

Waypoint Wealth Partners

Wealth management firm navigates its journey through the Cloud

A waypoint is a reference point or set of coordinates that precisely identify a location. Waypoints are used by sailors, pilots and users of GPS systems to keep them on course toward their ultimate destination.

Waypoint Wealth Partners understands this concept very well. The six-year old small business helps their clients chart a course and stay on track to reach their desired financial destination. For their clients, waypoints are key milestones or decision points along that journey and the firm is there to provide expertise in evaluating options and making decisions that keep clients on course.

The firm operates as a virtual, distributed business, with five employees working in three separate offices in Northern and Southern California. The small, distributed team did not own a server but needed a sophisticated yet easy to use solution for sharing files and folders.

The firm tried several methods to store and share files prior to Egnyte. Initially, they sent CDs back and forth to share information. They next tried using a database to synchronize data but found it did not work. Finally, they set up a VPN to share files but the non-technical team found that getting the routers and settings to work did not meet their criteria of being both eloquent and easy to use.

Firm Partner, Ed Runyon, read about Egnyte's virtual file service in a newsletter a little more than a year ago and decided to give it a try. They implemented the On Demand File Server and found it was simple to use and had all the capabilities they sought to run their business. A few months ago, they heard about Egnyte Local Cloud and because of their experience with the on demand server were confident that they could implement it in their office.

Egnyte's Local Cloud allows each of the three offices to work and maintain a local copy of data. The local cloud is synched to the Internet, so that at night all the local data is uploaded to the virtual file server to maintain a unified copy for the complete team in the cloud. The firm works with traditional documents such as Word, Excel and PDFs. They now scan and upload those documents to their cloud file server. They have a client exchange folder set up that allows their clients to read or download information for easy collaboration. In addition



they now use Egnyte to deposit files and folders for mandatory formal reviews of their processes by the SEC.

Waypoint Wealth Partners has become much more efficient since implementing Egnyte. They are able to share and collaborate on files with ease. In addition the team has found that the local cloud is so speedy that they now work even faster offline.

What are the waypoints in your business? What tools do you use to stay on course?

“Egnyte gives us great comfort knowing that we have a local copy of our data, and also have it backed up on the virtual file server. In addition, it is a great combination of ease of use, functionality and pricing. This service is the first that has not let us down.”

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.

