



## **Egnyte Adds Industry Veteran to Drive Corporate Marketing Strategy**

*Pam Goncalves Brings Over 20 Years of Communications Experience  
To Top Marketing Position*

**Mountain View, Calif., May 7, 2014** – Egnyte, provider of the most comprehensive enterprise file-sharing platform, announced today that it has hired Pam Goncalves as the company's new vice president of corporate marketing, reporting directly to Egnyte Founder and CEO Vineet Jain. Goncalves will work with teams across the company, including sales, channel and business development to drive and execute Egnyte's corporate marketing strategy and new customer acquisition. One of Goncalves' initial focus areas will be to ensure that Egnyte's unique and competitive portfolio is appropriately marketed to its wide base of customers and prospects, which include enterprise and SMB customers in key verticals, as well as developers and the alliance and channel partner communities.

Goncalves brings more than 20 years of experience in corporate marketing and communications to Egnyte, with careers at both pre-IPO and public technology companies. Goncalves joins Egnyte from healthcare IT company, Vocera Communications, where she drove the corporate communications strategy and programs, including public relations, executive communications, social media, events, international marketing and internal communications.

Prior to Vocera, Goncalves was the CEO program director at Brocade, reporting directly to Brocade's former CEO, Mike Klayko. In this pivotal position, she helped Klayko drive the strategic direction of the company and managed the Office of the CEO. Some of her other responsibilities during her five-year tenure at Brocade included managing internal communications, executive thought leadership, corporate responsibility and community affairs. Prior to Brocade, Goncalves drove corporate marketing for Genesis Microchip,

CyberBills and Netcom Online Communications and managed top seller marketing for eBay.

“I am thrilled to join Egnyte at such an exciting time in the company’s growth and this industry’s market dynamics,” said Pam Goncalves. “With data security being top of mind for most CIOs and IT managers, Egnyte understands that companies need a hybrid approach to sharing information and collaborating. Egnyte offers a compelling advantage to businesses of all sizes, by enabling them to securely access their data anytime, anywhere from the cloud to local storage..”

“I am delighted to have someone of Pam’s caliber who has proven experience in driving brand awareness, thought leadership and demand in both private and public technology companies,” said Egnyte Founder and CEO Vineet Jain. Pam comes to Egnyte at a critical juncture of the company as we continue to grow and increase our market footprint,”

### **About Egnyte**

Egnyte powers enterprise file sharing and access for more than 40,000 customers globally. The award-winning platform optimally balances IT's need for security, control, and compliance with users' demands for simple access to highly sensitive documents stored on-premises and low sensitivity documents stored in the cloud. Founded in 2007, Egnyte is a privately-held company headquartered in Mountain View, CA. It is backed by venture capital firms Polaris Partners, Kleiner Perkins Caufield & Byers, Northgate Capital Group, Google Ventures, Floodgate Fund, and strategic partners Seagate Technology, CenturyLink and an unnamed major storage vendor. Please visit [www.egnyte.com](http://www.egnyte.com) or call 1-877-7EGNYTE for more information.

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