



Business Value Report

2023 Edition

Overview

The Egnyte Value Acceleration Team created the Business Value Assessment process to help our current and potential customers identify and communicate the benefits of investing in the Egnyte platform. This report provides a summary of the findings from all value assessments conducted in 2023.

2023 Value Assessments at a Glance

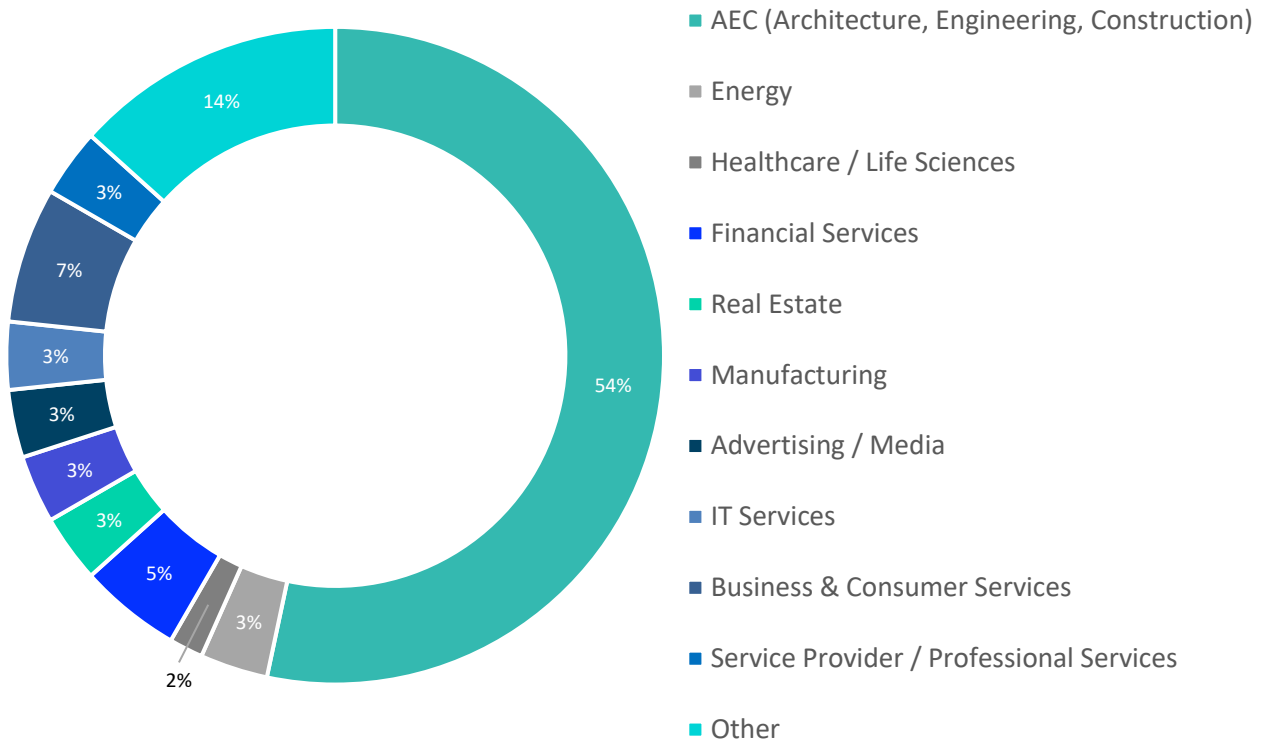


Average ROI – **390%**



Payback Period – **6 Months**

Organizations by Industry Vertical



Other: Legal, Entertainment, Technology, Education (Higher / University), Travel & Leisure, Aerospace & Defense.

Figure 1 – Business Value Assessment Distribution by Industry Vertical

Areas of Value

The Egnyte value proposition is composed of cost-saving and value-added capabilities that fall within three major areas of financial return: Decreased Direct Costs, Improved Business User Productivity, and Content Security/Risk Management and Minimization.

