



Business Value Report

2024 Edition

Overview

The Egnyte Value Acceleration Team created the Business Value Assessment program to help organizations clearly measure the benefits of adopting the Egnyte platform. In 2024, these assessments showed consistent, measurable results, including significant cost savings, increased workforce productivity, stronger data security, and reduced risks. This report presents the main findings from those assessments, showing how Egnyte helps companies modernize their file services, improve collaboration, and safeguard critical content.

2024 Value Assessments at a Glance



Average ROI – **624%**



Payback Period – **6 Months**

Areas of Value

Egnyte’s value proposition focuses on delivering measurable business impact across three key areas: reducing direct costs, boosting workforce productivity, and improving content security through advanced risk management and compliance. Details are highlighted below:

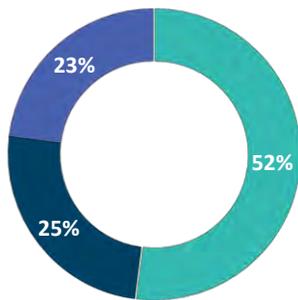


Figure 1 – Value driver contribution to total ROI

Increase Productivity	Secure Your Content	Decrease Direct Cost
<ul style="list-style-type: none"> Streamline access and collaboration to accelerate service delivery Remove burdens of lifecycle management Minimize disruptions from planned or unplanned outages Improve efficiency by eliminating operational bottlenecks 	<ul style="list-style-type: none"> Enable fast response to regulatory or litigation requests Classify data to support automated alerts, archiving, and cleanup Quickly detect and prevent risks such as data loss, theft, or ransomware Maintain continuous visibility and control over sensitive information 	<ul style="list-style-type: none"> Consolidate data repositories for streamlined management Remove backup and recovery expenses Lower overall infrastructure costs Significantly cut IT support overhead

Decrease IT Costs

By moving to the Egnyte platform, organizations reduce infrastructure costs, lower IT overhead, and gain the scalability to quickly adapt to changing business needs.



Figure 2 – Average annual savings and value for each major **direct cost** category, along with the total yearly & three-year averages (after Egnyte investment) across all assessments

Improve Collaboration & Productivity

Egnyte provides modern businesses with a centralized platform that simplifies collaboration, increases productivity, and keeps teams connected everywhere, on any device.



Figure 3 – Average annual savings and value for each major **productivity** cost category, along with the total yearly & three-year averages (after Egnyte investment) across all assessments

Increase Visibility, Control, Security & Reduce Risk

Egnyte minimizes data exposure and ransomware threats through advanced prevention, recovery, and integrated security controls, often leading to lower cyber insurance premiums.



Figure 4 – Average annual savings and value for each major risk cost category, along with the total yearly & three-year averages (after Egnyte investment) across all assessments

Value-Driven Use Cases

The following section provides three examples of value-driven use cases including typical buyer challenges, quotes from our customers, and links to relevant case studies.

1. Replacing local servers with Egnyte
2. Cloud-based data security and efficiency
3. Improve productivity and provide visibility into sensitive content

1. Replacing local file servers with Egnyte

Reduce direct costs associated with providing and supporting file services.

“Egnyte is extremely fast. With our old setup, our designers couldn’t work directly off our server; it was so slow that they had to copy everything over to their desktops. Switching to Egnyte has made a monumental difference in our ability to work quickly and efficiently.”

See the [Thinkso Case Study](#)

Example Areas of Value

File management consolidation: All the files for a project can be stored together, in one place, providing a comprehensive view and enabling the creative team to easily find what they need.

Improve access to files: Decreased frustration and increased morale among the agency’s employees who continually rave about their experience using Egnyte

Typical Buyer Challenges

- Aging local file servers and fragmented file locations
- Fragmented file locations across the company
- Hard deadline loomed for moving out of their office and giving up their servers

2. Cloud-based data security and efficiency

Improve file access monitoring and data security

“Any company doing business in today’s data security environment needs to seriously consider platforms like Egnyte.”

See the [Wyanoke Group Case Study](#)

Example Areas of Value

Access controls: Egnyte empowered the team to share content via password-protected links that expire after a set date, rather than using file attachments.

Rapid deployment and data migration: Egnyte’s user-friendly interface and responsive support team simplified Wyanoke’s migration of large volumes of content from its on-premises system to Egnyte.

Typical Buyer Challenges

- Insufficiency of their on-premises system to deliver the level of security Wyanoke required
- Little control over who had access to the many files they shared internally and externally
- Clients demand that vendors have a secure way to store and transfer their data

3. Improve productivity and provide visibility into sensitive content

Enhance end-user productivity while enabling administrators to secure sensitive content.

“Egnyte gives us the confidence that City workers can access files from various devices, share them internally and externally, and meet the needs of a modern workplace, all without compromising on security.”

See the [City of Fullerton Case Study](#)

Example Areas of Value

Secure content sharing: Egnyte enables IT teams to assign access to specific files and folders to individuals or to set access permissions based on criteria such as role or title.

Internal and external collaboration: City workers can access files from various devices, share them both internally and externally, and meet the demands of a modern workplace, all while maintaining security.

Typical Buyer Challenges

- On-premises Windows file server that lacked critical features around security and governance
- Legacy system didn't have any sort of content controls to prevent inappropriate disclosure
- Teams in various locations using various systems to manage a large and diverse volume of content – created significant headaches.

Conclusion

The 2024 Business Value Assessments demonstrate that Egnyte delivers measurable impact across cost reduction, productivity gains, and risk mitigation. Organizations that adopt the Egnyte platform achieve an average ROI of 624% over three years, with average total benefits of more than \$2 million. These outcomes highlight the transformative effect of consolidating file services, enhancing collaboration, and strengthening data security within a single, intelligent platform.

Egnyte's ability to reduce infrastructure expenses, streamline operations, and safeguard sensitive information ensures value across industries and business sizes. By combining cloud content management, advanced security, and AI-driven insights, Egnyte enables customers to modernize their IT environments while empowering their workforce. The results are clear: companies that leverage Egnyte position themselves to be more agile, secure, and productive in an increasingly complex digital landscape.



Egnyte combines the power of cloud content management, data security, and AI into one intelligent content platform. More than 22,000 customers trust Egnyte to improve employee productivity, automate business processes, and safeguard critical data, in addition to offering specialized content intelligence and automation solutions across industries, including architecture, engineering, and construction (AEC), life sciences, and financial services. For more information, visit www.egnyte.com.

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