

Cornerstone IT and Citrix ShareFile for the Legal Industry





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Agenda

- The Cornerstone Story
- ShareFile for the Legal industry: an overview
- ShareFile Product Demo
- Q & A

Cornerstone Cares For Your Technology So You Can Care For Your Business

Who are we?

- Full Service IT Business Solution and Managed Services Provider
- Keeping Companies' IT Systems Secure, Productive and Profitable Since 2003
- Offices in New York City, Philadelphia, Washington D.C., and Los Angeles
- Some of Our Specialties: Microsoft Exchange, Office 365, Desktop Virtualization and Document Management
- Our engineers are experts in their field and amongst the best talent in the industry



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Ashurst LLP Greenberg Traurig Baker & McKenzie LLP
 Troutman Sanders eMerge Cleary Gottlieb Steen & Hamilton LLP
 Schulte Roth & Zabel LLP **Reilly Pozner LLP** LeClairRyan
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 Brownstein Hyatt Farber & Shreck, LLP **Shearman & Sterling**
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Magic Quadrant

Figure 1. Magic Quadrant for Enterprise File Synchronization and Sharing



Source: Gartner (July 2016)

Industry Analyst Citation

- Gartner, Inc. (NYSE: IT) is the world's leading information technology research and advisory company
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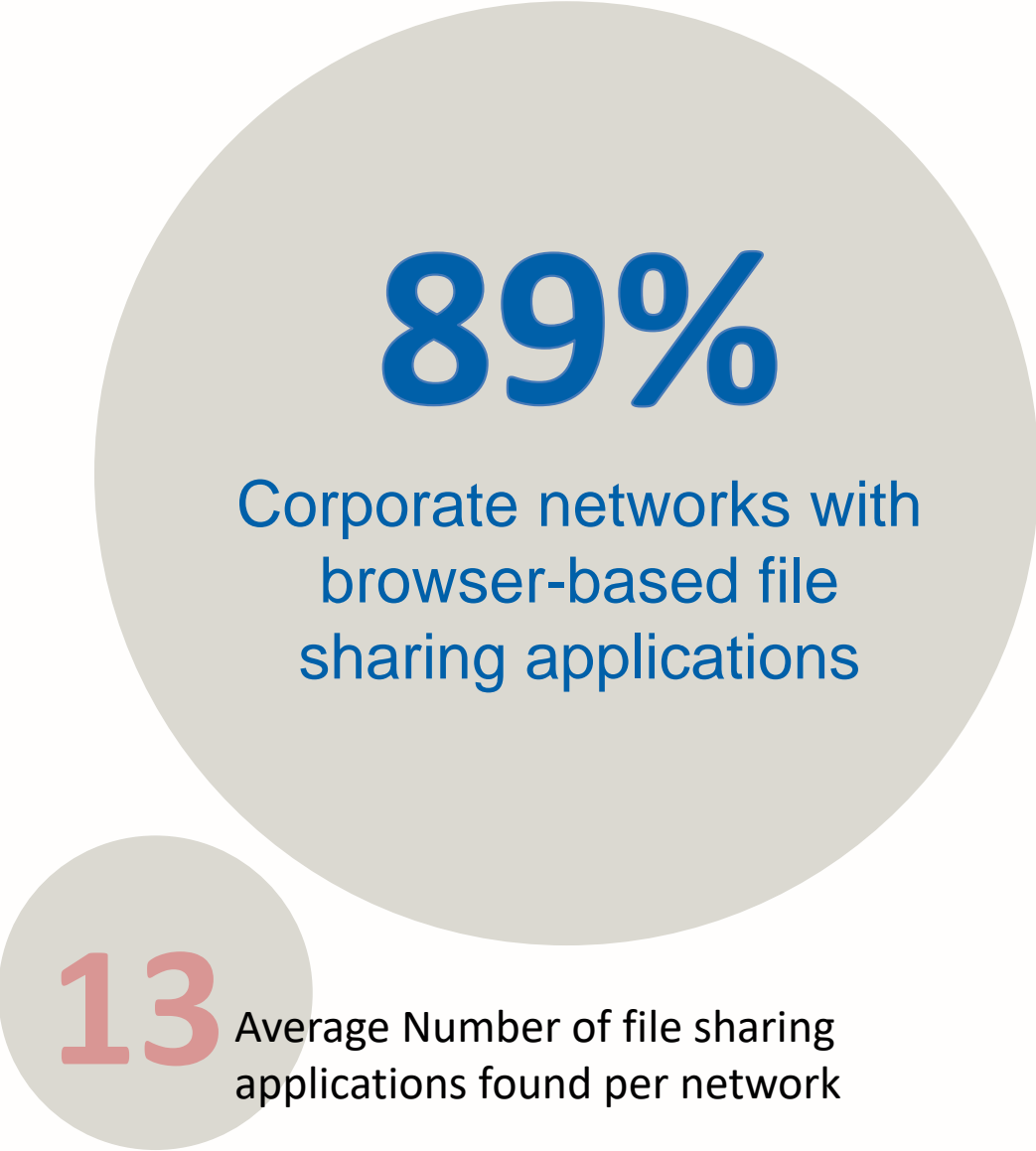
EFSS Market Demand

<http://www.gartner.com/document/3196532?ref=TypeAheadSearch&qid=6ad79162fc126e14b48daae7009d3a37>

“By **2018**, enterprise file synchronization and sharing features will be in **90%** of enterprise content management, collaboration, managed file transfer, cloud storage and backup offerings.”

