

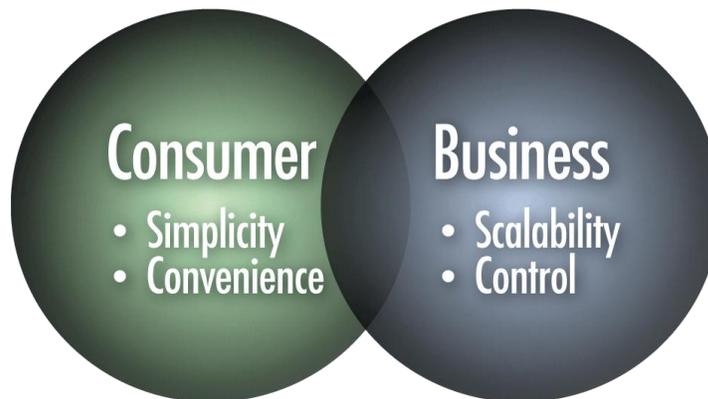
Comparing Box and Egnyte

White Paper

Introduction

File storage in the cloud has broad appeal for individuals as well as large businesses. At a macro level, there are two types of file storage/sharing solutions: Consumer class and Business class. Even within businesses, the market is further segmented into small medium businesses (SMB) and large enterprises.

Ease of use and mobile access is a common requirement that drives consumers and business users to the cloud. Consumers prefer a simple solution, without the complexity of centralized management and tight security controls. However, large enterprises need a solution that can scale to huge data volumes, thousands of users, and multiple locations, with a strong centralized management and control architecture. SMB needs are similar to the enterprise, but they have minimal resources to implement and manage this infrastructure.



There are several consumer-oriented solutions, with Dropbox having the greatest adoption. Box (also known as Box.net) was originally designed for consumers, but now is represented as an enterprise-class solution. Egnyte was built around the foundation of business needs, and has consistently focused on businesses ranging from SMB to large enterprises.

This whitepaper explains the differences between **Egnyte** and **Box**.

Market Focus

Box provides a solution that caters to consumers and businesses. It offers a free plan as well as paid plans¹. As a result, their product and company strategy is split between serving two disparate constituents. This imposes divergent and competing needs on their solution.

Egnyte's singular focus on businesses ensures customers are not subsidizing millions of free users. Every aspect of Egnyte business strategy and product is designed to address the needs of businesses. Product enhancements are exclusively designed to address the needs of businesses, including large enterprises.

Solution Approach – Cloud vs. Hybrid

Box is a **cloud-only model**; it is an “all or nothing” approach. Data is always, and only, in the cloud², thereby affected by the vagaries of the Internet – latency, off-line collaboration, and one of the most serious issues: loss of data control. This loss of control leads to compliance and privacy risks in many industries.

The **hybrid model** architectures provide a pragmatic approach to the cloud, and are widely accepted to be the preferred choice for businesses.

*“All but the smallest of companies are going to wind up with some type of **hybrid cloud** architecture. That means integration is paramount, not just between different vendors' software products, but between customers' IT operations environments and cloud resources”*

– Forrester, Nov 2010

¹ A recent Box promotion of 50GB storage in the free plan is indicative of trying to appeal to the consumer mind-set rather than a business.

² Box offers a rudimentary desktop sync. Desktop sync is not considered a hybrid solution, as personal computers do not constitute a shared resource. True hybrid architectures have a shared storage component for teams within the firewall.

Egnyte takes a hybrid approach with its file sharing solution - by combining the speed and security of local storage with the accessibility of the cloud. Users can easily store, share, access and back up their files, while IT retains centralized administration and control to enforce business policies. Egnyte is designed to fit into any existing enterprise infrastructure. With Egnyte, IT can leverage any storage device, any cloud provider, existing file structures and subfolder permissions.



Enterprise Readiness

Businesses need a cloud solution that can scale as they grow, a solution that is designed to handle increasing data volumes, has no limitations on file sizes, adapts to user needs and provides fast local access at LAN speeds.

Compared to Egnyte, Box has severe limitations that make it a subpar solution for the Enterprise.

