Egnyte Expands Footprint in Architecture, Engineering and Construction (AEC) Market
Construction Market Leaders Increase Adoption of Enhanced Solution and Partner Integrations

MOUNTAIN VIEW, Calif. – June 23, 2015 – Egnyte, the market leader in Adaptive Enterprise File Services, today announced it has expanded its footprint in the Architecture, Engineering and Construction (AEC) Market. Egnyte's solution powers enterprise file services for construction firms around the globe, and the enhanced solution includes new feature sets and third-party partner integrations to extend the value for project managers and IT decision makers. Some of the company's latest AEC customers include Andersen Construction, Egan Companies, McKenney's, Power Design, Inc. and Tutor Perini Corporation.

Egnyte's open, hybrid architecture is ideal for AEC customers looking to manage all aspects of projects from bidding to completion through secure file sharing directly from integrations with third-party, AEC-focused apps, including those from Bluebeam and PlanGrid, among others. By implementing Egnyte's hybrid solution with these leading integrations, companies can easily go paperless and increase cost savings when collaborating with large files, such as blueprints, CAD drawings and images.

One of Egnyte's premiere AEC customers Balfour Beatty Construction, a Dallas-based commercial construction company with full-service offices across the U.S., recently replaced its incumbent file-sharing solution Box and adopted Egnyte across all U.S. divisions based on its enterprise-class hybrid architecture, in addition to leveraging the integration with PlanGrid.

"We selected Egnyte in the beginning because of its high level of security and granularity of permissioning," said Jeff Pistor, director at Balfour Beatty. "We stayed with Egnyte because of the efficiency and performance the solution provides in our geographically diverse business where collaboration is a critical requirement for our day-to-day operations."

The newest features added to Egnyte's solution for AEC teams include:

- **Role-Based Administration Rights:** For global construction firms, it's not scalable for IT to administrate each project. With role-based admin rights, the project manager can gain some admin rights to delegate projects, add/remove employees and contractors, etc. for the duration of the project.
- **Advanced Folder Templating:** When AEC teams start a new project for building a new corporate campus, for example, instead of recreating the entire folder hierarchy of files used for each project (i.e., folders for contracts, blueprints, photos), there is now an advanced templating feature to automate this process. IT can then set folder permissions or delegate a role-based admin to add contractors and subcontracts to this project and remove them once the project is completed.
- **Third-Party Integrations:** The integrations provide optimized workflows with blueprint markups, annotations, image management and other project management requirements in this industry. Some of the popular integrations include solutions with Bluebeam, FotoIn, SmartUse and PlanGrid.

"Our hybrid architecture and targeted feature sets have been well received and broadly adopted by our customers in the AEC industry," said Bart Giordano, vice president of partner sales and business development at Egnyte. "By extending these benefits with key partnerships, our customers can greatly enhance their collaboration workflows end-to-end, reduce costs for bandwidth, elegantly manage blueprint version control and boost productivity by combining the leading file services tools and AEC applications used in this market."

To address the growing use of construction-focused solutions and mobile apps, Egnyte has joined forces with an ecosystem of best-in-class construction partners. These partners provide mobile apps that reduce paper and enable instant sharing of project photos, blueprints, and PDF files through Egnyte.

More information on the Egnyte construction solution can be found here.

More Supporting Partner and Customer Quotes:

"PlanGrid is all about enabling construction workers in the field to be as efficient as possible," said Kenny Tucker, VP of Marketing at PlanGrid. "Working with Egnyte helps us enable project teams to collaborate on project plans and documents in real time via any mobile device, creating a seamless workflow for customers, like Balfour Beatty and PowerDesign, all while maintaining a secure environment with strict access permissions."

"As one of the leading electrical contracting companies in the country, PowerDesign focuses on exceeding expectations for our customers and delivering high-quality projects on time and within budget," said Raghu Kutty, director of IT at PowerDesign. "By empowering our employees with Egnyte's open platform and rich ecosystem of integrations for their favorite apps, we have been able to enhance our workflows, centralize our project files, and unify our teams out on the job site to make sure we stay true to the commitments we make to our customers."

"Our partnership with Egnyte has helped create an open and secure environment for customers to deploy FotoIN throughout their entire organization, including construction, engineering, restoration, property management and real estate firms," said Sly Barisic, founder and CEO of FotoIN. "Within the FotoIN-Egnyte integrated environment, users are able to automate field to office workflows by capturing, accessing and collaborating on photo files on the go or in-house, helping to increase productivity, customer satisfaction and cost-savings."

"At Bluebeam, our goal is to provide customers with flexible solutions to enhance the way they work," said Sasha Reed, VP of strategic alliances at Bluebeam. "Together, Bluebeam Revu and Egnyte enable our customers to seamlessly access, manage, annotate, and store project documents in a secure environment, which allows them to easily share the latest versions of their work with project teams when and how they prefer."

"SmartUse currently provides an app for real-time sharing and markup of PDFs across devices, whether at the desk, in the site office, or in the field," said Dan Conery, vice president of business development at Newforma (provider of SmartUse). "By partnering with Egnyte, we are able to ensure that teams are always working from the latest versions (with strict, enterprise-level controls) of plans, specs, submittals, RFIs and more, to avoid costly mistakes and delays."

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
- Follow Egnyte on Twitter: twitter/Egnyte
- Join Egnyte on Facebook: facebook/Egnyte
- Connect with Egnyte on LinkedIn: Egnyte LinkedIn Company Page

Global Press & Media Contact
Colin Jordan
Egnyte
Phone: 1-650-743-6471
Email: cjordan@egnyte.com