

EGNYTE

Quick Reference

Egnyte Quick Facts

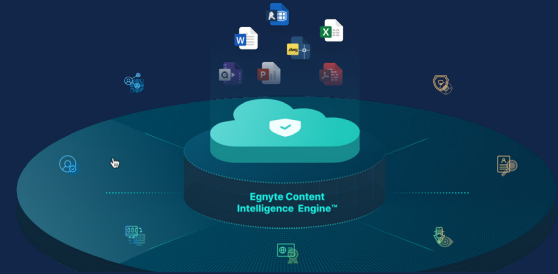
- Founded 2008
- 26,000 Customers Worldwide
- 1000+ Employees
- Headquartered in Mountain View, CA
- Offices in US, UK, Europe, APAC
- Investors Include Goldman Sachs, Polaris, Google, Kleiner Perkins

Award-Winning Technology & Industry Compliance



The Egnyte Solution

Egnyte is a secure multi-cloud platform for content security and governance that enables organizations to better protect and collaborate on their most valuable content. Egnyte enables customers to improve data security, maintain compliance, prevent and detect ransomware threats, and boost employee productivity on any app, any cloud, anywhere.



Problems Egnyte Solves

The ways knowledge workers find, create, synthesize, and apply content is changing. And the volume of business content is exploding – creating data sprawl and security risk.

Can your employees share files securely? > Support simple, secure sharing of files internally & externally

Do you have content sprawl? > Consolidate content, easily, manage data & control risk

Are old file servers causing reliability & cost of ownership challenges > Reduce total cost of ownership with file-based storage in the cloud

Where is your sensitive data? > Assess, identify & classify sensitive data

Who has access to your data? > Govern access to prevent unauthorized sharing of sensitive data

How well can you protect your data? > Detect internal & external threats, remediate issues, & recover files instantly

Egnyte Capabilities



Sharing & Collaboration

Users can confidently share and collaborate with others in real-time



Lifecycle Management

Reduce complexity & mitigate risk while managing large data volumes



Access Governance

Quickly and easily configure granular permissioning to manage access to company files



Privacy & Compliance

Address the most demanding data privacy and compliance regulations with ease



Data Controls

Prevent unauthorized sharing of sensitive data



Threat Management

Detect internal and external threats, remediate issues and recover files

Where Egnyte Wins

Common Egnyte Use Cases

Infrastructure Modernization

(File Server Replacement)

- Legacy infrastructure replacement
- Any-cloud, hybrid-work enablement
- VPN elimination

Secure External Collaboration

- Collaboration with clients and partners on projects
- Exchange of large files globally
- Exchange of IP, confidential and/or financial information

Protecting Sensitive Data

- Detect and stop ransomware across cloud content
- Restrict malicious or negligent insider data leakage
- Protect sensitive information - IP, contracts, client & financial data, etc
- Manage security incidents

Privacy and Compliance

- Comply with privacy mandates - GDPR, CCPA, etc
- Comply with industry & standards-based compliance - DFARS (NIST, CMMC), ISO 27001
- Manage subject access workflows

10 Questions to Uncover Egnyte Opportunities

1. Are you concerned about employees potentially sharing sensitive and/or confidential information externally?
2. Do you know where your sensitive data sits?
3. How do people access and share company files outside the office?
4. Do you need to replace your file server(s) in the next several years?
5. Do you have external compliance regulations that you need to adhere to? Such as CMMC, CCPA, FINRA, HIPAA or GDPR?
6. What is your data recovery plan if you get hit with ransomware?
7. How many repositories are you using across your company to store and manage content? And how are you managing or governing the data in those repositories today?
8. Do you know how much data you have, where it resides, and how it is being used and shared?
9. Do you need to manage or restrict access to certain content or folders?
10. Does your company need to share large, or sensitive files externally?

Egnyte Industry Success

Egnyte offers fully-integrated vertical industry-focused packages. Customers across a range of industries are leveraging Egnyte collaboration, secure and govern capabilities & AI/ML to optimize their unique data workflow requirements, including support of metadata & RAD management as well as support compliance requirements for CMMC, HIPAA etc.

Industry	Why Egnyte Wins
Architecture, Engineering & Construction (AEC)	▶ Global file locking to prevent project document & design file conflicts ▶ File versioning to track and preserve project & design file changes ▶ Fast search across large data sets, even within design files and title blocks ▶ Large file handling for point cloud, drone and other high-resolution formats ▶ Integrates w Procore, Autodesk, Bluebeam and more
Life Sciences	▶ Single source of truth for all regulated and unregulated data ▶ Secure document access and sharing ▶ Automated document management workflows ▶ GxP compliant portal ▶ Streamlined validation
Financial Services	▶ Wealth Management: Allow clients and investment managers to access and share financial documents securely ▶ Banking & Lending: Allow advisors and loan officers to access and share financial documents securely ▶ Insurance: Allow agents, adjusters, and customers to access and share claims documents securely ▶ Private Equity/ Venture Capital: Protect sensitive transactions & portfolio companies
Public Sector	▶ Automated certification workflows for CMMC 2.0, ITAR, NIST 800-171, ISO 27018, HIPAA & more ▶ FedRAMP Readiness achievement ▶ Egnyte.gov ▶ Zero Trust file management via SSO, granular permissions, MFA & more

Your Opportunity with Egnyte

1

Growing Demand:

Increasing regulations around data privacy and security is driving explosive growth in data security posture management solutions.

2

Recurring Revenue:

With a 120% customer net retention rate, Egnyte partners are delivering customer excellence while building long term, profitable relationships.

3

Short Sales Cycle:

Egnyte average sales cycle is under 60 days.

4

Sales Support:

Egnyte is committed to accelerating growth through partnerships. Our sales organization works hand in hand with partners to ensure quick close cycles and sales success for our partners.