

Hudson Crossing

Background

Hudson Crossing is a boutique consulting firm that provides strategic advisory services to travel, tourism and hospitality companies. They are devoted to helping companies in the travel industry raise their financial performance through business assessment, course correction, turnaround and optimization.

Unique in the industry, Hudson Crossing's advice is practical, direct and grounded by years of hands-on operational experience in large and small travel and tourism industry enterprises. Current clients include companies such as CapitalOne, Travelzoo, and Where Traveler.

Challenge

With its physical headquarter office in New York and additional office sites distributed throughout the US, Hudson Crossing's work force (which includes five partners and several subcontractors) is distributed.



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- Ed Silver, Partner, Hudson Crossing

When the company was founded in 2006, the partners selected Microsoft's SharePoint Server for its storage needs. However, soon after it was deployed, staff members were becoming frustrated with how many steps it would take to access or distribute files remotely. For the technical users, the process felt more natural, however, for non-technical users, it was viewed as more difficult.

After using SharePoint for over a year, Hudson Crossing realized it didn't fit within the company's workflow, and as a result, decided to make a change. They began researching options to replace SharePoint with a storage solution that would be more convenient for its distributed staff. In addition, they really wanted a mounted file share to serve as a local drive.

The Solution

“After conducting some research on the Internet, we came across Egnyte,” said Partner Ed Silver. “They offered mounted file share, which was really attractive and they offered a test account so we decided to try it out.”

As the firm's in-house technology expert, Ed Silver decided to run several prolonged tests on Egnyte's on-demand file server solution. “We have EX, Vista and Mac so I wanted to run tests on all of them to make sure the file mounting worked on all platforms,” he said. “I was impressed with how much personalized support I received during this trial period. Support during the test period typically doesn't happen a lot. This impressed me from the start.”

Following the trial period of Egnyte, Silver commented that “the test trial was really great.” “It gave me confidence in the product and service and support before we moved into a paid model.”

Currently, Hudson Crossing has been using Egnyte for over six months with great success. “We distribute large files across our organization every day as well as share various files internally and with our clients,” said Silver. “We love the fact that Egnyte is so flexible – it works great with Mac and PC platforms. In addition, it provides such a simple user-friendly interface to enable our staff to easily and quickly access, share and distribute files wherever they are located.”

Key Benefits

- Ability to serve as a central drive so that all employees can easily share important data across multiple offices and locations
- Easy-to-use Web interface for both technical and non-technical users
- Excellent customer service, especially during the initial trial period; Egnyte gave us confidence early on that we could “trust” cloud computing
- Ability to support both Mac and PC environments; we work on both
- Attractive price for unlimited storage; we can set up standard users and it doesn’t cost us extra

“Just because Microsoft is a known brand, don’t assume it is always the best for your business. Through our experiences with both SharePoint and Egnyte, we have found Egnyte to be much easier to use than SharePoint and have been extremely impressed with how easy it is to store and share files across all our consultants and partners.”

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.