



Egnyte Taps Tech Industry Heavyweight as New Channel VP, Expands Global VAR and MSP Channel Program

Egnyte Streamlines Partner Program to Increase Revenue Opportunities Across the Channel

Mountain View, Calif., April 29, 2014 - Egnyte, the provider of the industry's most comprehensive enterprise file-sharing platform, today announced industry veteran Jeff Nollette as Vice President of Channels to lead aggressive growth of the company's channel business across the globe. Egnyte also announced its new channel partner program that streamlines engagement options while improving revenue opportunities for VAR and MSP partners.

Nollette brings more than 25 years of experience in global sales and channel development. In his new role at Egnyte, Nollette will lead strategy around enhancing Egnyte's channel partner program to focus on significantly increasing the company's channel revenues by the end of this year. Prior to Egnyte, Jeff's leadership helped blaze the trail to early channel success at NetApp (from \$23M to \$160M in 3 years), Isilon (from \$40M to \$157M in 3 years), and most recently at EMC as their U.S. National Partner Leader (\$750M to \$1.1B over a two year period). His long track record of success and program creativity will help shape the future of Egnyte and its partners' success as the company evolves into a more channel-centric organization.

Egnyte also announced an expanded channel program aimed at equipping partners with the latest enterprise-grade technology for file sync and share. Channel partners can leverage and enhance existing on-premises storage investments and partnerships by adding Egnyte to their portfolio offerings to cloud-enable those investments. By working with Egnyte, partners can not only add high value to their customer bases, they can also earn recurring revenue opportunities. VARs can sign up for one of two new program levels - Associate and Elite - that are based on sales, performance and commitment. For MSPs, Egnyte has a parallel program that's tailored to meet the unique needs of service providers. These new programs offer high-yield returns and equip partners with the following benefits and tools:

- **Enhanced Partner Discount Structure** – Partners receive industry-leading discounts in the File Sync & Share solution category and can engage directly or through the Egnyte Reseller Portal, which features resources to register deals and manage customer deployments.
- **New Partner Sales Kit** – This kit equips partners with the tools for successful engagements, including co-branded campaigns, an ROI calculator, customer sales presentations, partner sales battle cards, and more.

- **Dedicated Customer Service, Training and Marketing Assistance** – Each partner is paired with dedicated Egnyte team members who help with areas of prospecting, training and customer service. This includes tailored cold calling blitzes, SEM, SEO, and consulting assistance. Partners can also take advantage of webcasts, road shows, and ongoing enablement events.

Channel partners that have already signed on include Accuvant, EnablesIT, Intelice, RFA, RTP, Softchoice, TRACE3, Voyant Strategies, and many others.

For information on the Egnyte Channel Partner Program or to join, visit:

VAR: <http://www.egnyte.com/resellers/program-details.html>

MSP: <http://www.egnyte.com/resellers/msp.html>

Supporting Quotes:

“We’re shifting our sales model to focus on the channel in response to the tremendous interest we’ve seen from channel partners who want to be able to provide an enterprise-grade file-sharing solution for their customers,” said Jeff Nollette, vice president of channels at Egnyte. “This is a very exciting time to be joining Egnyte, and I look forward to partnering with our strong and quickly expanding roster of channel partners for our mutual success.”

“We’ve seen great traction among our customers who appreciate Egnyte’s rock-solid enterprise file-sharing offering, and we enjoy the numerous benefits the company’s strong partner program delivers to us at Trace3,” said Josh Berezin, president of Trace3. “Egnyte not only provides us with full support to enable streamlined deployments, they also have strong alliance partners, enabling us to deliver high-yield bundles around security, mobility and collaboration services.”

“Egnyte’s flexible deployment models let us provide enterprise file sharing for our customers whether they want to go all-cloud or need local access to files as well,” said Mike Landman, CEO of Ripple IT. “Partnering with Egnyte is a great fit for our creative services customers, and we’re excited to be working with the Egnyte team to help customers get their files out of the wiring closet, and into the cloud.”

“As the online file-sharing market evolves, customers are increasingly opting for solutions that provide a balance of access, choice and security,” said Terri McClure, senior analyst with Enterprise Strategies Group. “Our own research shows that more than ⅔ of customers who have deployed cloud-based solutions are actually extremely interested in a hybrid solution, where they retain the choice to store some of their data on-premises. This should be a big indicator to the channel that they need to work with companies like Egnyte to provide their customers with an enterprise-grade file-sharing solution that has a choice of deployment models to suit a broad array of customer

needs, as well as a comprehensive partner program to ensure partner success across deployments.”

About Egnyte

Egnyte powers enterprise file sharing and access for more than 40,000 customers globally. The award-winning platform optimally balances IT's need for security, control, and compliance with users' demands for simple access to highly sensitive documents stored on-premises and low sensitivity documents stored in the cloud. Founded in 2007, Egnyte is a privately-held company headquartered in Mountain View, CA. It is backed by venture capital firms Polaris Partners, Kleiner Perkins Caufield & Byers, Northgate Capital Group, Google Ventures, Floodgate Fund, and strategic partners Seagate Technology, CenturyLink and an unnamed major storage vendor. Please visit www.egnyte.com or call 1-877-7EGNYTE for more information.

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Additional Resources

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