

## Egnyte Strengthens Management Team with Key Hires in Sales, Business Development and Engineering

**Mountain View, Calif.—December 12, 2011—** Egnyte, a leading provider of [hybrid cloud file server](#) solutions today announced three key hires to its executive team. These include Balaji Venkateswaran, VP of engineering, Barry Davis, VP of business development and Steve Erbst, VP of sales. All three new hires represent strategic growth enabled by this year's investment round, and an aggressive move towards Egnyte's vision of delivering hybrid cloud file sharing solutions to organizations from small businesses up to the enterprise.

"We're excited to see the expansion of the executive team to include strong players that bring significant experience and deep understanding of what it means to create and deliver an enterprise class solution," said Vineet Jain, CEO of Egnyte. "The enhanced leadership team allows us to deliver quality products while expanding our technology into new strategic areas. We can now focus on building momentum in the market and bringing our unique hybrid cloud technology to organizations ranging from small business to enterprise."

Balaji Venkateswaran, was most recently VP of engineering at GuardianEdge Technologies (acquired by Symantec Corporation NASDAQ:SYMC ), the leader in endpoint encryption technologies, and was instrumental in its acquisition by Symantec in June 2010. Prior to that he worked for over 20 years as an engineering leader at numerous top-tier venture-backed and public companies such as Elemental Security, Ventaso, Evolve Software, TCSI and Fujitsu. Balaji has B.S. from University of Pune and an M.S. from University of South Carolina-Columbia.

Barry Davis, was most recently VP of general business and partner sales at ArcSight (an HP ( NYSE:HPQ ) company) where he was instrumental in the substantial revenue growth of the North American channel. He brings over 20 years of experience, and has held senior-level business development and sales management positions with leading technology firms including Citrix, and Lotus Development (acquired by IBM). Barry has an M.B.A. from Adelphi University and a B.S. in finance from Lehigh University.

Steve Erbst was most recently director of worldwide sales for Cisco's ( NASDAQ:CSCO ) collaboration products after their \$215M acquisition of PostPath. Prior to Egnyte, Steve held management positions at RSA Security (acquired by EMC), Network Chemistry (acquired by Aruba), and Sana Security (acquired by AVG Technologies). Steve has a BSC in finance from Santa Clara University.

### 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.

**Media Contacts:**

Heather Edell  
H3O Communications  
Phone: 415-618-8814  
Email: [heather@h3ocommunications.com](mailto:heather@h3ocommunications.com)