Details are highlighted below:

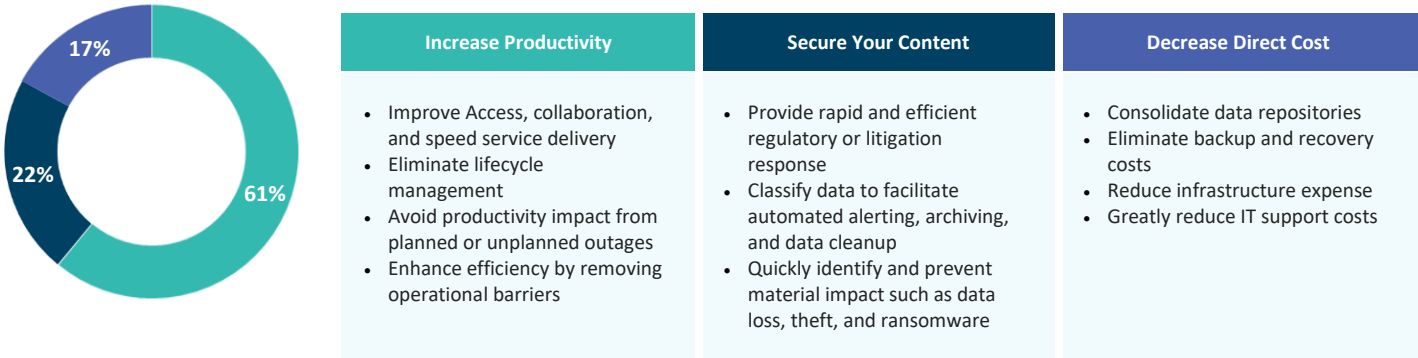


Figure 2 – Most common value drivers and each category’s assessed % contribution to total ROI

Decrease IT Costs

By transitioning to a cloud-based solution like Egnyte, organizations can experience significant cost savings by reducing or eliminating the need for on-premises infrastructure. Not only does this reduce direct costs associated with hardware, maintenance, and upgrades, but it also frees up resource time that would otherwise be spent on managing and supporting those systems. Plus, with the scalability and flexibility of cloud solutions, organizations can adapt more quickly to changing needs and growth without the same level of investment and effort required with traditional on-premises solutions.

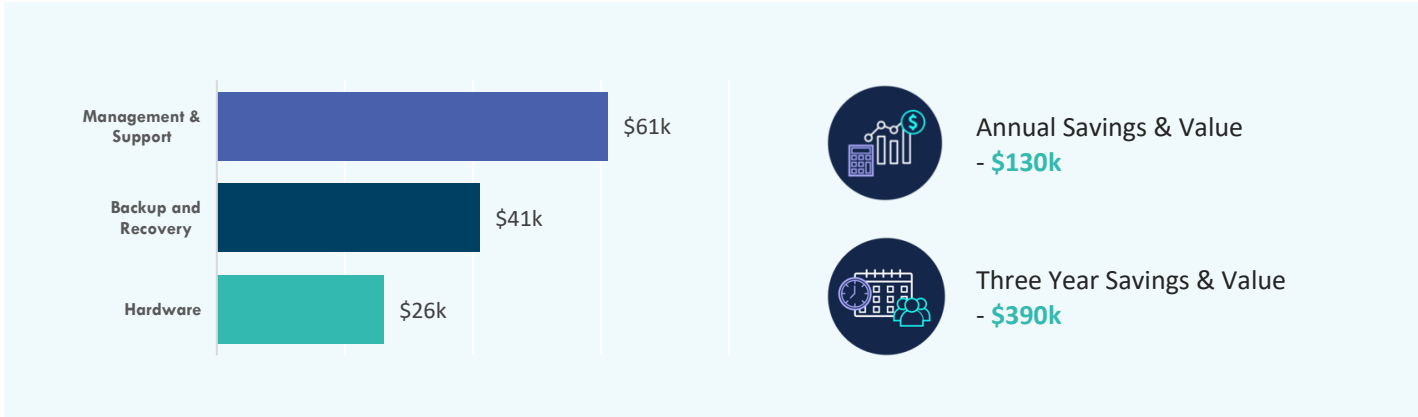


Figure 3 – Average annual savings and value for each major direct cost category along with the total yearly & three-year averages (after Egnyte investment) across all assessments

Improve Collaboration & Productivity

Egnyte's focus on improving collaboration, productivity, and reducing downtime aligns well with the needs of modern businesses. By providing a centralized platform for file management and collaboration, Egnyte enables teams to work more efficiently and effectively, regardless of their location or the devices they're using.