Permissions Architecture – Granular Controls

Box's permissions management is limited. For example the *Finance* parent folder has 3 sub-folders: *reports*, *budgets* and *payables*. The entire finance team needs access to the *Finance* folder, with the exception of the *budgets* sub-folder. The *Budgets* sub-folder should only be accessed by the Corporate Controller. This

is easily accomplished with Egnyte’s subfolder permissions structure, but not possible with Box. Conversely, with Box, any user who has access to the *Finance* parent folder would automatically have access to all its sub-folders. This imposes a significant limitation for businesses as they map their file system to align with their organizational structure, access rules and data security requirements.³



Egnyte’s folder structure is organized the way businesses are organized, with shared folders and private folders. Each shared folder can have any number of sub-folders. Account administrators centrally manage permissions and include/exclude users and groups at any level of the hierarchy.

Egnyte’s permissions model adheres to traditional file server permission models. Large businesses have migrated in-house file servers to Egnyte without compromising control, security, or privacy.

³ http://community.box.net/boxnet/topics/flexible_user_permissions_for_shared_sub_folders?utm_content=topic_link&utm_medium=email&utm_source=reply_notification

Intuitive Desktop Access: Map Drive

Egnyte enables users to map cloud folders as a network drive on the desktop that can be accessed directly through Finder on the Mac, or Explorer on Windows. This intuitive access method allows employees to work directly off their desktops (in addition to accessing files using any standard browser).

Box lacks a drive-mapping capability, requiring access to files to be made through a web browser. After downloading and editing files, users must upload changes to their Box account. This makes file editing and collaboration cumbersome and inefficient.

Managing Large Files and Large Data Sets

An enterprise-class solution should be capable of handling files of any size and allow large amounts of data to be uploaded. **Box imposes a file size limit of 2GB**, restricting users from uploading large files such as Photoshop, Multimedia, or CAD files. Egnyte enterprise users can store and share files with no size limits.

Egnyte provides a rich set of upload capabilities – mapped drive, web-based uploads, desktop sync, server sync and FTP*. Each of these methods, in the listed order, is capable of handling progressively larger data sets. For example, 10GB can be uploaded in one session using Egnyte's FTP capability.

Active Directory Integration

Most enterprises have an existing directory service such as Active Directory or LDAP. Egnyte's flexible deployment models not only integrates and migrates existing file structures and folder permissions, but also integrates with existing user authentication systems. This means Egnyte fits into your existing IT infrastructure without disrupting your user management workflow.

Box cannot integrate with AD natively and depends on third-party providers such as OKTA. This means customers have to deploy, maintain and support two different vendors for user authentication, creating unnecessary hassles for centralized IT looking to optimize service providers.

Egnyte provides you a choice. Directly and natively integrate Active Directory with Egnyte or leverage third party identity providers (e.g. OneLogin, Okta, Ping Identity, other) if you prefer. However, unlike BOX, Egnyte does not force you to implement an identity provider to connect to AD.

Sync that Scales for Business

Egnyte provides the most robust and scalable solution for small to large businesses. It not only offers single users with desktop sync, but is also the only solution that supports large teams and cross-office collaboration with storage sync.

Desktop Sync

Egnyte Desktop Sync offers sync for individual users on their PC or Mac. **Egnyte sync scales to 5 million files**, provides sub-folder sync capability and enforces access permissions (defined on the Shared folders in the cloud) uniformly on local files.

Box also offers desktop sync on Windows and Mac (beta client) with, however, severe limitations. The Windows and Mac clients are **unable to handle more than 40,000 files**.⁴ Also, Box sync lacks the ability to handle granular sub-folder level sync. Sync must occur at a parent folder (all or nothing) which consumes valuable bandwidth and storage if all sub-folders do not need to be synchronized. In addition, only folders where users have read/write (edit) access will sync. Folders with read only access will not sync to the desktop, thereby preventing offline access to the folders.⁵

Storage Sync

Egnyte is unmatched in its capability to offer solutions that scale for large organizations. Egnyte offers sync solutions that provide remote offices with one centralized local access point for all files, just like a traditional file server. The local storage delivers fast access over the LAN, enabling offline file access. The bi-directional synchronization with the cloud ensures all shared files are also accessible by employees when working remotely and with mobile devices.

