



Egnyte Extends EFSS Architecture to File Protection and Management Markets *Unveils Adaptive Enterprise File Services with Content Intelligence*

MOUNTAIN VIEW, Calif., January 20, 2015 – Egnyte today introduced its strategy and technology roadmap that will strengthen and further differentiate its solutions within and beyond the Enterprise File Sync and Share (EFSS) market, extending its leadership as the company who can best address the specific needs of both line-of-business end users and enterprise IT departments.

Core to this strategy is Egnyte delivering a set of new big data analytics capabilities that will integrate into its open, hybrid platform as a comprehensive suite of Adaptive Enterprise File Services. Egnyte's intelligent architecture gives customers unparalleled insights on usage pattern dynamics that uniquely anticipate and meet users' needs to securely, easily and intelligently share files on premises and in the cloud. Through these advancements, Egnyte also gains new levels of intelligence to develop a File Management and Protection portfolio, enabling the company to pursue new business opportunities in those multi-billion dollar markets.

Unlike other EFSS providers that are limited to user information residing within their solutions, Egnyte's customers gain insight into all of their files, whether in the cloud, on premises or in a hybrid environment. Egnyte is unveiling its technology roadmap for its latest services: Content Intelligence, built on comprehensive data collection and rich, predictive analytics designed for end users, as well as enhanced, Smart Reporting and Auditing for IT. Egnyte customers not only see what's happening with their corporate files and user activity but can also optimize their content strategies for better collaboration, security and cost efficiencies.

"Egnyte's strategic direction is a timely and important evolution in the EFSS market and beyond. The company's unique ability to empower both users and IT with advanced tools to intelligently manage and protect their files on and off premises makes it a leader in delivering enterprise solutions to global organizations," said Richard Edwards, principal analyst, Enterprise Mobility and Productivity, Ovum Research.

"The Egnyte Adaptive Enterprise File Services are aligned to our hybrid cloud approach to allow choice and control across different IT environments," said Nick Triantos, senior director, Product Operations at NetApp. "As enterprises continue to leverage their existing storage environments, they are working with companies such as NetApp and Egnyte for on premises performance while still providing a cloud experience for the end-user."

Egnyte Adaptive File Services provide new and enhanced file services layered onto its existing portfolio that is tailored for both line-of-business users and IT admins. The full suite of services will include:

End-User Services

- **Mobility:** Enables users to access files they need on or offline from any preferred mobile device

- **Unified User Experience:** Ensures internal and external users can easily collaborate without needing a special client or requiring changes to their productivity environment and processes
- **Content Intelligence (New):** Helps users understand exactly how their files are being accessed and shared inside and outside of an organization and helps them adapt and optimize their content strategies and workflows

IT Department Services

- **Security:** Provides end-to-end security with the ability for IT to define user, content, device, networking, and storage controls based on compliance and policy requirements
- **Unified Administration & Management:** Equips IT with complete visibility and centralized management over all enterprise files through a “single pane of glass”
- **Smart Reporting & Auditing (Enhanced):** Helps IT understand how information flows throughout their organization with robust reporting and analytics that empower them to optimize infrastructure utilization and streamline operations

“Unlike other providers, Egnyte is focused on delivering solutions that do not require trade-offs between the needs of end users and IT departments,” said Vineet Jain, CEO and co-founder of Egnyte. “The introduction of Adaptive Enterprise File Services is a major step forward in our goal of empowering enterprises to securely, easily, and intelligently share files at scale and in a way that seamlessly integrates with any cloud, storage, mobile device, and productivity application our customers are using. This is why our strategy has gained such strong endorsement from our customers and partners.”

Webinar

In addition to this strategic announcement, Egnyte will host a must-attend webinar on January 29, 2015, featuring Gartner’s Research VP Monica Basso to highlight the future of the EFSS market, along with an update on Egnyte Adaptive Enterprise File Services from Egnyte’s CMO Isabelle Guis. Sign up [here](#) today.

Endorsements of Adaptive Enterprise File Services

“Aerohive is focused on delivering innovative enterprise mobile solutions that help customers become more productive and drive their businesses forward. Egnyte shares these principles and has delivered on them with our internal marketing and sales teams. We view its Adaptive Enterprise File Services as a solution that we’ll leverage heavily in enhancing the way we collaborate as well as protect and manage our business content.”

—David Greene, CMO, Aerohive Networks

“AppDynamics provides the business and operational insights required to proactively and in real-time monitor, manage, and analyze the performance, user experience and business impact of the most complex software applications. We share a vision that the ‘Software-Defined Business’ demands a new category of Application Intelligence and Egnyte’s move to Adaptive Enterprise File Services, offering powerful new data analytics capabilities enabled through their unique open, secure and hybrid platform is exactly what these businesses need to drive business impact. We expect that this new level of insight that Egnyte provides will help us become even

more collaborative and productive as we scale our business and continue to meet the needs of our customers.”

– *Steven Wastie, CMO, AppDynamics*

“Egnyte’s hybrid cloud approach to enterprise file sharing has provided us with significant benefits in terms of operational efficiency, cost reductions and improved collaboration. We can envision that the ability to quickly and easily collect and report on the usage of our project files through Egnyte’s Content Intelligence file service will provide important insights to improving our collaborative environment, resulting in better communication and project execution.”

– *Jeff Pistor, Director, Balfour Beatty Construction*

“As an organisation doing business in Europe, Egnyte enabled M&C Saatchi to adhere to privacy and security regulations all while providing SaaS file sharing and management solutions to our workforce and our customers. The strategic direction Egnyte is taking aligns well with our IT and end-user requirements of seamlessly integrating with their productivity environment and optimising in an on-going manner their experience and our content security. This seems to be beyond what other providers are capable of doing.”

– *Alistair Roberts, Head of IT at M&C Saatchi*

About Egnyte

Egnyte is the market leader in Adaptive Enterprise File Services that uniquely anticipate IT and end users’ needs to securely, easily and intelligently share files on premises and in the cloud. Egnyte’s award-winning platform integrates with any cloud, storage, device and business application to enable customers to optimize their collaboration environments through secure access, centralized control and unified visibility. Egnyte enables IT to make informed decisions on infrastructure utilization and workflows and end users to access unique content intelligence to proactively adapt their content sharing, management and protection strategies.

Egnyte was founded in 2007 and is a privately held company headquartered in Mountain View, CA. It is backed by venture capital firms, including Google Ventures and Kleiner Perkins Caufield & Byers, as well as technology partners, such as CenturyLink and Seagate Technology. Please visit www.egnyte.com or call 1-877-7EGNYTE for more information.

Additional Resources

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- Join Egnyte on Facebook: www.facebook.com/Egnyte
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Global Press & Media Contact

Colin Jordan
Egnyte
Phone: 1-650-743-6471
Email: cjordan@egnyte.com

EMEA Press & Media Contact

Paul Maher
Positive Marketing
Phone: +44 (0)203 637 0641
Email: pmaher@positivemarketing.com