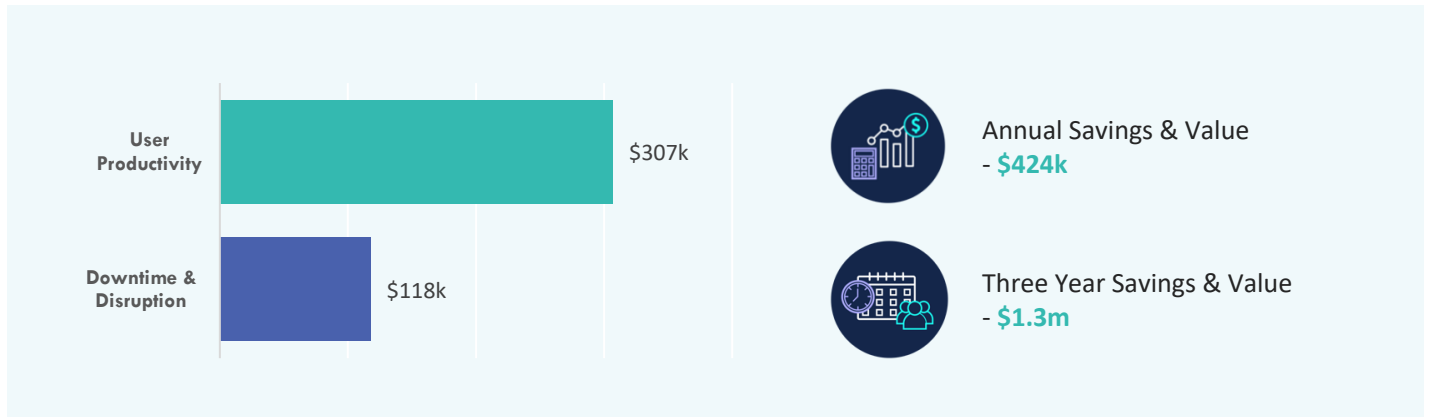


Figure 4 – Average annual savings and value for each major **productivity** cost category along with the total yearly & three-year averages (after Egnyte investment) across all assessments

Increase Visibility, Control, Security & Reduce Risk

Egnyte enables organizations to minimize the amount of sensitive data exposed to potential threats, decreasing the attack surface and minimizing the impact of ransomware. When coupling our ransomware avoidance and recovery capabilities with our foundational security measures, including granular permissions, file versioning, and data sharing control, we are in line with risk mitigation strategies employed by insurance companies, resulting in the potential of decreased premiums.

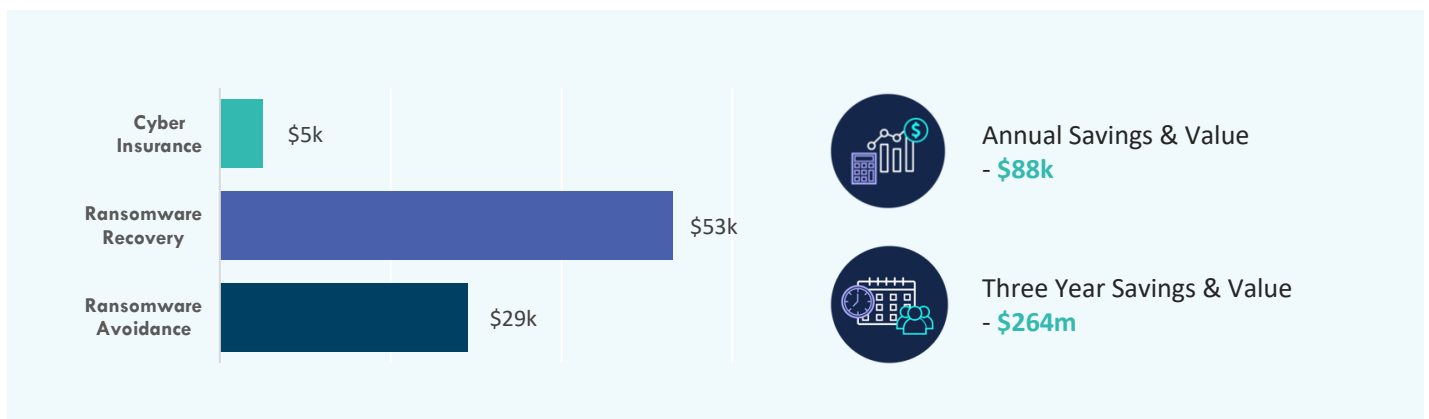


Figure 5 – Average annual savings and value for each major **risk** cost category along with the total yearly & three-year averages (after Egnyte investment) across all assessments

Value-Driven Use Cases 2023

For every assessment, the customer evaluated their key value drivers for the project, prioritizing them from least to most important. The graph below illustrates the value-driven use cases categorized by their priority: Top, High, Medium, and None.

