

## **Egnyte HybridCloud Delivers Only Sync That Goes Beyond the Desktop and Into the Enterprise**

*Enhances long standing cross platform sync from PCs to Virtual Servers  
While Adding Deep Integration with Salesforce.com*

**REDWOOD CITY, Calif., CloudBeat 2011—November 30, 2011—** Egnyte, a leading provider of [hybrid cloud file server](#) solutions today announced the expansion of its robust syncing capabilities to include powerful granular sub-folder level controls, enabling true enterprise wide collaboration and fully customizable sync capabilities. This is further enhanced by a new object level integration with Salesforce.com, allowing users to directly access the full spectrum of Egnyte services and collaborate with others regardless of whether they are a Salesforce user.

A recent commissioned study conducted by Forrester Consulting on behalf of Egnyte<sup>1</sup> found that 41% of employees at small and medium businesses are using unauthorized cloud services in the workplace. Unfortunately for IT, consumer grade solutions are filling the void, leaving them to pick up the pieces. Providing a serious cloud file sharing solution for business means going beyond an easy to use interface. It requires enterprise grade security, IT administration tools, full auditing capabilities and syncing beyond a PC and Mac to include mobile devices, network attached storage (NAS) devices, storage area networks and virtual servers. Allowing cross platform sync across this broad spectrum of devices is the only way to make every employee, regardless of where they are, feel like they're working from a single location.

“Consumer grade products often cause as much harm as good in the business environment, and while they do identify unanswered individual needs, they just aren't designed to address the needs of a business as a whole, and almost never meet the needs of IT managers,” said Vineet Jain, CEO and co-founder of Egnyte. “We deliver an enterprise grade hybrid cloud solution for file sharing, because we created it from the ground up with the needs of IT and the business as a whole in mind. We want to solve business problems, and deep integrations with leading products like Salesforce are just a part of that strategy.”

### **Cross Platform Sync that now goes deeper**

Egnyte HybridCloud has provided file sharing for large teams through the ability to sync not only PCs and Macs, but also network-attached storage devices and virtual servers for over a year. Now, users can easily pick and choose the sub folders they want to

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<sup>1</sup> Forrester Technology Adoption Profile, “SMB's File Storage Needs Are Growing, But 57% Underestimate File Server Costs – 45% Are Interested in Cloud Options.” September 30,2011 <https://www.egnyte.com/online-storage/white-paper-forrester.html>

sync with their PC or Mac, allowing them to more efficiently utilize their local storage. They also enjoy the ability to grant granular read/write/delete access on a sub-folder basis, providing the controls needed to flexibly manage projects within a department or team.

## **Salesforce File Sharing With Egnyte**

Businesses now have enterprise grade options for collaborating and sharing files with the new object level integration within Salesforce.com. Salesforce.com users can work with files of any size, access virtually unlimited storage, and share files directly within the salesforce.com interface. Team members who don't have salesforce.com licenses can access the shared folders associated with Salesforce objects through Egnyte. The integration also includes:

- Access to Salesforce files using iPad, iPhone, Android or any other mobile device to access files.
- Organization of files using folders and subfolders within the Salesforce hierarchy.
- Object-level integration retains continuity through sales pipeline.
- Salesforce access rules are applied to files when accessed directly in Egnyte.
- Files progress with leads, opportunities and prospects through the sales pipeline.
- Collaboration between non-Salesforce users at a fraction of the cost of buying Salesforce licenses.

"Our sales people need to collaborate with colleagues who are not Salesforce users. The sales people have easy access to the files within the Salesforce application, and can share files without worrying who has a Salesforce license", said Mike Grenier, Managing Partner, Smart Energy Capital. "User access rights are consistently enforced ensuring prospect data is secure."

Whether in the office, working remote or on the go, Egnyte HybridCloud file sharing provides a depth of capability that is designed for how businesses work. From newly announced Unified FTP, single sign-on (via SAML) and file preview, to cross platform sync down to the granular level, businesses can rely on Egnyte to provide the most robust and secure file sharing solution available today. This release is available immediately to qualifying plans. To sign up for a free trial please visit: [www.egnyte.com](http://www.egnyte.com) .

## **About Egnyte**

Over 1 billion files have been shared by businesses using Egnyte HybridCloud file server. Egnyte's unique technology provides the speed and security of [local storage](#) with the accessibility of the cloud. Users can easily [store](#), [share](#), [access](#) and [backup](#) files, while IT has the centralized administration and control to enforce business policies. Egnyte, founded 2007, is based in Mountain View, California and is a privately held company backed by venture capital firms Kleiner Perkins Caufield & Byers,

Floodgate Fund, and Polaris Venture Partners. For more information, please visit [www.egnyte.com](http://www.egnyte.com) or call [1-877-7EGNYTE](tel:1-877-7EGNYTE).

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