



**Egnyte Goes All-In on Enterprise, Announcing End-to-End Collaboration with Microsoft
*Offers Microsoft Azure as Premiere Storage Provider for New Customers***

MOUNTAIN VIEW, Calif. – Oct. 3, 2016 - Egnyte, the leading cloud provider of smart content collaboration and governance for the enterprise, today announced a go-to-market strategy to make Microsoft Azure the premiere storage option for new Egnyte customers. With current integrations in place, which include Azure AD, Azure Key Vault, Microsoft Office 2016, Microsoft Office 365, Microsoft Office Mobile, and Microsoft Sharepoint Online, Egnyte is able to offer customers end-to-end solutions for building their digital workplace.

Egnyte's hybrid, open architecture uniquely positions them as one of the only vendors in the space with the ability to create end-to-end integrations across user apps, content, and infrastructure. By strengthening their relationship with Microsoft, Egnyte is making a commitment to the enterprise to provide the best-in-class solutions for both IT and end users.

"At Egnyte our strategy has always been around openness. We want to empower businesses to build their digital workplace with an ecosystem of best-in-class applications that fit the needs of each employee to get work done efficiently," said Egnyte CEO Vineet Jain. "Microsoft has been a leader in the enterprise for many years, providing the strongest suite of services for business on the market. By developing a complete end-to-end collaboration with Microsoft we are able to offer businesses of all sizes an opportunity to build their digital workplace with the best solutions on the market today."

As a part of their strategy, Egnyte is also making its Egnyte Connect solution available to Azure customers in the Azure Marketplace.

"As organizations continue to move their businesses to the cloud, customizations become increasingly important," said Steve Guggenheimer, corporate vice president of Microsoft's Developer eXperience & Evangelism (DX) group. "Egnyte has developed an open architecture that enables them to integrate with Microsoft products on several fronts, including collaboration and mobile apps with infrastructure-as-a-service in the future. Our joint customers will be able to select Microsoft Azure storage as the backbone of their infrastructure."

Thousands of organizations - like PCL Construction, Yamaha Corporation of America and Balfour Beatty – are currently relying on Egnyte and Microsoft for secure content collaboration, productivity, and infrastructure.

"At PCL we are currently working on roughly 700 different construction projects across North America with around \$8.5B in business volume, which makes it vital for us to have reliable infrastructure that can provide us secure access to all of our content with the latest and greatest tools and devices," said Mark Bryant, CIO at PCL Construction. "Because of the strong relationship Egnyte has with Microsoft,

and the seamless integrations they have built, we have been able to build a unique digital workplace that has all of the tools our employees love and a level of control and security that our IT department can trust.”

Read more about this announcement and the complete suite of end-to-end integrations Egnyte has built with Microsoft here <https://www.egnyte.com/blog/2016/10/sharepoint-online-azure-marketplace/>

Attending Dreamforce?

Visit Egnyte at booth #2020 to get a live demo of Egnyte’s integrated collaboration solutions.

Egnyte + Microsoft

Register for a free webinar on November 10th at 10:30am PT to hear from Microsoft Azure Lead Nathan Miller, PCL Construction Solutions Architect Chris Palmer, Egnyte co-founder and CSO Kris Lahiri, and Egnyte co-founder Rajesh Ram about how Egnyte and Microsoft are working together to help organizations build their own digital workplace.

About Egnyte

Egnyte transforms business through smarter content allowing organizations to connect, protect, and unlock value from all their content. Our Content Intelligence platform delivers smart content collaboration and governance in the cloud or on-premises to thousands of businesses around the world even the most regulated industries. Founded in 2007, Egnyte is privately held and headquartered in Mountain View, CA. Investors include venture capital firms, such as Google Ventures and Kleiner Perkins Caufield & Byers, as well as technology partners, such as CenturyLink and Seagate Technology. Please visit www.egnyte.com or call 1-877-7EGNYTE for more information.

Global Press & Media Contact

Colin Jordan

Director of Media Relations, Egnyte

Phone: 1-650-743-6471

Email: cjordan@egnyte.com