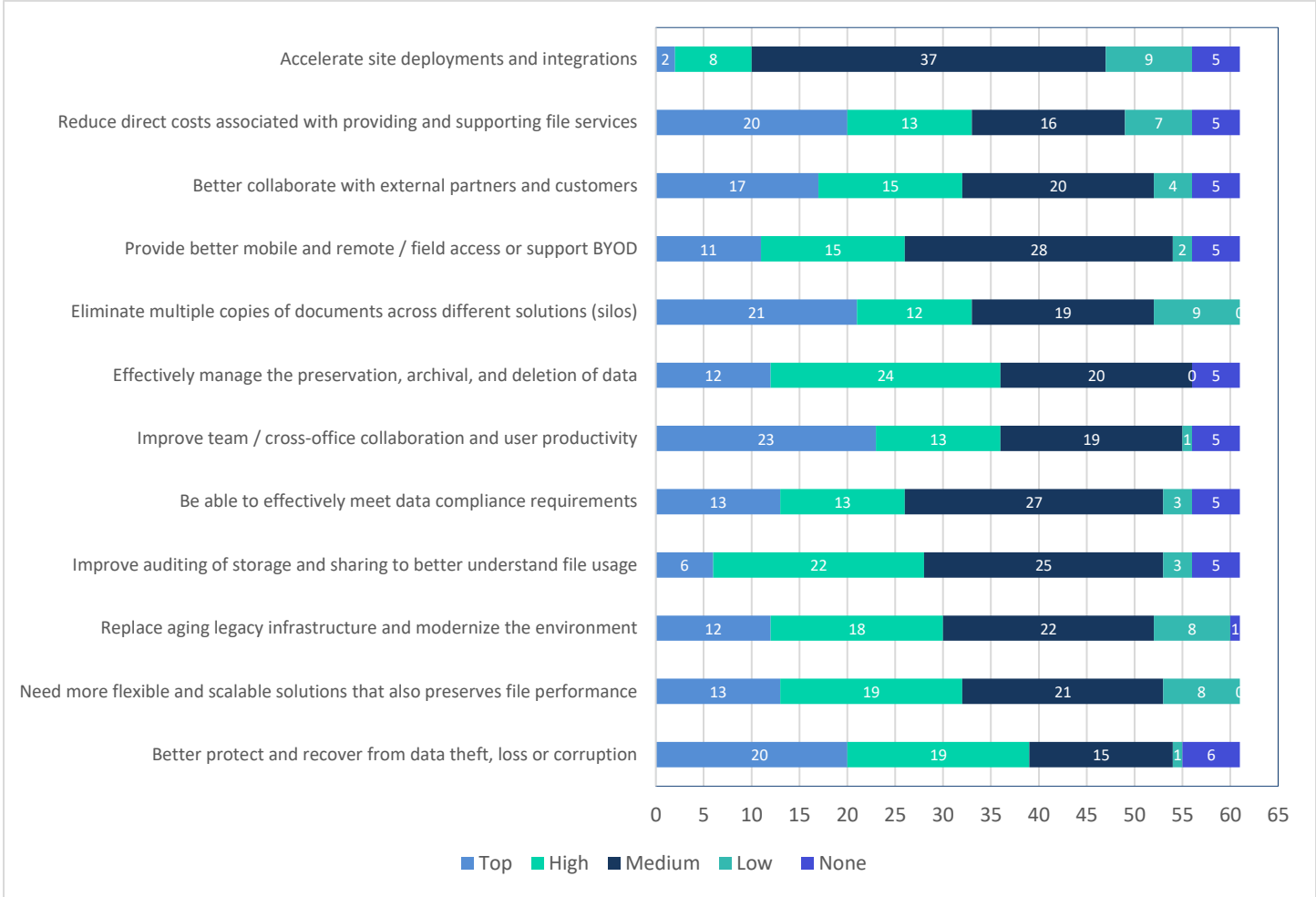


Figure 6 – The chart compares use case priority based on value drivers.

