



Egnyte Executive Named to CRN “100 People You Don’t Know But Should” List

List Honors Unsung Heroes of the IT Channel

MOUNTAIN VIEW, Calif., October 01, 2014 – Egnyte, the only provider offering secure enterprise file services on premises and in the cloud, today announced that Bart Giordano, vice president of Business Development, has been named by CRN as one of the “100 People You Don’t Know But Should” in the IT channel for 2014.

Selected by the CRN editorial team based on ongoing feedback throughout the year from solution providers and other industry executives, CRN's list celebrates under-the-radar channel management team members from some of the industry's top vendors and distributors. These unsung heroes might not be household names, but they work tirelessly to create, promote and manage the programs and policies that support the IT channel and help it thrive.

Giordano is an enterprise technology executive with more than 15 years of experience in systems and software engineering, marketing, and business development across the information security, wireless, and cloud landscapes. He has led the charge to strengthen and grow Egnyte’s partnerships with channel, technology, and developer partners to expand the ecosystem of industry-leading third-party integrations with Egnyte’s enterprise files services portfolio.

“The IT industry has a tendency to shine the spotlight on its top executives, but at CRN we know that there are a lot of other hardworking people who deserve to be recognized for their contributions as well,” said Robert Faletta, CEO of The Channel Company, publisher of CRN.

“This list is our way of recognizing some of the people that are in the trenches, working hard on behalf of the IT channel every day and making decisions that help tip the scales toward channel success.”

“We’re thrilled for Bart to be named to CRN’s list among the other leading vendors making major strides within the channel. Egnyte has a focus on expanding partnerships with technology alliance and channel partners, and the recognition of this list illustrates our commitment to our customers and partners,” said Ian Whiting, president of Field Operations at Egnyte.

The “100 People You Don’t Know But Should” list is featured in the October issue of CRN and can be viewed online at www.crn.com.

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About The Channel Company

The Channel Company is the channel community's trusted authority for growth and innovation, with established brands including CRN, XChange Events, IPED, and SharedVue. For more than three decades, we have leveraged our proven and leading-edge platforms to deliver prescriptive sales and marketing solutions for the technology channel. The Channel Company

provides Communication, Recruitment, Engagement, Enablement, Demand Generation and Intelligence services to drive technology partnerships. Learn more at www.thechannelcompany.com.

About Egnyte

Egnyte powers enterprise file services for thousands of customers of all sizes around the world. The award-winning platform 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 from any device. Founded in 2007, Egnyte is a privately held company headquartered in Mountain View, CA. It is backed by venture capital firms Floodgate Fund, Google Ventures, Kleiner Perkins Caufield & Byers, Northgate Capital Group, Polaris Partners, and strategic partners CenturyLink, Seagate Technology, and an unnamed major storage vendor. Please visit www.egnyte.com or call 1-877-7EGNYTE for more information.

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