

eFolder Cloud File Sync

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eFolder[™]

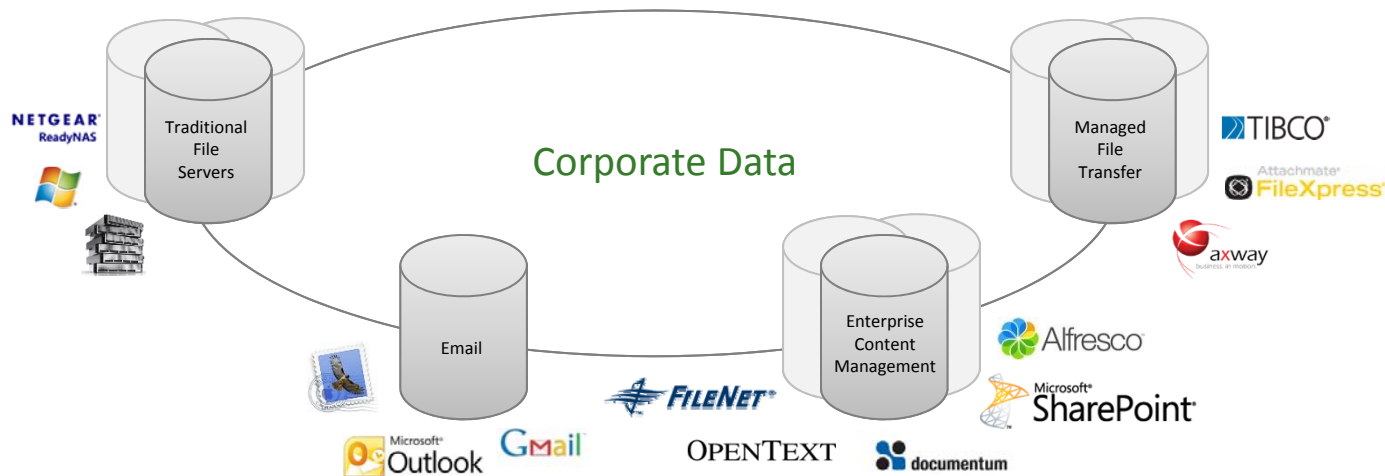
Agenda

- Problem and Partner Pain Points
- Service Announcement
- Introducing Mezeo
- How it Works
- Key Features
- Partner Value Proposition

