, Android applications, and the addition of a newly released Windows Mobile application. End users also have access to a host of workflow integrations with Salesforce, Google Docs and Microsoft Outlook. Mobile productivity app integrations include Avatron, QuickOffice, and GoodReader.

## **Scalable**

Large organizations in particular require a level of scalability not found in consumer-focused products. To meet this need, Egnyte created the Egnyte Object Store, an enterprise-class architecture allowing organizations to scale up to 10 million files and upwards of 10,000 concurrent users. Users can file uploads up to 1TB utilizing Egnyte's Unified FTP environment, giving both IT and business users a powerful way to collaborate with others. Finally, a robust ecosystem of partners including NetApp, Netgear and VMware provide IT with the tools necessary to take full advantage of the Egnyte HybridCloud File Server solution.

"Finding an enterprise class solution with both security and scalability to roll out across our 70 offices was no easy task," said Phil Atkinson, Vice President of Information Technology at Learfield. "After looking at a host of different options, we decided that Egnyte HybridCloud best fit our needs. We're replacing our file servers and VPN using a unique hybrid combination of NetApp NAS devices and virtual appliances with the cloud to give us the control and speed of a localized server without the hassle, plus the benefits of a cloud solution for our remote users. We get the best of both worlds, in a scalable environment that can meet our demanding needs."

## **Secure**

Providing a secure environment is of the utmost importance to any enterprise, as data is the lifeblood of their business. Egnyte's new integration with Sophos SafeGuard provides an end-to-end security solution, including mobile device encryptions and complete control over data encryption keys. IT managers also have more choices with new single sign-on solutions, including VMware Horizon, OneLogin and Symplified. Further, integrations with SAML and Active Directory provide IT managers with robust security policies.



“We look forward to working with Egnyte on providing a world class, end-to-end encryption solution for the cloud,” said Matthias Pankert, VP of Product Management for Sophos. “Maintaining their own encryption keys allows businesses to control their data securely, and when married with Egnyte’s HybridCloud File server, they have the security of maintaining their data both behind the firewall and in the cloud, which is optimal for collaboration between mobile and remote workers, and those in the office.”

“Businesses are ready for the cloud, but the public cloud is not truly prepared for business,” said Vineet Jain, CEO of Egnyte Inc. “With a focus on security, scalability and simplicity, Egnyte’s HybridCloud file sharing is now a truly enterprise-class solution. We’ve given IT managers the control they need over corporate data and file sharing, while maintaining the ease of use and productivity boost business users demand. Whether remote, mobile or in the office, Egnyte HybridCloud File Sharing enables business collaboration while retaining the control necessary to protect sensitive data.”

## **About Egnyte**

Over 1 billion files are shared daily by businesses 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](http://www.egnyte.com) or call [1-877-7EGNYTE](tel:1-877-7EGNYTE).

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