Tracking Trends

Value-Driven Use Case Rankings 2021 through 2023

When comparing the top value drivers for 2021, 2022, and 2023, there's a noticeable shift. "Better protect and recover from data theft, loss or corruption" and "Be able to effectively meet data compliance requirements" have decreased in perceived value. While "Eliminating multiple copies of documents across different solutions (silos)" and "Reduce direct costs associated with providing and supporting file services" have increased. This shift reflects the 2023 macroeconomic climate, indicating that businesses are focused on cutting costs and are generally more likely to accept security-related risk.

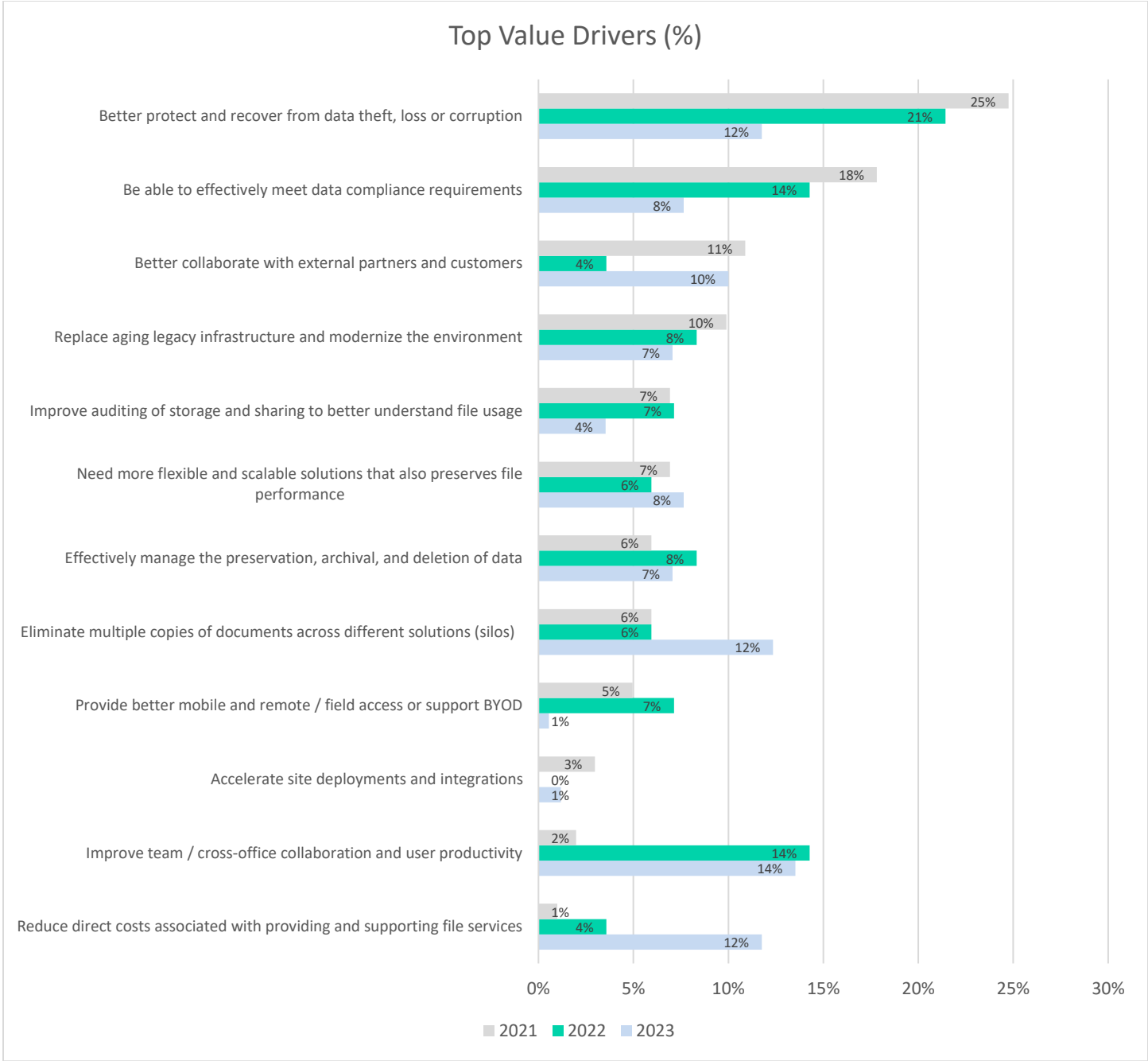


Figure 7 – The chart compares “Top” value drivers from 2021 to 2023.

