



Vendor Vignette

Egnyte

Egnyte provides a strong and well-established platform for highly secure and intelligent file sharing. The company operates in a market where there appears to be little differentiation between competing products, but a closer look reveals clear and important differentiators that set the company apart. We like Egnyte's focus on security, large file management, and, particularly, embracing hybrid environments.

Founded 2008 | HQ Mountain View, CA | 1,100+ employees

\$250M+ annual revenues (approx.) May 2025



The Company

Egnyte was founded in 2008 and is headquartered in Mountain View, California. Since its founding, the firm has raised \$137.5 million, with its last round of funding a Series E led by Goldman Sachs in 2018. In February 2025, the company took on a majority investment from private equity firms GI Partners and TA Associates. Egnyte has over 22,000 customers and more than 1,100 employees. The company is profitable and has annual revenues of over \$250 million.



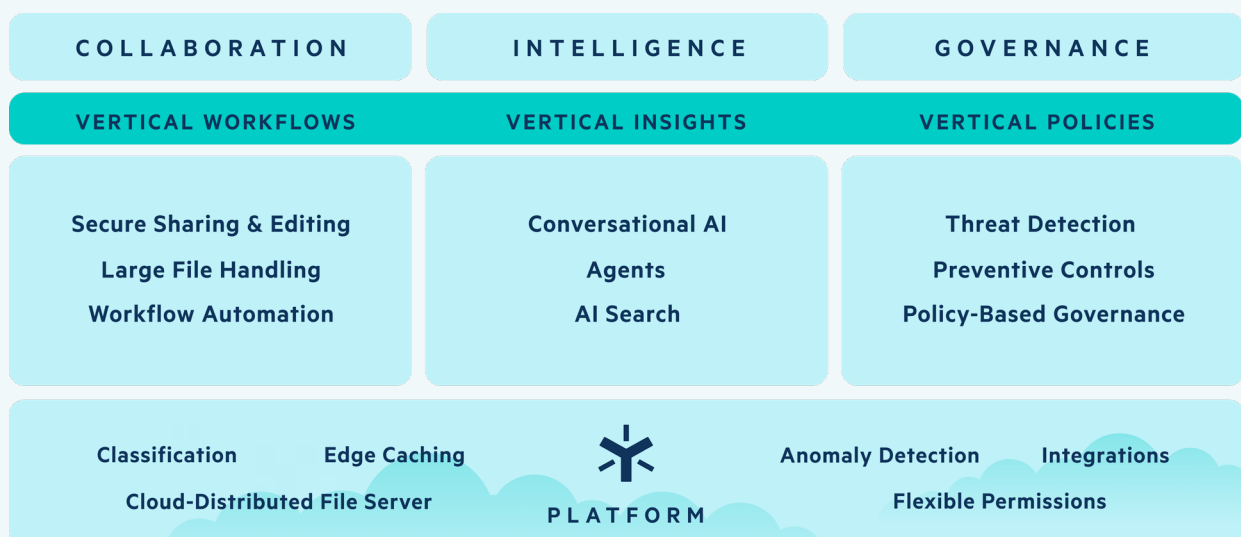
The Technology

Egnyte uses refreshingly clear language in its product descriptions and offers what it calls “Secure Enterprise File Sharing.” The key product offering is Egnyte Content Cloud, which at its core is an enterprise file sync and share (EFSS) platform; much like competitors Box, FileCloud, or Dropbox, it provides the functionality needed to – you guessed it –

share enterprise files. (See Figure 1.) Egnyte operates in a market where there appears to be little differentiation between competing products, but a closer look reveals clear and important differentiators that set the company apart and are worth further exploration.

The first is the firm’s focus on secure and tightly governed collaboration; in fact, providing outstanding security features is often Egnyte’s main selling point. Extensive threat detection, a raft of preventative security functions, and extensive policy and governance tools are standard on the platform. At the core of Egnyte’s technology is a “Zero Trust Security Model,” which takes the approach that no single network, user, or device can be trusted alone. In contrast to most models, where trust is assumed after authentication, Egnyte enforces ongoing verification and imposes “least privileged access” to protect data. In practice this means that multi-factor authentication (MFA) is strictly enforced for all users, and data is provided to users based on business need to access it. Further, Egnyte provides ransomware detection, sensitive content protection, unusual

Figure 1
Egnyte’s Platform: Differentiators Set It Apart



access detection, automated security issue remediation, and more. Add to this continuous monitoring and threat detection alongside support and certification for regulations such as HIPAA, FedRAMP, GDPR, FINRA, etc., and Egnyte has an exceptionally strong security story to tell.

A second differentiator is how Egnyte handles large files. Ingesting large files was something of a restriction in earlier EFSS systems, but most can do so relatively well today. What sets Egnyte apart is its “smart cache” system for files; this means that a low-resolution (think thumbnail) version of a file is initially shared to a user to review, and the full file is only delivered when and if a user requests it. This is already useful, and Egnyte goes further by ensuring that only the specific portions of the file currently being used are cached locally. This means that users can edit large files in real time without downloading the entire file, and changes are synchronized back to the source file. Though this may seem like a minor feature, it's a game changer for many of Egnyte's customers and prospects. In practical terms it means firms that depend on large scientific datasets, BIM models, CAD files, or even 4K videos, and that also need to share these to field or remote workers with limited bandwidth and/or latency concerns, can collaborate in sync, both efficiently and securely.