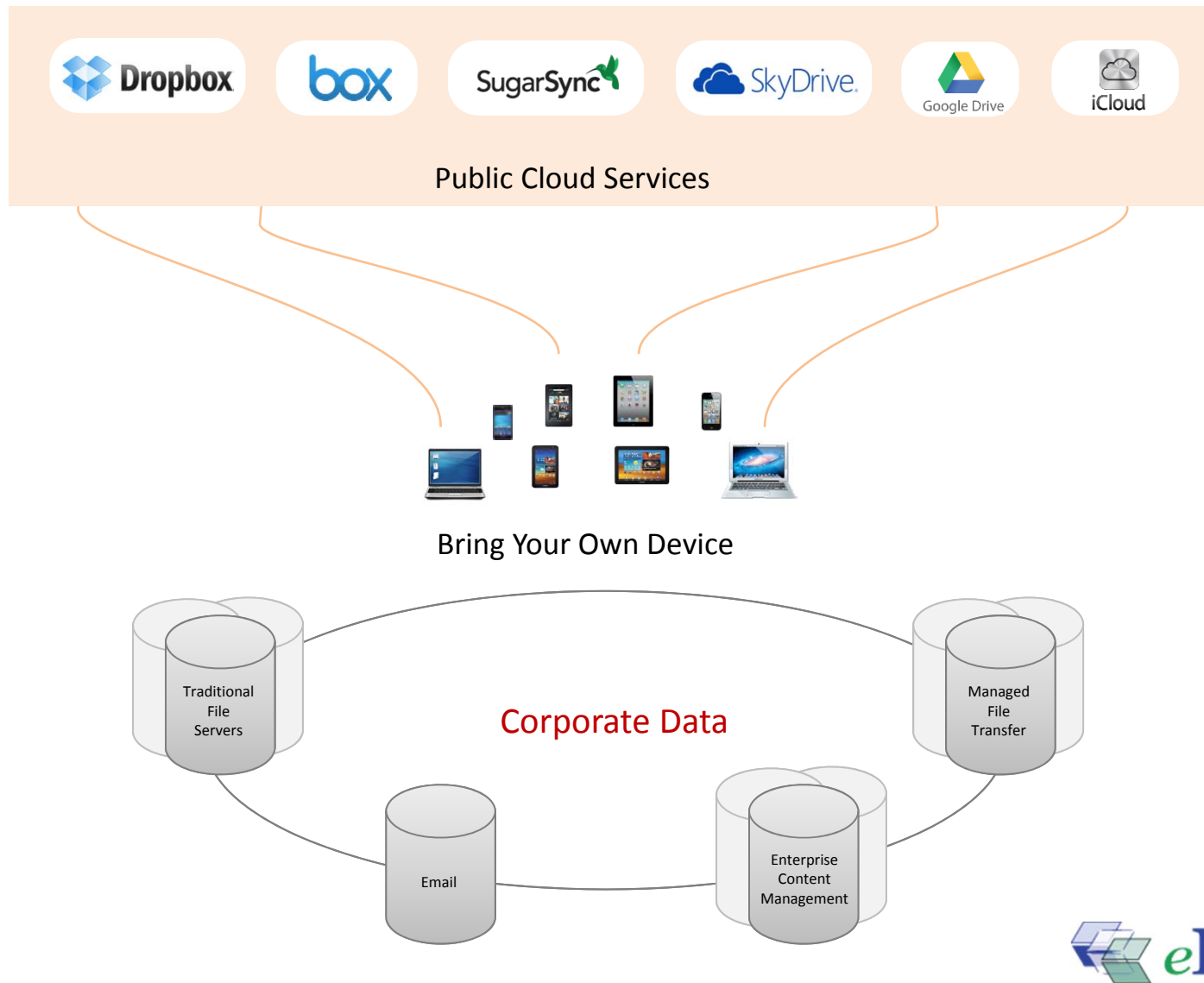
Today's enterprise storage environment

Managed by IT

Significant unstructured data and file growth in multiple silos



BYOD leaves the back door open



Data Leaks, Co-Mingled, No Control

Public Cloud

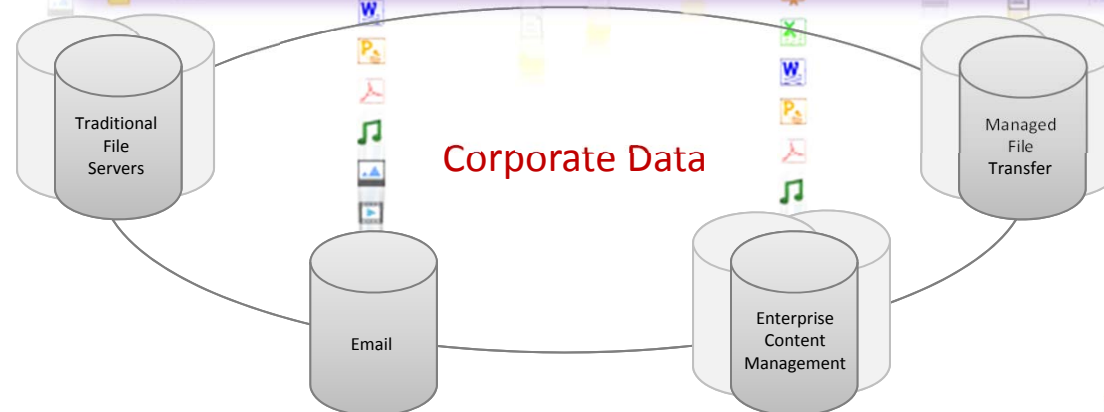
NO IT CONTROL

NO VISIBILITY

RISK of UNAUTHORIZED ACCESS

RISK OF LOSS

WHERE IS THE DATA STORED?



Introducing eFolder Cloud File Sync

- eFolder Cloud File Sync is a business-class, secure, and channel-ready file sync service designed for deployment by MSPs, solution providers, and VARs. Unlike consumer-grade offerings, eFolder Cloud File Sync enables anytime, anywhere access to files, without compromising security and control.
- Public announcement: June 3, 2013 at Autotask Community Live
- Service launch: July 15, 2013

Introducing Mezeo

Mezeo use cases

Mezeo for private cloud services for the enterprise



Users want file sync-and-share and are using storage services from public cloud based offerings; BYOD is amplifying adoption



Mezeo enables flexible, turnkey, private cloud storage services including a complete file sync-and-share solution, on premise or via an enterprise focused IT service provider

