

## **eFolder Achieves 108% Y/Y Growth in Recurring Revenue**

*Company Continues Exponential Growth Path, Expands Internationally, and Delivers Key Innovations*

**ORLANDO, FL. – November 12, 2014** – [eFolder](#), a leading supplier of business continuity and cloud file sync services, has announced record breaking results for the first three quarters of 2014. eFolder's exponential growth is the result of continued success with its core backup and disaster recovery services, successful integration and expansion of its recent acquisitions, Anchor and Cloudfinder, a technology partnership with Acronis and major product and service enhancements.

eFolder has experienced 35 consecutive quarters of growth since the company launched its first product in 2005. Through Q3, the company's 2014 recurring revenue has increased 108% versus the same period in 2013. To support this growth, the company has expanded operations in San Francisco, Denver, Atlanta, Canada, the UK, the Netherlands and Sweden and has added more than 60 personnel to its team this year.

"eFolder has emerged as the channel-friendly one-stop-shop for all things relating to data protection, business continuity and file sync and sharing," says Kevin Hoffman, CEO of eFolder. "Partners love working with a single vendor to meet the diverse data protection, availability, access, and collaboration needs of any of their clients. Whether client data resides in desktops, servers, laptops, NAS/SAN devices, mobile devices or SaaS apps in the cloud, eFolder has it protected. You won't find that level of coverage with any other vendor, and we're expanding the scope of what we can protect at an ever increasing pace."

eFolder announced the acquisition of Cloudfinder in June of this year. eFolder Cloudfinder is the only cloud-to-cloud backup service to offer unified backup and instant full-text search across multiple cloud services, including Office 365, Google Apps, Salesforce and Box.

"We are continuously innovating and investing to create new profit opportunities for the IT channel," says Pierre Tapia, vice president of product management. "The acquisition of Cloudfinder is a prime example of eFolder preparing partners for market shifts and evolving client demands, namely the transition to cloud services. Giving partners the technology to backup broadly adopted cloud applications is one of many winning strategies that eFolder is employing to help channel partners thrive in the fast changing technology landscape."

"A fundamental part of our success is building strong relationships with our channel partners," says Ted Hulsy, vice president of marketing. "At the beginning of 2014, we launched a massive national lunch-and-learn campaign to personally bring our message to prospective channel partners wherever they are. In the first three quarters of the year, our team conducted over 250 lunches in nearly 80 cities, with over 150 more lunches planned in Q4 alone."

Such investments in partner recruitment have also been matched by investments in the growth and continued success of eFolder partners.

"A key ingredient of eFolder's success is superior partner support," says Hoffman. "Support excellence helps partners succeed with their clients and in turn, leads to fierce partner loyalty and industry-leading organic revenue growth. eFolder and our partners are thriving by delivering to clients the most comprehensive suite of data protection, business continuity and file sync services."

### **About eFolder**

eFolder is a leading supplier of cloud data protection, business continuity, SaaS backup, and cloud file sync solutions for MSPs, cloud service providers, system integrators, 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](http://www.efolder.net) and follow us on Twitter: [@eFolder](https://twitter.com/eFolder)