Egnyte Launches ELA Program To Address Increasing Demand For Enterprise Wide Deployments

New program enables IT to deliver robust file sharing solution that leverages existing storage, folder structures and security

Mountain View, California (July 18, 2013) – Egnyte today announced a new Enterprise License Agreement (ELA) program to help IT meet the surge in demand for enterprise-wide file sharing solutions. As businesses move beyond departmental file sharing, IT requires a robust solution that leverages existing storage investments, as well as current folder structures, access permissions and infrastructure. Egnyte's solution satisfies these requirements, while delivering a single solution that can span offices, geographies and users' collaboration needs.

"We've been seeing a significant increase in demand for enterprise-wide deployments driven by IT," said Egnyte Vice President of Worldwide Field Operations Steve Erbst. "And we know businesses want the best solution combined with the best pricing, based on ELA commitment. We think this program makes our solution unbeatable, especially when you consider the fact that nothing else on the market today supports all of the deployment models Egnyte does."

Egnyte's ELA program provides for:

- Guaranteed price lock-in for up to 3 years
- Discounts on options such as device control
- Access to platinum support that includes free pro-serve and training
- No more tiered pricing, rates are locked in per employee
- Exposure to Egnyte's engineering teams and early release preview program

Other customers who have already signed up for Egnyte's ELA program include: Young & Rubicam, global marketing & communications company; Learfield Communications,

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respected leader in collegiate sports marketing; and, Aerohive, wireless networking provider to medium-sized and larger businesses. “Our 30,000 customers come from a wide variety of industries, ranging from financial services to construction,” Erbst continued. “And with three data centers globally, support for any type of local storage, and any cloud storage, we are uniquely positioned to solve all the use cases of large, geographically dispersed customers, no matter how large their deployment is or what industry they’re in.”

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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