

How Lewis Group Executes Real Estate Development Projects Faster and Reduces Direct Costs by 66% with Egnyte

Egnyte is a formidable competitor to the conventional big names—and performs better than all of them.

—Michael Viselli | Senior IS Project Manager, Lewis Group

Lewis Group develops and manages large-scale real estate projects across the residential, commercial, and industrial sectors in the Western United States. Founded more than 60 years ago, the firm has over 600 employees based in more than 40 offices throughout California and Nevada.

The Challenge:

Unable to access mission-critical files securely outside the office

In the hyper-competitive world of property development and management, Lewis Group understood the importance of maximizing the productivity and efficiency of its teams.

To work effectively, employees needed fast access to files such as architectural plans, drawings, and project files. It was equally critical they could easily share and collaborate on content both internally, and with external partners.

AT A GLANCE

300+
hours

of employee capacity unlocked every day

100s
of hours

of valuable IT time saved per month



While this simplicity was essential to maximizing business efficiency, Lewis Group's existing storage and file management infrastructure was holding them back—because it provided no remote access to business-critical files.

This was a major disadvantage. On the rental side, employees couldn't access useful documents on their devices when they showed potential leasees around properties. For project managers on the development side—who needed to regularly collaborate with construction partners—they had to wait until they were in the office to get anything done.

Even when employees were at their desks, the existing platform was frustratingly inefficient. Trying to locate a file on the network was agonisingly slow, because the search function was so sluggish and gave no option to drill down or filter results. Sync times were painful—as was the task of moving large files around the network.

For the IT team, every step of backend file management felt like pulling teeth. When employees requested permission to access a folder, it could take hours for the system to apply it to every file. Pulling complex reports took days. And with staff having no way to restore files themselves, yet another laborious job fell on the IT team's shoulders.

It was time to find a better solution. Enter Egnyte.

Staff had no way of accessing their files remotely, which led to a lot of complaints. Some employees were running their own solutions using consumer software, which put the safety of our critical data at risk.

—Michael Viselli | Senior IS Project Manager, Lewis Group



COMPANY

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LOCATION

Upland, California, U.S.

INDUSTRY

Real Estate Development



The Solution:

Egnyte's cloud content governance platform liberates staff to work, securely share, and collaborate from wherever they are

As Lewis Group's frustrations reached a tipping point, the business turned to Egnyte to deliver secure remote access and solve their ongoing file management challenges for good.

With Egnyte, Lewis Group instantly had a central hub of visibility and control, from which everyone in the business could quickly and easily access and manage files. For remote users, it doesn't matter where they are, what device they're using, what the file size is, or even whether they have internet access—with Egnyte's dependable cloud platform and unique file caching solution, they can access exactly what they need the second they need it.

This improves efficiency at every stage of a project and strengthens vendor and client relationships, because staff can communicate and collaborate in a more timely way.

Egnyte improves efficiency in the office too, by providing the option to cache files to local storage, which gives users LAN-speed access to their content. This eliminates time spent waiting for large files to download and save back to the cloud.

A sophisticated search interface means employees can find the right files in seconds using context-sensitive analysis and robust filters. And if they mistakenly delete a file, it can be restored immediately without burdening the admin.

Managing permissions is easy because IT simply green-lights the top folder and everything within it updates instantly. While the powerful reporting and auditing capabilities give a level of visibility that just wasn't available in its legacy systems.

After years of limitations, inefficiency and frustrating file administration, suddenly we had a solid central platform that was reliable and consistent, no matter where employees were accessing files from.

—Michael Viselli | Senior IS Project Manager, Lewis Group



EGNYTE PROVIDES

- **One trusted platform**
Central repository for all your file sharing needs
- **Secure remote access**
Controlled file access and sharing, anytime, and from anywhere
- **Collaboration made easy**
Files optimized to access, share, and edit from the office and on-the-go
- **Self-serve file restore**
Employees do it themselves with zero impact on IT

Results:

66% reduction in direct costs—and 300+ hours of employees' time saved every single day

Before Egnyte, Lewis Group paid around half a million dollars for its system hardware, with recurring licence and maintenance costs added on top. Thanks to Egnyte, they get better performance for a fraction of that. In fact, **Lewis Group estimates Egnyte has cut their direct costs by 66%!**

With more than 600 staff now able to easily access, edit and share critical data—and open and update files when they're on the move—**productivity has improved sharply.** Even the most conservative estimate suggests every staff member save more than 30 minutes a day, **which adds up to 300 hours of extra capacity across the business daily!**

Meanwhile, **staff are executing construction projects faster than ever.** For example, previously, superintendents out in the field couldn't share files with the office efficiently, creating wasted time and project lag. Because remote sharing is fast and seamless now, they can deliver projects with less delay and friction, and the business can achieve its goals at significantly less cost.

The positive impact of Egnyte is particularly felt by Lewis Group's IT team. With the **burden of backend file administration lifted,** they have 100s of hours a month back to focus on supporting business growth instead.

EGNYTE

Egnyte provides the only unified cloud content governance solution for collaboration, data security, compliance, and threat prevention for multicloud businesses. More than 17,000 organizations trust Egnyte to reduce risks and IT complexity, prevent ransomware and IP theft, and boost employee productivity on any app, any cloud, anywhere. Investors include GV (formerly Google Ventures), Kleiner Perkins, Caufield & Byers and Goldman Sachs. For more information, visit www.egnyte.com.

Egnyte is a no-brainer for any business that handles large files, requires secure remote access, and wants to eliminate the time and frustration of backend file administration.

—Michael Viselli | Senior IS Project Manager, Lewis Group