Third, Egnyte provides an exceptional range of integration points to third-party systems that go far beyond the usual options of Microsoft, Salesforce, and similar, but extend to (for example) Trimble and Procore in the

construction sector, and Chemaxon, AutoCAD, and Benchling in life sciences. In fact, we count well over 100 out-of-the-box integration points for Egnyte. The combination of security, the ability to handle very large file sizes, and integration into specialist business applications has provided Egnyte with a very healthy route into the architecture, engineering, and construction (AEC) sector and allowed it to establish itself as a primary provider to small and medium specialized and highly regulated businesses.

Finally, Egnyte supports hybrid environments, giving it a major advantage over its many competitors that are cloud-only (for example Box and Dropbox). In our analysis, the cloud-only approach has always been a serious limitation for EFSS vendors; despite the hype, everything is not moving to the cloud, and there are good reasons for many companies to keep some, if not all, files on premises. Egnyte's approach opens many opportunities that are simply closed to its competitors, for example firms that handle large files and want to manage them strictly yet want to provide remote collaborative access to workers and/or editors struggling with bandwidth or latency issues (smart cache, mentioned above, handles this). Such use cases are common in healthcare (keeping PII or PHI data on premises), government, media, and manufacturing. This approach can also resolve data sovereignty concerns that are mounting daily, and this alone differentiates Egnyte from its larger competitors.

Our Opinion

On the surface, all EFSS systems look alike, but dig a little deeper and you find the differences. Egnyte is highly differentiated, and we like its focus on security, large file management, and, particularly, embracing hybrid environments. The company has done well and is strong, but in our opinion, it should be much larger and better known than it is today. We believe that the GI Partners and TA Associates investment will work to change that situation over the coming few years.

Advice to Buyers

Egnyte provides a strong and well-established platform for highly secure and intelligent file sharing. Egnyte's ideal target customer is one that operates in a regulated, hybrid environment and regularly uses large or complex files. If your organization fits that description, then Egnyte needs to be on your shortlist. And if you are a mid-sized firm in life sciences, AEC, media, or financial services (for example), Egnyte has a strong chance of coming out on top in any shortlisting exercise.

SOAR Analysis

Strengths

- The combination of security, large file management, and hybrid are strong differentiators for Egnyte

Opportunities

- Arguably Egnyte has just scratched the surface of its addressable market opportunity

Aspirations

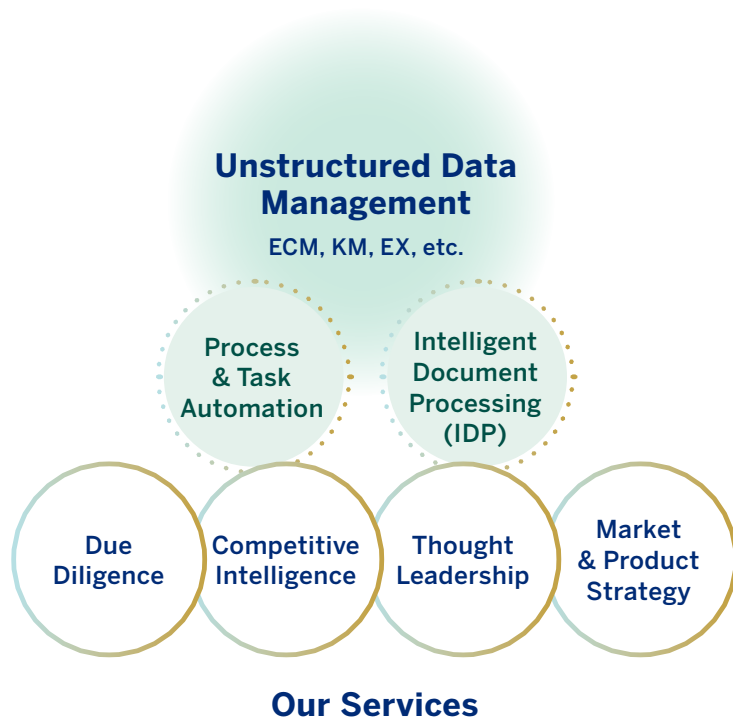
- To rapidly accelerate the growth of the company substantially over the next few years

Results

- 22,000-plus customers and healthy revenues

About Deep Analysis

We Research Innovation



Deep Analysis is an advisory firm that helps technology vendors, buyers, and investors understand and address the challenges of innovative and disruptive technologies in the enterprise software marketplace.

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Deep Analysis' timely book, "Practical Artificial Intelligence: An Enterprise Playbook," outlines strategies for organizations to avoid pitfalls and successfully deploy AI.

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