Nominee: CTERA

Nomination title: CTERA: The Leader in Cloud Storage Enablement

CTERA has been involved in the IT services and solutions market in EMEA since 2009. CTERA has both a presence and customers in the UK, France, Germany, Spain, Netherlands, Luxembourg, Portugal, Italy, Switzerland, Austria and Poland.

So far, 2015 has been an exciting year for CTERA. The Company recently announced that it has exceeded its 2014 sales within the first six months of 2015. With multiple strategic wins at global enterprise customers, CTERA's Enterprise File Services Platform is experiencing unprecedented worldwide reception as the company's performance continues to outpace the industry benchmark.

Fueling CTERA's growth are increased deployments of both public and virtual private clouds, user demands for flexibility and IT requirements for security and governance, all driving the adoption of enterprise IT-as-a-service platforms. From January 2015 to date, CTERA has experienced significant sales growth, product innovation and the strategic expansion of its management team. In addition, the company and its Enterprise File Services Platform have been recognized by industry experts.

For reference, some major highlights include:

•	Customer Traction: CTERA's enterprise business grew at an even higher pace, fueled by customer wins at world-leading companies such as Céline (a LVMH company), Delaware North Companies, Learfield Communications, Live Nation Entertainment, the Texas Department of State Health Services and many more. CTERA is rapidly becoming the platform of choice for many enterprise-wide financial services companies, including the following recent wins:

o	A 60,000 license enterprise file sync & share project at a Fortune 100 financial services provider;

o	A 4,500 cloud storage gateway deployment at a Fortune Global 500 retail bank; and

o	A selection by a Fortune Global 100 financial services company to protect thousands of cloud servers as part of a global CloudOps initiative.

•	Product Innovation: In May, CTERA launched version 5.0 of its Enterprise File Services Platform with more than 100 new features to deliver a complete file services platform for enterprise IT. The Platform now boasts a new, elegant and simple user interface and file

management framework, new productivity tools, an Outlook plugin and additional capabilities for online viewing and editing.

• **Industry Endorsements: CTERA's Enterprise File Services Platform has received validation from a number of industry experts, including the debut of CTERA's Enterprise File Sync & Share solution on the Gartner Magic Quadrant. This marked another milestone in CTERA's growing reputation for delivering pure-private enterprise file sync and share for organizations across the globe.**

o **Customer testimonials: http://www.ctera.com/customer-success**

o **A Fortune 100 Financial Services firm explains: "CTERA was the only solution to combine NAS functionality with cloud interoperability, embedded security, and the scalability to deploy and centrally manage thousands of sites."**

o **JWT shares: "CTERA's solution for cloud backup enabled us to replace expensive tape backup while helping with SOX compliance and reducing TCO by 65%."**

o **A multi-site dental practice says: "CTERA provide secure data protection that mitigates the risk of downtime, and saves me thousands of dollars a month in staff costs and by recouping lost revenue."**

 "CTERA was founded around a vision of providing enterprises and service providers with a secure and comprehensive toolkit to address enterprise file storage, file sharing and data protection that they can deploy and manage entirely on their own terms," said Liran Eshel, CEO and Co-Founder of CTERA. "Our success during the last six months is validation that we are achieving our goals, while also helping our valued partners to reach theirs. The pipeline for the second half of the year is testament to the fact that CTERA's offerings are a requirement for organizations looking to address enterprise-wide data governance and efficiency demands."

CTERA's platform uniquely combines cloud storage gateways, end-point clients for file access, collaboration and data protection, and a cloud-based service delivery and data management system to securely sync, share, protect and govern files from any device or remote office, all from the enterprise's choice of private or virtual private cloud. With a multi-tenant Storage-as-a-Service platform, CTERA's offering is designed to enable end-to-end security and comprehensive data governance to enterprise users and scalability and flexibility for cloud administrators.

Why nominee should win

• **CTERA enables enterprises to securely sync, share, protect and govern files from any device or remote office, all from the private or virtual private cloud of their choice.**

• **Trusted by the Fortune 100 and leading service providers, CTERA provides the industry's most secure approach to file services, with the widest choice of use cases and infrastructure options to enable the IT-as-a-Service transformation.**

• **CTERA bridges the gap between cloud storage and local storage, providing optimized performance and end-to-end security.**

• **CTERA's Enterprise Data Services Platform comprises cloud-side service delivery and management middleware, on-premises cloud storage gateway appliances, and managed end-point agents for servers, laptops and mobile devices – all with unified management.**

• **For service providers (telcos, hosters, MSPs), integrators and VARs, CTERA creates an opportunity to deliver value-added cloud services in a variety of deployment models.**