Mezeo for public cloud services



Customers are seeking storage services

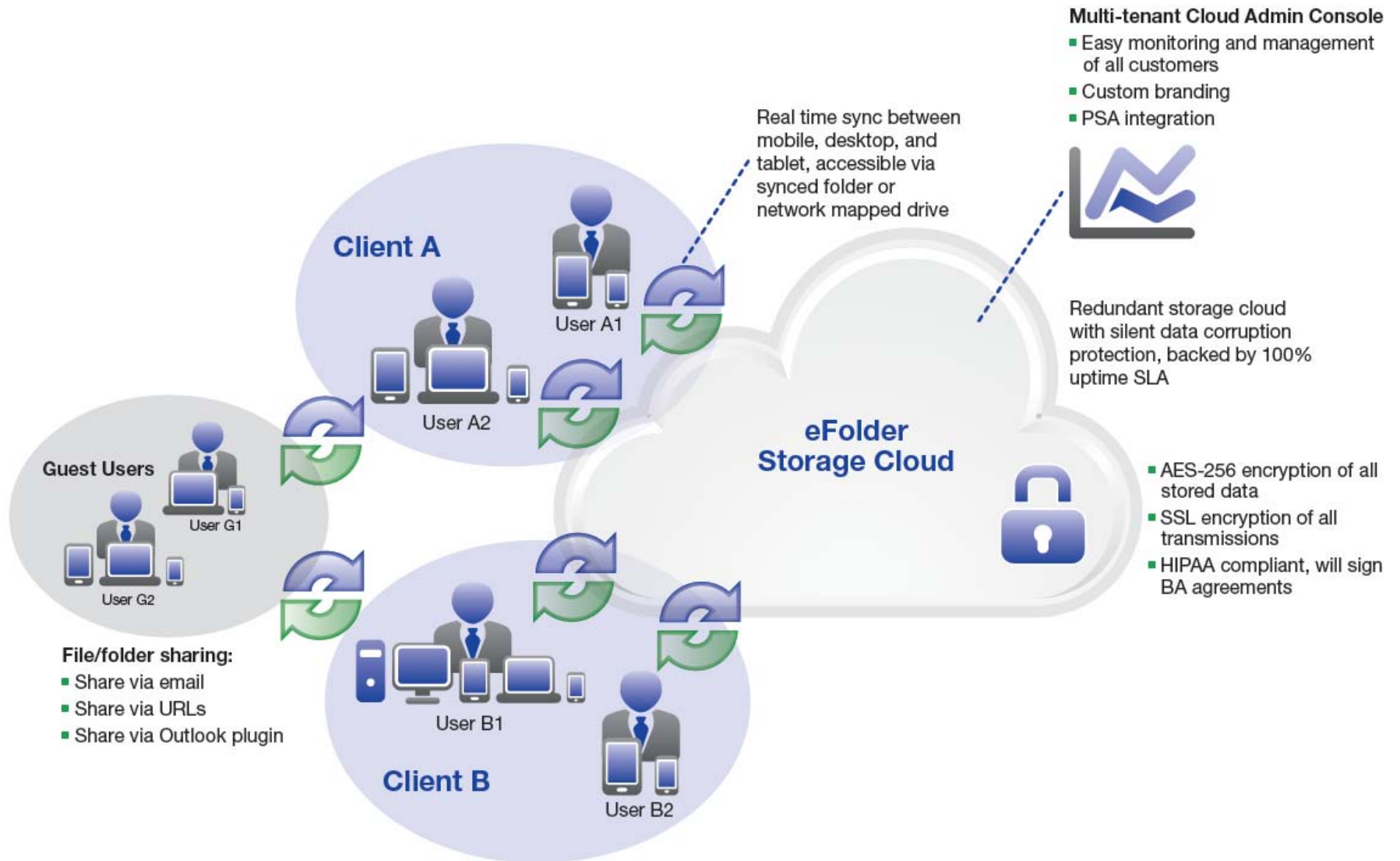


Mezeo delivers service providers a comprehensive white label platform to quickly deploy a variety of storage services, with the necessary service capabilities and additional flexibility for service differentiation








Common requirements

- ✓ Scalability
- ✓ Multiple API support
- ✓ Simple, turnkey
- ✓ Storage infrastructure agnostic
- ✓ Deep storage management
- ✓ Security, access control, and compliance
- ✓ Interoperability
- ✓ Multiple storage services
- ✓ Single or multi-tenant
- ✓ Integrated access clients

eFolder Cloud File Sync



Key User Features

Requirement	eFolder Cloud File Sync
Easy to use	Interface similar to consumer tools
Anytime, anywhere access & BYOD	
Support any kind of data	
Collaboration	 Comments and activity stream
File versioning	 Configurable version history
Secure file sharing	 Internal and external users
Public file links	 Publish to anyone via link or Outlook
Synchronization	

Partner Value Proposition



Business-class

- File sync with anytime, anywhere, and any device access
- Share files and collaborate via email, URLs, team shares, and network mapped drives
- Control access with user and group permissions and AD integration



Secure

- Complete data encryption in transit and at rest
- Sync to a petabyte-scale and proven storage cloud
- Fully HIPAA compliant, with business associate agreements



Channel-ready

- Multitenant management and monitoring, with PSA integration
- Brandable web portal
- Recurring revenue model, with attractive gross margin opportunities