



**Egnyte and MSP RFA Announce Strategic Partnership to  
Provide Enterprise-Class File Sharing for Financial Services Customers**

*Egnyte wins channel chief recognition and exhibits at MSPWorld*

**MOUNTAIN VIEW, CALIF. – March 20, 2014** - Egnyte today announced a partnership with Richard Fleischman and Associates (RFA), a leading comprehensive managed service provider (MSP) for the financial services industry. RFA joins Egnyte's rapidly growing MSP community to add Egnyte's file services to its product portfolio and effectively address its customers' stringent security requirements. Egnyte also announced it will be at MSPWorld next week with its channel team, including Egnyte's Director of Channels Mort Jensen, who was recently recognized as one of CRN's Top 20 Channel Chiefs to Watch. MSPWorld takes place March 26-28, 2014 in Orlando, Florida.

RFA chose to add Egnyte to its portfolio of services, over other file access and sharing solutions, to be able to offer an enterprise-class platform that fully meets the diverse needs of its clients, whose business processes are often subject to strict regulatory controls. Egnyte enables RFA to provide:

- **Enhanced File Services from RFA Data Centers:** RFA owns and operates its own data centers to manage and store customer data, and Egnyte enables them to offer secure cloud-based sharing and collaboration capabilities using its existing infrastructure.
- **Different Deployment Models:** Egnyte offers three deployment options - cloud-only, purely on-premises, or a combination of the two. These flexible options enable RFA to meet its clients diverse needs, as well as up-level services through pairing Egnyte with existing on-premises storage offerings.
- **RFA Employee Enablement:** Beyond offering Egnyte to customers, RFA also reaps the benefits by utilizing the platform for the company's own business data and processes.
- **Mobility:** RFA and its customers need access to 100 percent of business files, no matter where those files are stored or how they're accessed. Egnyte enables complete mobility for accessing business files when and where business is conducted.

“Our partnership with Egnyte enables us to add enterprise-grade file-sharing to the suite of services we offer our customers. Egnyte’s solution also adheres to the strict compliance standards of the financial services industry, while offering the privacy and security that the hedge fund industry demands,” said Grigoriy Milis, RFA CTO. “We chose to partner with Egnyte because Egnyte’s flexible deployment models and benefits are best-in-class for our customers as well as our own team members.”

“We’re thrilled to partner with RFA and enable secure enterprise file sharing for their customers and employees,” said Mort Jensen, Egnyte’s Director of Channels. “RFA’s deep experience combined with Egnyte’s strong appeal within the financial services sector is already reaping benefits for both companies and marks the beginning of a long and fruitful partnership.”

Egnyte has deep expertise working with customers in the financial services industry and meeting their specific regulatory compliance needs. Some of Egnyte’s financial services customers include True North Advisors, PSA Financial, Semperian, and Waypoint Wealth Partners.

Egnyte’s Director of Channels Mort Jensen also received special recognition from CRN’s editorial team and was named as one of this year’s [20 Channel Chiefs to Watch](#).

Egnyte will exhibit at MSPWorld in Orlando Florida from March 26-28, 2014 in booth #32.

### **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.

### **About RFA**

Richard Fleischman & Associates (RFA) has been the trusted technology advisor to our financial services clients for over twenty years. Offering a full range of technology solutions supported by industry-leading service, RFA serves the IT needs of businesses including hedge funds, private equity funds, fund of funds, private wealth management and investment management firms. Whether clients require on-site or cloud-based solutions, telephony or data systems, fully-managed IT or targeted project consulting, RFA has the expertise to meet the industry-specific needs of our clients. RFA is headquartered in New York City with a private, state-of-the-art data center in Purchase, NY and an office in Boston, MA.

Bringing together the combined resources of a seasoned executive team, over 175 carefully-selected technicians and a trusted group of partner companies, RFA delivers scalable, reliable and secure technology infrastructure to our clients. Over 500 firms rely on RFA to provide enterprise-grade technology solutions and support to keep their businesses running smoothly.

Visit us on the web at <http://www.rfa.com/>

###

### **Egnyte US Press & Media Contact**

Chimene Stewart, Egnyte  
Phone: 650-265-4197  
Email: [cstewart@egnyte.com](mailto:cstewart@egnyte.com)

### **Egnyte EMEA Press & Media Contact**

Paul Maher, Positive Marketing  
Phone: 0208 237 1104  
Email: [pmaher@positivemarketing.org](mailto:pmaher@positivemarketing.org)

### **RFA US Press & Media Contact**

Kate Hutchinson, Richard Fleischman & Associates (RFA)

Phone: 212-659-4823

Email: [khutchinson@rfa.com](mailto:khutchinson@rfa.com)