⁴ <https://support.box.net/entries/20366301-box-sync-faq>

⁵ http://community.box.net/boxnet/topics/will_it_ever_be_possible_to_sync_shared_folders_with_viewer_permission_only_and_away

With Egnyte Storage Sync, files on any local storage device (SAN or NAS) can be synced online, allowing users to store, share and access from anywhere, with any device. Storage Sync utilizes the cloud to combine the accessibility of cloud with "in-the-office" performance of local storage.

Licensing and Price

The Egnyte solution is consistently less expensive than Box due to a more affordable base plan and the ability to add additional users and features based on business needs. Egnyte's ability to offer more features at a lower price is due to its business focus. Unlike Box's freemium model, Egnyte does not have to amortize the cost of free consumer accounts across all paid business accounts.

Box has two classes of users, *Managed Users* and *External Users*. Managed Users are employees of the company and other users are set as External Users. By definition, **Box External Users cannot be managed by the administrator**. The administrator can only change External User folder permissions, but lack the ability to control and monitor password policies, account lockouts, or user file transfers. This lack of External User control and visibility can lead to potential security risks and data leaks.

Egnyte has *Power Users* and *Standard Users*. Company employees are mapped as *Power Users* and business partners as *Standard Users*. The subscription pricing is only based on the number of *Power Users*. Unlike Box, Egnyte understands that administrators need to monitor and manage business partners just as they would employees. This is why when it comes to central administration and policy management, **Egnyte provides full visibility and control over both user license types**.

Security

Egnyte file sharing is designed to meet the security requirements of enterprise organizations with 256-bit AES data encryption at rest and during transmission. Egnyte stores and replicates customer data across industry-leading Tier II, SSAE 16 compliant colocation facilities. Multi-layer data security and encryption ensures that business files are secure, even under the most stringent of guidelines (HIPAA, FINRA, EU SAFE HARBOR).

As more users are adopting mobile file sharing, IT needs ways to manage mobile data and end-user devices. Egnyte offers robust device control features to secure company data. So even if employee devices are lost or stolen, files are kept safe through multiple safeguards such as remote wipe and two-factor authentication, which Box does not natively provide. Egnyte can also integrate with your Mobile Device Management platform (MDM) if you have one. Box requires that you install and maintain a Mobile Device Management (MDM) platform to handle mobile devices that are compromised.

Egnyte vs. Box comparison chart

Feature	Egnyte	Box
File Access		
Web Browser	Yes	Yes
Map Drive	Yes	No
Mobile Apps	Yes	Yes
Mobile Remote Wipe	Yes	No
Desktop & Server Sync		
Desktop Sync	Yes	Yes
Storage Sync	Yes	No
Sync File Limits	5,000,000	40,000
File Size Limits	10 GB	2 GB
Folder Controls		
Sub-folder Permissions	Yes	No
Sub-folder Sync	Yes	No
User Management		
Internal Users (employees)	Yes	Yes
External Users (business partners)	Yes	No
Native Active Directory Integration	Yes	No

Summary

The selection of a cloud file storage solution is a critical decision for businesses. Although public cloud solutions can meet the needs of consumers, business do not need to compromise. By selecting a hybrid cloud solution, the benefits of a traditional file server can be maintained, while adding the mobile access and file sharing capabilities that users need. Egnyte uniquely addresses the needs of business users by providing a simple solution to store and share files with team members, while enabling IT to control and monitor all access.

About Egnyte

Over 1 billion files are shared daily by businesses using Egnyte's unique technology, which 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. Founded in 2007, Egnyte is based in Mountain View, California and is a privately held company backed by venture capital firms Google Ventures, Kleiner Perkins Caufield & Byers, Floodgate Fund, and Polaris Venture Partners. For more information, please visit <http://www.egnyte.com> or call **1-877-7EGNYTE**.