

Egnyte Emerges as File Sync and Share Leader for Construction & Engineering and Advertising & Media Industries

Egnyte's Hybrid Approach Best Meets Speed and Security Needs

Mountain View, CA – May 1, 2013 – Egnyte, the leader in enterprise file sharing and synchronization, today announced strong growth and momentum in the construction, advertising and media markets over the past year. The company has over 1,500 construction and engineering customers growing at a rate of over 47% annually, and supports over 1,000 media and advertising customers in a vertical market that is growing over 40% per year for the company.

Construction and engineering companies such as Balfour Beatty, Bowmer Kirkland, and Bigge joined the 30,000 businesses using Egnyte's unique combination of local and cloud storage to store, sync and share their files. Young and Rubicam, Jack Morton, AKQA, and MJM are just a few of Egnyte's 1000 media and advertising customers.

Despite the apparent differences in what they do, the construction, advertising, and media industries face similar concerns: they all work with extremely large files, have distributed offices that need to work as one, and work with outside clients, vendors, and contractors. Egnyte's combination of local storage plus cloud seamlessly replicates project data on local storage devices in offices, which in turn enables the fastest file access in the industry. At the same time, admins can designate who has access to the files to keep client information private.

"What I like best about Egnyte is the anywhere access to my information at the highest possible speed," said Howard Jacobson, Envision Sales and Marketing Group. "Wherever I am, Egnyte gives me the fastest access to a document or a spreadsheet and is always a reliable solution. No matter my location, I simply sit down, log into Egnyte, and get started."

The construction and engineering industry finds similar benefits with the hybrid approach to file sharing.

Construction giant Balfour Beatty began using Egnyte during its reconstruction of the Dallas Fort Worth airport, during which there was a need for both tight file security and ease of file access for numerous employees.

“The Dallas Fort Worth Airport Terminal Reconstruction and Improvement Program presented us with a unique challenge because of the scale of the project and security requirements,” said Project Manager Jeff Pistor. “Because of the complexity of the project, the number of subcontractors working on concurrent projects and the distance between the jobsite and the jobsite office, we needed a way to make the current drawings available to everyone electronically. We used Egnyte as the backend storage and iPads as the display device in the field, and we used Egnyte local cloud for collaboration with our design team. Egnyte was a key piece of our digital document management process.”

The increased adoption of Egnyte by these industries - as well as numerous others - is part of an overall surge in development and momentum for the company, which has seen a doubling of its overall customer base and 300% year over year growth since 2012.

“With both local and cloud storage options, our solution serves the needs of these businesses better than any other offering on the market,” said Vineet Jain, Egnyte CEO and co-founder. “It’s not just separate local access and cloud access. Local storage plus cloud provides a 1+1=3 equation and gives our customers capabilities that are simply not possible with a cloud-only file sharing solution.”

For more Egnyte customer case studies please visit <https://www.egnyte.com/corp/customers.html>.

About Egnyte

Over 1 billion files are shared daily by businesses using Egnyte’s unique technology, which 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. Founded in 2007, Egnyte is based in Mountain View, California and is a privately held company backed by venture capital firms Google Ventures, Kleiner Perkins Caufield & Byers, Floodgate Fund, and Polaris Venture Partners. For more information, please visit <http://www.egnyte.com> or call **1-877-7EGNYTE**.

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