

eFolder Completes Q4 2013 with More Than 1,700 Partners; Marks 32 Consecutive Quarters of Growth Since 2005

Company Success in 2013 Includes \$26 Million in Series A Funding and Acquisition of Anchor; Executives Promise to Continue Delivering on "Vision for the Open Cloud" in 2014

ATLANTA, Ga. – Feb. 14, 2014 – [eFolder](#), a leading supplier of cloud data protection and file sync solutions for the IT channel, has announced record-high partnerships and growth in the quarter ending 31 December, 2013. The announcement follows eFolder's \$26 million Series A round of funding and September acquisition of Anchor, the only comprehensive file synchronization platform built exclusively for managed service providers (MSPs), value-added resellers (VARs), cloud service providers (CSPs), and IT service providers.

"Since launching our first product at the end of 2005, eFolder has experienced 32 consecutive quarters of growth," says Kevin Hoffman, CEO of eFolder. "We have finished 2013 with over 150 times our 2006 recurring revenues, and our partner network has grown to reach more than 1,700 transacting partners. We expect that this growth will be multiplied with the acquisition of Anchor. It is an exciting time for eFolder and our partners, as we grow the strength of our solution suite and meet the evolving needs of eFolder partners."

eFolder has positioned itself as a leading provider of cloud backup, backup disaster recovery (BDR) and now, cloud file sync through the Anchor platform. The company's acquisition of Anchor is timely, as consumer-grade file sync solutions pose new security threats to businesses. Anchor is a multi-tenant, business-grade file sync service that restores security for clients and control for partners, yet enables users to easily work with their data anytime, anywhere on devices of their choice.

"In 2013, Anchor contributed hundreds of partners to eFolder's already strong network," says Bryan Forrester, general manager of eFolder's Anchor division. "We are constantly revealing synergies between eFolder and Anchor. Partners are excited to see cloud file sync – an area of tremendous growth – guaranteed by a vendor that they trust."

"eFolder has consistently demonstrated their ability to anticipate partner needs and SMB demands," says David Lawson, president of Azzaron. "eFolder is one of my most profitable relationships and we have hundreds of users deployed on the Anchor solution. As an IT provider, I look forward to seeing the future partnerships that eFolder fosters."

eFolder's "Vision for the Open Cloud" involves combining eFolder's petabyte-scale storage and DR cloud with eFolder software as well as with leading third-party software tools, such as Dell AppAssure and StorageCraft ShadowProtect, to deliver integrated and comprehensive backup, business continuity, and disaster recovery solutions. As an example, the eFolder Continuity Cloud is the only cloud recovery service that supports both Dell AppAssure and StorageCraft ShadowProtect from a single vendor.

Company executives referenced forthcoming partnerships that will continue to expand on this Open Cloud strategy later this year. "We envision partners and end-users using any favorite software brands they already trust combined with services delivered by eFolder that they can't find anywhere else – unique software services, integrated cloud management, multi-tenant multi-vendor monitoring, unparalleled cloud infrastructure, and integrated DR and business continuity add-on services," says Hoffman.

"Through innovation, vendor integration and now Anchor's acquisition, we have created a one-stop shop for partners to meet their clients' business continuity and business productivity needs," says Ted Hulsy, vice president of marketing at eFolder. "Partners are empowered to capture a much larger share of wallet by having a broad solution suite; the breadth of the eFolder solution is what allows partners to grow at double-digit rates year-over-year – a trend that we expect to accelerate in 2014."

eFolder and the Anchor platform are both exclusively distributed through a network of MSPs, VARs, CSPs, and IT service providers.

About eFolder

eFolder is a leading supplier of cloud data protection, business continuity, and cloud file sync solutions for MSPs, solution providers, and VARs. Delivered as wholesale services to the channel, eFolder enables its partners to provide branded data protection and file sync 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 is a privately held company and is headquartered in Atlanta, GA. For more information, please visit: www.efolder.net and follow us on Twitter: [@efolder](https://twitter.com/efolder)

About Anchor

Anchor, a wholly owned subsidiary of eFolder, is the only comprehensive file synchronization platform built exclusively for MSPs, VARs, and IT service providers. Anchor is available on Windows, OSX, iOS, Android, and on the web, and can be delivered through public or private cloud models. For more information, please call 415-541-9002 or visit www.anchorworks.com

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