

Egnyte Case Study

BL Systems



BL Systems delivers economical housing solutions stemming from rapid deployment and high value. Developed as a solution to provide a high quality, environmentally friendly building solution, the BL System technology fills a gap in both the developing and developed world market. BL Systems building technology is an insulated and structural component building a product that is revolutionizing the building industry. BL Systems employees travel around the world and set-up manufacturing facilities in developing countries. They help train local construction crews, local architects and local engineers so the factory can be sustainable after they leave.

Opportunity: Support a mobile workforce

With employees working around the world and travelling to a new location every couple months, they needed to be able to access files from any location and at any time. Employees also needed to store files for local access. Often, when out on site,

there would be limited to no Internet connectivity. They needed a solution that had local access as an option for those situations. Finally, they needed to be able to control who saw what files. Employees frequently worked with contractors and they didn't want contractors having access to all of the files that an employee could see.

Challenge: Securely share files with different groups

In the beginning, the first five employees at BL Systems shared a Dropbox login, but they found that the solution didn't easily scale past five people. They tested Dropbox for Teams, but after a trial found it was too expensive and didn't satisfy the basic needs. Dropbox didn't offer granular file permissions and didn't have a reliable local access option. David Kauffman, VP of Business Development, looked around at a few other solutions before finding Egnyte's file sharing solution with local access capabilities.

Solution: Anywhere, anytime secure file access via Egnyte

Kauffman did some testing with Egnyte and liked what he saw, especially the differentiation between the use of full, two-way sync for employee access and the use of read-only for contractor and partner access. He quickly rolled Egnyte out to his internal staff and set them up as power users. They installed Desktop Sync for fast local access when out on site in low to no bandwidth regions. Employees can now work more efficiently since they can access all necessary documents when out onsite.



"Egnyte enables my team to do their job efficiently and makes my job easier. I know my files are secure because I have complete visibility and auditing into who is accessing which files and can ensure the right people are viewing the right files. "

-David Kauffman, VP of Business Development

Kauffman then set up customers and his contract staff as standard users and gave them access to the specific project folders they were contributing to. Egnyte's granular permissions enabled him to easily control access to files.

“Egnyte enables my team to do their job efficiently and makes my job easier. I know my files are secure because I have complete visibility and auditing into who is accessing which files and can ensure the right people are viewing the right files. Egnyte was easy to roll out and no training was needed for my staff and contractors to be up and running in a day.”

TAKE THE NEXT STEP

Over 1 Billion files are shared daily by businesses using Egnyte. Egnyte provides the speed and security of local storage with the accessibility of the cloud. Users can easily store, share, access and backup files, while IT has the centralized administration and control to enforce business policies. Egnyte, founded in 2007, is based in Mountain View, California and is a privately held company backed by venture capital firms Google Ventures, Kleiner Perkins Caufield & Byers, Floodgate Fund, and Polaris Venture Partners. For more information, please visit www.egnyte.com or call 1-877-7EGNYTE.