

NETGEAR ships with Egnyte – Fulfills Customer Demand for Hybrid Cloud Storage

NETGEAR ReadyNAS Customers Embrace Egnyte Cloud Services for Local Storage File Sharing

MOUNTAIN VIEW, Calif.—April 20th, 2011—[Egnyte](#), a leading provider of cloud file server solutions, and [NETGEAR®, Inc.](#) (NASDAQGM: NTGR), a global networking company that delivers innovative products to consumers, businesses and Internet service providers, today announced that NETGEAR ReadyNAS® Pro is now shipping with Egnyte preinstalled as an easy-to-configure add-on. Egnyte is also making it simple for existing users of NETGEAR ReadyNAS Pro to access Egnyte [Office Local Cloud](#) by simply updating their firmware.

“Egnyte's hybrid cloud technology combines the accessibility and flexibility of cloud storage with the security and performance of NETGEAR's local storage to ensure reliable, convenient and fast access to files,” said Vineet Jain, CEO of Egnyte. “With this out-of-the-box file server replacement, users are just one click away from experiencing the performance, reliability and control of an Egnyte and NETGEAR-powered hybrid cloud server.”

First announced in October 2010, the Egnyte-enhanced ReadyNAS Pro automatically synchronizes the online cloud with a local ReadyNAS Pro, providing users with the cost savings and reliability associated with cloud services while retaining the performance advantages offered by on-site file servers. As a hybrid solution, it also allows users to access, share and collaborate from any location, and can be easily integrated into existing directory services to further streamline user management.

A recent study by storage experts, Storage NOW, shows that fifty-seven percent of CIOs and storage administrators plan to adopt cloud storage within the next six months to one year. This presents a strong opportunity for channel partners looking for cloud storage solutions that can help differentiate their customers' business. Value-added-resellers (VARs) in particular benefit greatly from the NETGEAR-Egnyte cloud storage solution given that it offers a recurring revenue stream and eliminates the channel conflict inherent in pure cloud-based offerings.

“Business customers are asking for a solution like the one from [NETGEAR-Egnyte](#) because it's an incredibly attractive alternative to today's on-site Windows file server,” said Pablo Jusem, CEO of The Array Group, a value added reseller for Egnyte. “Resellers looking to embrace cloud storage will find this to be a best seller, as once people start using Egnyte to share files with others, it will spread like wildfire.”

Hundreds of Egnyte customers already use the joint NETGEAR-Egnyte hybrid cloud solution with outstanding results that greatly improve their business work environments. For example, Retail Anywhere, a retail management solution for mid-sized retailers throughout North America, for years relied upon multiple Windows file servers as a local storage solution to run the company's most critical data. Each department had their own Windows file server, so they could save and access their projects and documents directly. Remote users were provided access to

the system via the company's VPN. Now with the NETGEAR-Egnyte hybrid solution, all employees, remote or local, can access everything as if they were sitting in the same office, with faster speeds, improved performance and better data protection.

"Traditional enterprise vendors are promoting private and public clouds for corporate customers with large datacenters. However, these big proposals don't match the needs of our midmarket customers, who are demanding reliable, affordable and simple solutions." said Drew Meyer, Senior Director of Product Marketing at NETGEAR. "The Egnyte hybrid cloud file server with NETGEAR storage combines a cloud computing entry point with the reliability and simplicity of local data. That's smart IT, not big IT."

About Egnyte

Egnyte addresses the critical infrastructure needs of enterprises, small businesses and professionals — [file storage](#), [backup](#), [sharing and collaboration](#) — in one secure, centrally managed and easy-to-use solution. The company's hybrid cloud technology combines the accessibility and flexibility of cloud storage with the robust performance and speed of local storage, and automatically synchronizes changes made to local and cloud files. Egnyte Cloud File Server ensures that users have reliable and fast access to the files they need anytime, anywhere. Egnyte, based in Mountain View, Calif., was founded in 2006 and is privately financed. For more information, please visit www.egnyte.com or call 1-877-7EGNYTE.

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