

eSHARE

Save Your Organization Millions

While Reducing Risk



Introduction

In today's digital workplace, organizations face increasing challenges when it comes to securing and managing external file sharing. Over the last couple of decades disparate file sharing use cases have led organizations down the path of purchasing multiple, siloed solutions. Not only was this inefficient and costly, but all traditional file sharing solutions also resulted in giving data away, with an expanded attack surface. In contrast, eSHARE offers secure external collaboration through link-based sharing from closed Microsoft 365 tenants, while significantly reducing both hard and soft costs.

The Costs of Traditional External Sharing Solutions

Without eSHARE, organizations rely on a fragmented set of tools that drive up costs and create security risks. Here's a breakdown of the typical expenses:

- **File Transfer Solutions (e.g., MOVEit, Kiteworks):**

Organizations often invest heavily in third-party file transfer solutions, with costs reaching up to \$2 million annually. These platforms, while functional, often fail to integrate seamlessly with existing workflows, requiring additional resources for management and support.

- **Guest Access Licensing and Processes:**

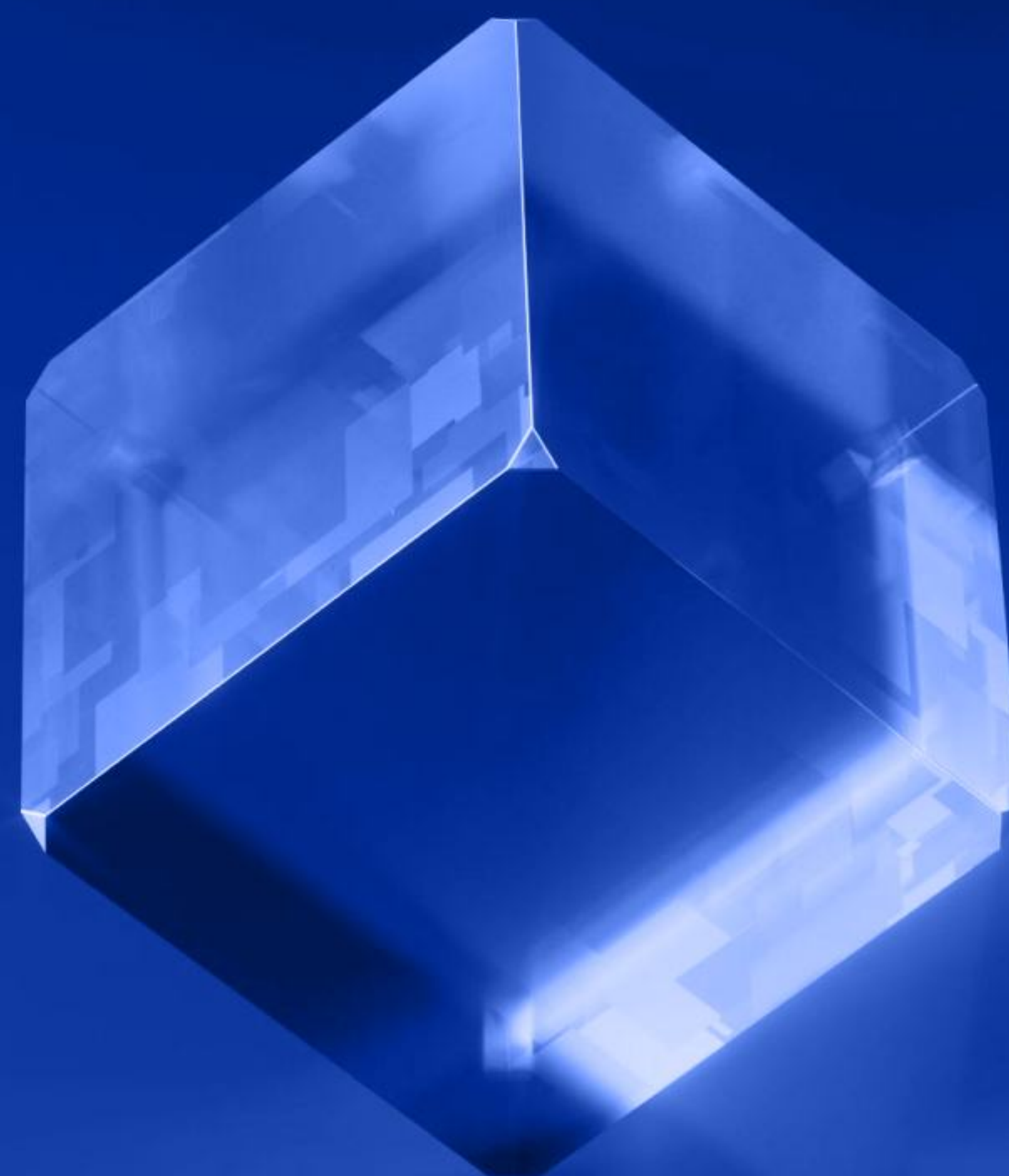
Managing guest access to shared files can also incur significant hard (e.g. guest access licenses) and soft costs (people and process management) with \$1M per year being a conservative investment for a large enterprise. Licensing, access management, and security policies must be carefully maintained, which adds complexity and administrative overhead.

