



Egnyte Gains Momentum in Architecture, Engineering and Construction Industry Inks New Customers and Expands AEC Partner Ecosystem

MOUNTAIN VIEW, Calif. - July 22, 2014 - Egnyte, the leading provider of an enterprise file-sharing platform built from the cloud down, today announced strong momentum in the Architecture, Engineering and Construction (AEC) Industry, with the signing of several marquee customers and leading construction service provider partners. Some of the latest customers to join Egnyte's fast-growing roster of AEC customers include Adolfson & Peterson, Bowmer & Kirkland, Casey Industrial, Devcon, Manhattan/Byrne/JRT/3i Joint Venture, and PC Construction. New partnerships with FotoIN and SmartUse, among others, will extend the Egnyte platform with targeted feature sets and will create additional value for construction companies of all sizes.

AEC customers require solutions that can provide seamless access and versioning control for extremely large CAD/CAM files, enterprise-class security and permissioning, and strong collaboration capabilities for dispersed teams. The Egnyte platform addresses these strict requirements through a hybrid approach that enables enterprises to share files on-premises, in the cloud, or a combination of the two. The Egnyte platform is quickly becoming the industry standard for accessing, sharing and managing 100% of files in the construction industry.

“With 750 employees spread across four branch offices and numerous job sites, we needed a secure solution that provides easy mobile access with strong IT controls for our extremely large project plan files,” said Joe Tan, technology director at Devcon. “We chose Egnyte over competitive solutions because the Egnyte platform provides the most robust feature sets for managing all of our file-sharing needs, including flexible deployment models, security controls, and ease of use for our employees.”

“Other tools would have allowed me to share files on a few projects but still left me concerned about security,” said Randy Lessor, director of IT at PC Construction. “With Egnyte, I now have a single platform that has become our file server, addressing departmental and project needs inside and outside the company.”

According to the Global Construction 2025 report, the construction output globally will grow by 70 percent from \$8.7 trillion in 2012 to \$15 trillion by 2025. The industry's rapid growth around the world has created the need for a way to effectively manage and access construction data, no matter where it resides or how large the files are. Egnyte is focused on enabling its construction customers to effectively address five essential construction workflows, including plans, safety, image management, accounting and daily reports, through adding cutting-edge features, as well as through new strategic partnerships.

“Egnyte's focus on building a strong AEC partner ecosystem enables customers to work directly with the best-in-class providers that are fully integrated with Egnyte. For example, construction teams can manage and annotate files with FotoIN, manage all of their files through the Egnyte platform, and then add those photos to their project plans with SmartUse,” said Bart Giordano, vice president of Business Development at Egnyte.

“We’re thrilled to make document management easier for our joint customers by integrating with Egnyte. With Egnyte and SmartUse, users can manage and redline plans, create and track punch lists, collaborate on files and then automatically sync those files for instant access wherever the construction projects may take our customers,” said François Tanguay, CEO at SmartUse.

“By partnering with Egnyte, we’re able to provide our mutual customers with a seamless way to snap, tag, annotate and manage their photos through the sleek integration between FotoIN and the Egnyte platform,” said Sly Barisic, founder and CEO of FotoIN. “We’re thrilled to work with Egnyte to increase the productivity of construction teams while ensuring secure storing and automated filing of photos.”

For more information on Egnyte’s construction program, visit [here](#).

ABOUT EGNYTE

Egnyte powers enterprise file sharing and access for more than 40,000 customers globally. The award-winning platform that’s built from the cloud down optimally balances IT's need for security, control, and compliance with users' demands for simple access to documents stored on-premises and 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 or call 1-877-7EGNYTE for more information.

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