

Jan Spring, VP of Channel Development of eFolder, Recognized as CRN 2015 Channel Chief
eFolder Executive Recognized for “Creating and Accelerating Revenue” for IT Service Providers

San Francisco, CA – February 24, 2015 – eFolder, a leading supplier of cloud data protection and file sync solutions for the IT channel, today announced that Jan Spring, vice president of channel development of eFolder, has been named a CRN 2015 Channel Chief. Spring was recognized by CRN for her successful recruitment of new channel partners, helping the company achieve a 108% increase in recurring revenue.

The prestigious list of the 2015 CRN Channel Chiefs consists of influential executives that represent the most powerful leaders in the IT channel. These individuals are directly responsible for driving growth and revenue for their organizations through their indirect channel partners. Individuals are selected for inclusion based on their track record of channel accomplishments, standing in the industry, dedication to the partner community, and plans for driving future business innovation and channel growth.

Spring led a new channel development team, which consisted of event team members, regional sales managers, account managers and sales engineers to attend 38 IT channel events in 2014. At these events, Spring successfully recruited new partners, connected with existing partners, and articulated why eFolder is a premier vendor serving the IT channel. These events contributed to eFolder achieving 36 consecutive quarters of growth and surpassing 2,300 regularly transacting partners.

Spring’s recognition as a CRN Channel Chief follows eFolder being named The Channel Company’s CRN 20 Coolest Cloud Storage Vendors of 2015 and 100 Coolest Cloud Computing Vendors of 2015. eFolder was recognized for its acquisition of Cloudfinder, a cloud-to-cloud backup solution that provides backup, instant full-text search, restoration and reporting for business-to-business (B2B) cloud services, including Office 365, Google Apps, Salesforce, and Box. eFolder Cloudfinder creates a new profit opportunity for IT channel partners that choose to backup and support their clients’ cloud data and applications.

“I have spent the last eight years with eFolder evangelizing the importance of the IT channel,” says Spring. “I have been a Channel Chief for consecutive years, and each year, I am honored to be commended. It is so wonderful to be a part of a company that is truly invested in the success of channel partners, many of whom I have the pleasure of knowing on a personal and professional level.”

“Each year, our editors carefully vet an extensive group of highly accomplished channel executives to highlight those exemplary individuals who earn the mantle of CRN Channel Chief. These executives strive to advance the success and standing of the channel community within their organizations. The 2015 CRN Channel Chiefs lead by example and serve as valuable advocates to help ensure the health and longevity of the IT channel. We applaud their accomplishments and look forward to their continued success,” said Robert Faletta, CEO, The Channel Company.

The 2014 Channel Chiefs list is featured in the February/March issue of CRN, and online at www.CRN.com.

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 The Channel Company

The Channel Company, with established brands including CRN, XChange Events, IPED and SharedVue, is the channel community’s trusted authority for growth and innovation. For more than three decades, we have leveraged our proven and leading-edge platforms to deliver prescriptive sales and marketing solutions for the technology channel. The Channel Company provides Communication, Recruitment, Engagement, Enablement, Demand Generation and Intelligence services to drive technology partnerships. Learn more at www.thechannelcompany.com.