- **Cloud File Sharing (e.g., Box, Egnyte):**

Cloud-based file-sharing platforms, like Box and Egnyte, are widely adopted but come with an annual cost of \$5 million or more for organizations with thousands of employees. However, in addition to forcing users to context switch these solutions require data to be copied from Microsoft 365 into the cloud file sharing solution, creating a poor user experience and increasing the attack surface.

- **Legacy Security Solutions (e.g., Proofpoint, Old DLP):**

Many companies continue to use outdated security approaches, such as legacy data loss prevention (DLP) tools, to try and control data as it is shared externally. These solutions can cost upwards of \$5 million per year and are often ill-suited for modern, link-based collaboration.



The eSHARE Advantage: A Path to Savings and Security

eSHARE provides a unified external collaboration solution that replaces multiple disconnected external sharing tools as well as processes, significantly reducing both hard and soft costs.

By consolidating external sharing and security into a single, integrated solution, organizations can:

- **Save \$10M-\$15M Annually:**

With eSHARE, customers report significant reductions in licensing and operational costs. Enterprises using eSHARE save \$10 million to \$15 million each year by eliminating redundant solutions and simplifying their technology stack.

- **Accelerate Time to Sharing by 3X:**

eSHARE removes redundant governance barriers that often slow down the process of securely sharing files externally. Traditional external sharing barriers may force a sharing process to take days/hours/minutes. With eSHARE, knowledge workers experience real-time secure external sharing compared to traditional methods, leading to more efficient collaboration and faster decision-making.

- **Rationalize Security and Sharing Solutions:**

eSHARE has enabled customers to streamline their approach to secure file sharing as well as data security by consolidating 10-20 separate solutions/processes into one cohesive platform. This rationalization leads to substantial cost savings while enhancing operational efficiency and reducing risk.

- **Reduce the Attack Surface by More than 90%:**

By keeping files within Microsoft 365 tenants during external sharing, eSHARE reduces the attack surface by over 90%. This enhanced security posture lowers the risk of data breaches and ensures that sensitive information remains within the trusted Microsoft 365 environment, mitigating the need for expensive third-party tools.

Transforming External Sharing and Security with eSHARE

eSHARE isn't just about saving money—it's about transforming how organizations approach secure, external collaboration. By consolidating tools, reducing costs, and enhancing security, eSHARE enables businesses to operate more efficiently while safeguarding their most valuable asset: data.

For organizations looking to modernize their file-sharing and security practices, eSHARE offers a compelling solution that delivers measurable savings, reduces risks, and leads to Trusted Collaboration.

Cut Costs, Reduce Risk, and Simplify External Sharing

eSHARE is more than a cost-saving tool. It's the smartest way to collaborate securely.

By eliminating unnecessary third-party tools and keeping all data in Microsoft 365, organizations achieve:

\$10M-15M

in annual savings

3x

faster sharing with fewer
governance barriers

90%

reduction in security risk

Take The Next Step

Ready to transform the way you collaborate?
Learn how eSHARE can help your organization save millions while keeping your data safe in Microsoft 365.

About eSHARE

Get in touch to find out how eSHARE can enhance your security framework and redefine the way you collaborate.

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