



New ESG Study Validates Strong Demand For Hybrid Online File Sharing Solutions

*Egnyte Momentum Echoes Findings; 7 out of 10 Customers
Move to Hybrid Within First 90 Days of Deployment*

MOUNTAIN VIEW, CALIF. – February 20, 2014 - Egnyte, the provider of the most comprehensive file-sharing platform for the enterprise, today announced that recent customer deployment preferences overwhelmingly support the results of a new study from the Enterprise Strategy Group (ESG), which finds that more than two-thirds of current users of cloud-based online file sharing (OFS) services are *extremely* interested in hybrid solutions and cite flexibility and control over data as the top factor driving interest. Egnyte customer deployments echo these findings, with 7 out of 10 customers moving to its hybrid model within the first 90 days of deployment and more than 2/3 of all customer inquiries and pilots demand hybrid as a part of their file-sharing deployment model. In addition, more than three-fourths of Egnyte’s partners named hybrid as one of their top three solution focus areas this year.

According to the results, (some of which can be seen in [“The Demand for Hybrid Online File Sharing Solutions”](#) brief) ESG found that more than two-thirds (69%) of respondent organizations that currently use a cloud-based online file-sharing solution said that they would be *extremely* interested in the ability to store some or all of their data on-premises.

The report cites some of the top factors driving interest in keeping some or all data on-premises among current OFS users as:

- Ability and flexibility to control where data is stored – 54%
- Ability to leverage existing on-premises infrastructure investments – 41%
- Belief that we can control data better than third-party services – 38%
- Concern over accessibility of public cloud-based data to third parties – 36%
- Need to comply with government regulations – 35%

Recent hybrid deployments of Egnyte include: AIB, AppDynamics, Calvary Church, Devcon, Semperian and Westmont College. Justin Silva, senior manager at AppDynamics, explains why the hybrid model works for his company: “The hybrid file-sharing model that Egnyte provides

allows us to have so much more control over our data than we've ever had before. We are able to access and manage all of our data, deciding what files we want to keep on-premise and what files we want to put into the cloud. By giving us this enhanced control, Egnyte is enabling us to share files company-wide, securely and confidently, on a daily basis.”

“I’m not surprised at all by Egnyte’s customer momentum around hybrid deployments as our results validate strong interest in hybrid file-sharing solutions, especially among customers who have already experienced cloud-only file sharing,” said ESG Senior Analyst Terri McClure, one of the primary authors of the study. “Cloud-only file sharing used to be the only option, but as hybrid solutions have emerged and gotten more attention, IT groups realize that they have alternatives that may better meet their need for balancing control, security and leverage of existing assets. I consider Egnyte the “father” of hybrid because they were the first to really push this concept with a full-featured solution that balances the flexibility and control companies want with the security, compliance and ROI they need.”

“The overwhelming number of hybrid deployments we’re seeing across customers of all sizes speaks volumes about where the online file-sharing market is headed,” said Egnyte VP Worldwide Field Operations Steve Erbst. “Simply put, it’s a matter of providing customers with a choice. The cloud is great for some data and use cases, but others especially data sets that need to stay behind the firewall need to be addressed – and accessed differently. That’s where Egnyte comes in and delivers a win-win for everyone, including our customers AND our partners.”

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 or call 1-877-7EGNYTE for more information.

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US Press & Media Contact

Chimene Stewart, Egnyte
Phone: 650-265-4197
Email: cstewart@egnyte.com

EMEA Press & Media Contact

Paul Maher, Positive Marketing
Phone: 0208 237 1104
Email: pmaher@positivemarketing.org