

eFolder Partners With Mezeo to Deliver Business-class Cloud File Sync to MSPs and VARs

The partnership brings together Mezeo's software and the eFolder Cloud to enable MSPs and VARs to deliver cloud file sync services that are business-class, secure, and channel-ready

June 3, 2013 – Scottsdale, AZ – At the Autotask Community Live event, eFolder, a leading supplier of cloud data protection and business continuity services for the IT channel, and Mezeo, a leading supplier of cloud storage enabling software solutions for service providers, today announced a partnership to bring cloud file sync services to MSPs throughout North America. The combined solution will be sold and supported by eFolder and will offer MSPs, solution providers, and VARs a business-class, secure, and channel-ready cloud file sync service that meets the needs of the small and medium business market. Generally available to eFolder partners in calendar Q3, the eFolder Cloud File Sync service will be sold on a simple, per-user per-month basis and allow partners to make attractive monthly recurring revenue and profit margins.

With the growth in mobility and bring your own device (BYOD) initiatives, users have come to expect anytime and anywhere access to files, across any device, be it smartphone, tablet, laptop, or desktop computer. However, the first generation of consumer-grade cloud file sync solutions has failed to meet the security, compliance, and user control requirements that business users expect. eFolder Cloud File Sync supplies all the benefits users need and want, such as ease of use, anytime, anywhere access, and seamless collaboration with team members, while adding vital business-class features, such as data encryption in transit and at rest, user and group level permissions, Active Directory integration, user control and remote wipe, and a HIPAA compliant storage cloud. eFolder empowers file sync, productivity, and collaboration, without compromising security and control.

Like all eFolder services, eFolder Cloud File Sync is built for deployment by the IT channel. The service comes standard with the features in demand by MSPs, including multi-tenant management and monitoring, professional services automation (PSA) integration, a brandable web portal, 200 GB included cloud storage per user, and a competitive, wholesale per-user per-month service fee that drives recurring revenue and attractive gross margins.

“eFolder is filling a huge need in the market,” stated Dave Watts, President of NetFusion, Inc., a Los Angeles-based MSP. “Consumer-grade file sync solutions introduce massive data leakage risks for our business clients. With eFolder Cloud File Sync we get business-class features and a HIPAA compliant storage cloud, allowing us to confidently deploy a cloud file sync solution as a part of our fully managed service offering.”

“We are pleased to be partnering with Mezeo,” said Kevin Hoffman, CEO of eFolder. “MezeoFile brings us powerful file sync and collaboration software that has already been proven in the enterprise, and that meshes perfectly with the scale and reliability of the eFolder Storage Cloud. For over eight years, eFolder has been delivering channel-ready service offerings by combining best of breed software tools with the eFolder Storage Cloud. Mezeo is a welcome addition to eFolder's Open Cloud strategy.”

“We are proud to have eFolder join our Service Provider program,” said Rahul Bakshi, SVP Sales & Marketing, Mezeo. “Mezeo's software solutions have strong alignment with eFolder's

product strategy and great reputation delivering enterprise grade, channel-ready services. The demand for Mezeo's secure, compliant, and customizable File Sync and Share continues to grow exponentially and we look forward to a long term, successful relationship."

Managed service providers (MSPs), solution providers, and value-added resellers (VARs) may request pricing and additional service details here: <http://www.efolder.net/cloudfilesync>

About Mezeo Software

Mezeo provides software solutions to rapidly deliver storage-oriented cloud services and applications, locally and globally. Mezeo's products include MezeoCloud, a deployable software platform that transforms your choice of storage into application-ready cloud storage services, and MezeoFile, a turnkey, brandable solution for secure file sharing, synchronization, and collaboration on any device. Mezeo helps service providers launch white-label services for the unstructured data market, including Software-as-a-Service for enterprise sync-n-share and Storage-as-a-Service for applications requiring CDMI or S3 compatible interfaces. Time-to-market is faster with a provider-scale services architecture for seamless system integration, no external SLA dependencies, and tiered multi-tenancy support for resellers. For more information, visit www.mezeo.com.

About eFolder

eFolder is a leading supplier of cloud data protection, business continuity, and cloud security services for MSPs, solution providers, and VARs. Delivered as wholesale services to the channel, eFolder enables its partners to provide branded data protection and security services and to generate highly profitable, recurring revenue. eFolder services complement many of the managed service offerings already deployed by partners and integrate with common PSA systems, making adoption of eFolder services fast and easy. eFolder also empowers cost-effective partner and end-user private clouds, allowing partners to meet the needs of any client, regardless of size or readiness to engage in public cloud services.

eFolder Social Media Links:

Website: <http://www.efolder.net>

Twitter: <http://www.twitter.com/efolder>

Facebook: <http://www.facebook.com/efolder>

Media Contact:

Ted Hulsy
VP of Marketing, eFolder
678-888-0700 x151
ehulsy@efolder.net

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