“By **2018**, **70%** of organizations will deploy EFSS technologies for back-end integration, federation and data governance, and to reduce the fragmentation of multiple content repositories, on-premises and in the cloud.”





89%

Corporate networks with
browser-based file
sharing applications

13

Average Number of file sharing
applications found per network

What Are Your Users Saying?

“Assess the use of personal cloud services to determine needs for modern productivity and collaboration tools. Explore new collaborative content creation processes.”

-Gartner 2016



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Fragmentation of Devices, Apps, and Data

Devices



Data



Google Drive



iCloud



Simply blocking network access of personal online file sharing services is no longer a viable solution – **Organizations must deploy enterprise file sync and sharing (EFSS) services**

IT Needs

Control, visibility & flexibility
Data protection



Users Demand

Instant access from any device
Familiar consumer experience



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Mobile Workforce Productivity

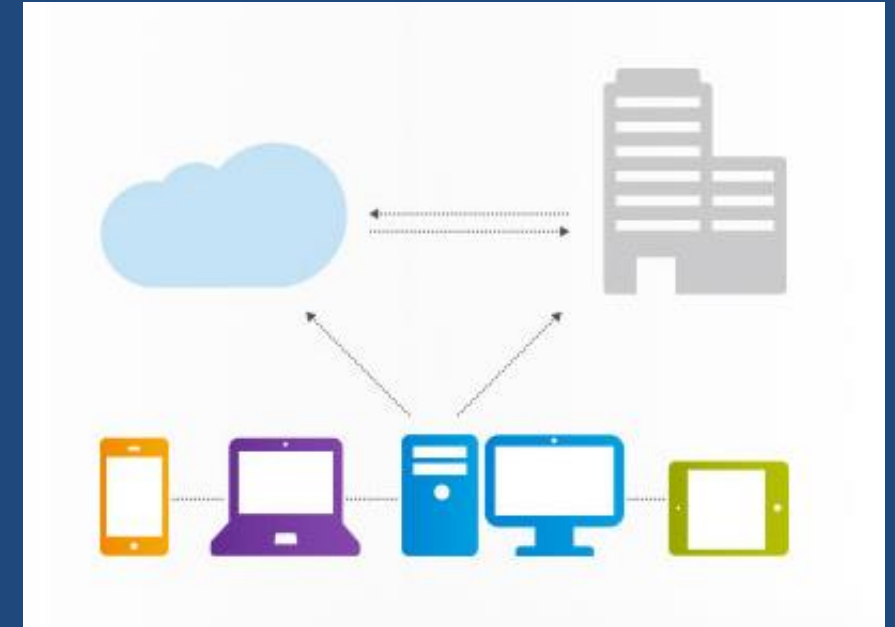
- Mobile access to corporate repositories (e.g., Microsoft SharePoint and EMC Documentum)
- Mobile experience
- Simple user experience
- Security and data protection

Basso, Monica, Charles Smulders, and Jeffrey Mann. "The EFSS Market's Future Will Present an Opportunity for IT Planners." *Gartner*. Gartner, Inc, 03 Feb. 2016. Web. 14 June 2016.
<<https://www.gartner.com/doc/3196532/efss-markets-future-present-opportunity>>.



Internal/External Collaboration

- Content creation and editing, collaboration
- Document workflow automation, business process support



Basso, Monica, Charles Smulders, and Jeffrey Mann. "The EFSS Market's Future Will Present an Opportunity for IT Planners." *Gartner*. Gartner, Inc, 03 Feb. 2016. Web. 14 June 2016. <<https://www.gartner.com/doc/3196532/efss-markets-future-present-opportunity>>.

ShareFile + RightSignature: Get legally binding signatures instantly

- Send documents for signature from ShareFile.
- Signed documents automatically save to your ShareFile account.
- Access and sign documents from any device.
- Save on postage and paper costs, eliminate delays.

*"You can sign legally binding contracts online and even from your phone. With RightSignature you can upload contracts and have them signed in a **faster, cheaper, and more secure way than paper documents.**"*

— American Bar Association General Practice, Solo & Small Firm Division





Legal



- Provided secure, compliant, trackable ways to share client files
- Made it simple to access client documents on any device
- Met the need for mobility and bring-your-own device

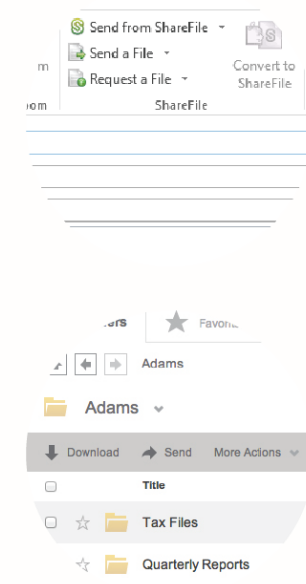
Why do law practice administrators choose ShareFile?

- Provides a simple way to send large files.
- Integrates with your existing email and document-management systems to streamline file access, sorting and uploading.
- Allows you to focus on serving clients instead of dealing with faxes and follow ups.
- Easy extranet provides clients tools for securely exchanging information.

Uploading 'Word_Fc



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Why do attorneys choose ShareFile?

- Provides a simple way to send confidential files.
- Integrates with your existing email and document-management systems to streamline file access, sorting and uploading.
- Offers a full suite of mobile apps that let you access files on any device, at any time and from any location.





Product Demo