

## **Egnyte Builds On Triple Digit Quarter-Over-Quarter Partner Revenue Growth with Key Additions to MSP Partner Program**

*Quest, Cal Net, and SolutionWorx Join Growing Partner Community*

**Mountain View, California (August 20, 2013)** – Today, Egnyte announced the addition of Quest, Cal Net Technology Group and SolutionWorx, as new members of Egnyte’s managed service provider (MSP) program. These partnerships validate MSP’s need for a more complete file sharing solution that can address all customer scenarios: whether it be cloud-only file access, on-premise storage access or a combination of the two. All Egnyte’s MSP partners enjoy a competitive advantage and growing revenue by being able to offer the most complete file-sharing, sync and storage platform to their customers.

Out of the box, Egnyte provides an enterprise-grade solution to address one of the hottest categories in IT today – enterprise file sync and sharing. Egnyte’s MSP partner program offers members the go-to-market flexibility needed when selling this solution, which equates to high-margin recurring monthly revenue. In addition, Egnyte’s unique hybrid approach to file services enables MSPs to take advantage of continued on-premise storage sales as well as third-party software integrations, such as Google Drive and DocuSign.

“As the largest global desktops as a service provider, Egnyte’s enterprise file sharing solution enables us to provide our clients with a complete end-to-end collaboration solution,” said Tim Burke, CEO of Quest. “This partnership enhances our portfolio by providing the top-notch, flexible and secure cloud file management services our customers require.”

“We’re thrilled to have these latest partners join our market leading MSP program,” said Mort Jensen, Director of Channels at Egnyte. “Their market reach combined with Egnyte’s superior approach to file sharing enables customers to leverage investments already made in on-premise storage combined with the flexibility and capacity of the cloud all while providing users access to all files in the organization – not just the ones in a computer folder.”

### **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 [www.egnyte.com](http://www.egnyte.com) or call 1-877-7EGNYTE.

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