Value-Driven Use Cases

2023 Deep Dive

The following section closely examines our top three value-driven use cases for 2023 – including typical buyer challenges, quotes from our customers, and links to relevant case studies.

1. Decrease direct costs
2. Eliminate duplicate files across multiple silos
3. Improve collaboration and user productivity

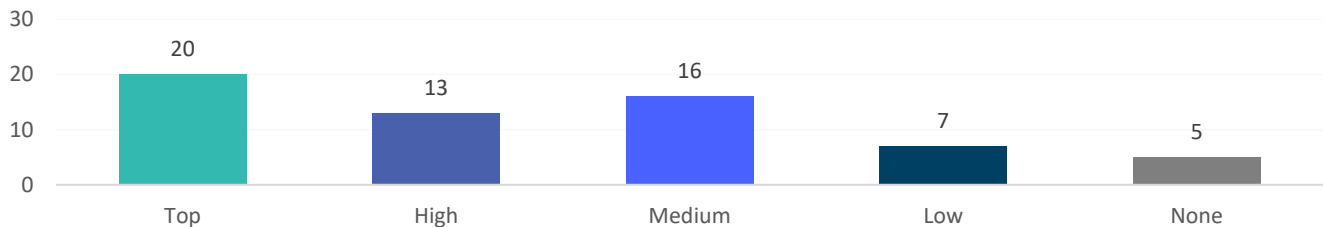
1. Decrease Direct Costs

Reduce direct costs associated with providing and supporting file services.

“Egnyte’s cloud content governance platform liberates staff to work, securely share, and collaborate from wherever they are.”

See the Lewis Group [Case Study](#)

Ranking Value-Driven Use Cases



This graph shows how participants across all Business Value Assessments ranked the value driver: **“Reduce direct costs associated with providing and supporting file services.”**

Example Areas of Value

Improve remote work: Remote and office-based users can easily access and collaborate on files of any size, on any device, even when they’re offline, which improves productivity and relationships with clients and vendors.

Reduce administration burden: Egnyte’s central hub of visibility and control also eliminates the frustrations of backend file administration for IT.

Typical Buyer Challenges

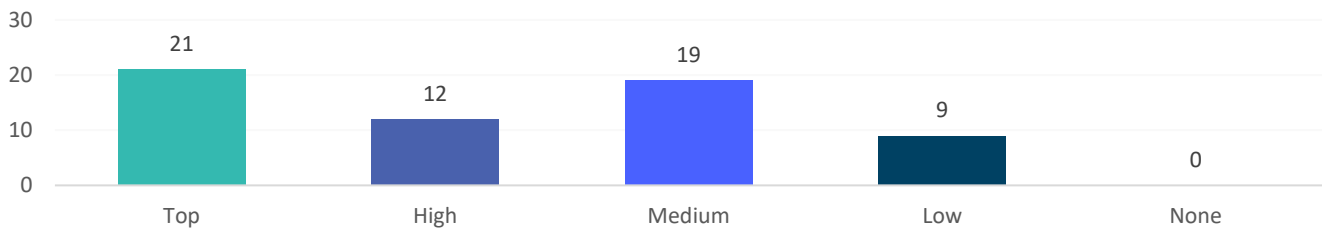
- The existing file management system provided no remote access to files.
- Even when users were at their desks, locating files on the network, moving large files around, and syncing were all agonizingly slow.
- Sunk costs into on-premises infrastructure.

2. Eliminate Duplicate Files Across Multiple Silos

“Egnyte makes your life as an IT person better. And it makes the lives of the rest of our employees way better! There's an old adage back in IT land that nobody ever got fired for recommending IBM. In my mind, nobody ever got fired for recommending Egnyte—because it's awesome.”

See the Alta Planning + Design [Case Study](#)

Ranking Value-Driven Use Cases



This graph shows how participants across all Business Value Assessments ranked the value driver: **“Eliminate multiple copies of documents across different solutions (silos).”**

Example Areas of Value

Consolidate repositories: By consolidating all their storage into the Egnyte, they reduce the IT management costs associated with multiple data silos. With all data now stored in one location, IT teams were able to reduce the number of backups, and now they could reallocate resources to improve business operations further.

Improves efficiency: Egnyte reduced data access times so dramatically that the average billable user now saves at least 30 minutes a day because they are no longer hunting for files in multiple locations.

Typical Buyer Challenges

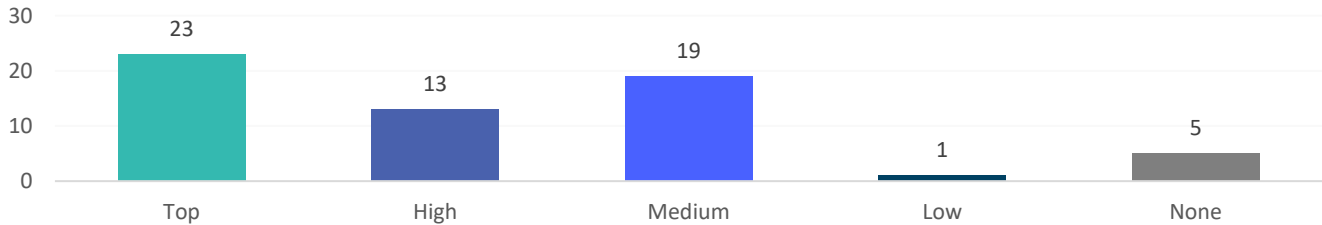
- With a distributed team spread across 21 offices, Alta Planning + Design needed the capability to build the best team for every project without being limited by geographic boundaries.
- The files that people needed were siloed and scattered across a conglomeration of different servers and legacy Network Attached Storage (NAS) devices, all with different permission and access capabilities.
- No central oversight on who was accessing what data, making the job of data protection, compliance and threat prevention virtually impossible.

3. Improve Collaboration and User Productivity

“Egnyte has been a hit across the company. Navigating between offices is much easier because we’ve consolidated everything into one secure repository.”

See the BSB Construction [Case Study](#)

Ranking Value-Driven Use Cases



This graph shows how participants across all Business Value Assessments ranked the value driver: **“Improve team / cross-office collaboration and user productivity.”**

Example Areas of Value

Accelerated collaboration: The cloud-based workflow that Egnyte facilitated essentially freed the team from VPNs and the slowdowns they imposed. Now, they can access and modify files directly in Egnyte, and their changes get synced at the speed of their internet.

Smoother collaboration and a more productive IT team: Our staff can work with other offices much more quickly thanks to Egnyte. The new unified content management workflow has dramatically reduced the burden on its IT team. Navigating between offices is much easier because we’ve consolidated everything into one secure repository.

Typical Buyer Challenges

- Data loss, uncontrolled access, and slow collaboration were the most significant challenges.
- Different offices were using different systems, with at-home team members relying on VPNs to access files stored on those systems.
- Teams in various locations using various systems to manage a large and diverse volume of content – created significant headaches.

Conclusion

In 2023, our value assessment process reflected the overall market conditions, with few exceptions. Use cases from 2022, such as *"Better protect and recover from data theft, loss, or corruption"* and *"Be able to effectively meet data compliance requirements,"* were no longer at the top of our list. Instead, the focus shifted to consolidating file workloads and their supporting resources, such as *"Eliminating multiple copies of documents across different solutions (silos)"* and *"Reducing direct costs associated with providing and supporting file services."*

Despite this shift (and the economy), business leaders continue to prioritize enhancing team collaboration and user productivity, particularly in the age of AI. Egnyte's AI-enabled security, compliance, and collaborative capabilities directly address these priorities. By streamlining file access, sharing & collaboration via familiar and secure means, Egnyte enhances employee productivity and reduces frustration, an often-overlooked aspect where Egnyte adds significant value.

The efficiency and security of Egnyte are highlighted by our 390% average ROI over three years, with an average total benefit of \$2.9 million.

Next Steps

We invite you to explore more content on the value of the Egnyte Platform. Below are links to our annual Customer Productivity Survey, Forrester's Total Economic Impact Study Infographic, Productivity Infographics, Content Management Maturity Assessment, and the Business Value Assessment, all of which help illustrate important productivity impacts on end-users, administrators, and your business.

[Customer Productivity Survey](#)

[Forrester TEI Study Infographic](#)

[Productivity Infographics](#)

[Content Management Maturity Assessment \(webinar\)](#)

[Business Value Assessment \(webinar\)](#)



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.

Contact Us

+1-650-968-4018
1350 W. Middlefield Rd.
Mountain View, CA 94043, USA
www.egnyte.com