

Enterprise File Synchronization and Sharing (EFSS) Market by Offering (Solutions, Services), Application (File Storage & Backup, Content Management System, Document Collaboration), Business Function, Vertical and Region - Global Forecast to 2028

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Report description:

The global market for EFSS is projected to grow from USD 9.4 billion in 2023 to USD 35.5 billion by 2028, at a CAGR of 30.4% during the forecast period. User-centric design and focus on providing a seamless and intuitive user experience have become critical factors driving the adoption of EFSS solutions.

"The solution segment is projected to be the largest market during the forecast period."

EFSS solutions that enable organizations to securely store, synchronize, and share files across multiple devices and with other users. These solutions offer a centralized repository for files, allowing employees to access the latest versions of documents, presentations, and other materials from anywhere, at any time. EFSS solutions play a vital role in modernizing the way organizations manage and share their files and data. By providing secure, scalable, and user-friendly platforms for file storage and collaboration, EFSS solutions contribute to increased efficiency, improved collaboration, and enhanced data security within organizations of all sizes and across various industries.

"The professional service segment is projected to be the largest market during the forecast period."

Professional services providers in the EFSS market help businesses with tasks like solution customization, integration with existing IT infrastructure, user training, and ongoing support. The demand for these services is driven by the complexity of EFSS deployments, the need for seamless integration with existing systems, and the requirement for specialized expertise in implementing and managing EFSS solutions.

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"The Sales & Marketing segment is projected to be the largest market during the forecast period."

Sales and marketing play critical roles as key business functions. Sales teams are at the forefront of customer acquisition, employing strategies to identify potential clients, understand their specific requirements, and demonstrate how the EFSS solution can effectively meet those needs. They are responsible for building relationships with prospects, showcasing the features and benefits of the solution, and ultimately closing deals to bring new customers on board. The sales process in the EFSS market often involves intricate negotiations, where sales professionals must align customer expectations with the capabilities of the EFSS solution to ensure a successful partnership.

"North America to account for the largest market size during the forecast period."

North America holds a significant share of the global EFSS market. The region's advanced IT infrastructure, large enterprises, and early adoption of cloud technologies contribute to its prominence in the EFSS space. The market is expected to continue growing as more businesses embrace digital transformation and remote work. The proliferation of mobile devices and the Bring Your Own Device (BYOD) trend has driven the need for EFSS solutions that support secure access to files from anywhere, on any device.

Breakdown of primaries

In-depth interviews were conducted with Chief Executive Officers (CEOs), innovation and technology directors, system integrators, and executives from various key organizations operating in the EFSS market.

- By Company Type: Tier 1 - 60%, Tier 2 - 25%, and Tier 3 - 15%
- By Designation: C-level - 48%, Directors - 28%, and Others - 24%
- By Region: North America - 35%, Europe - 28%, APAC - 23%, RoW -14%.

Major vendors offering EFSS solutions and services across the globe Box (US), Citrix Systems (US), Dropbox (US), Microsoft (US), Google (US), Thomson Reuters (Canada), IBM (US), Blackberry (Canada), OpenText (Canada), VMware (US), Acronis (Switzerland), Thru (US), Accellion (US), Syncplicity by Axway (US), Egnyte (US), SugarSync (US), Nextcloud (Germany), Northbridge Secure Systems (Australia), ownCloud (Germany), SS&C Intralinks (US), Qnext (US), CTERA Networks (Israel), DryvIQ (US), Inspire-Tech (Singapore), Codelathe (US), and MyWorkDrive (US).

Research Coverage

The market study covers EFSS Market across segments. It aims to estimate the market size and the growth potential across different segments, such as Offering, Business Function, Application, vertical, and region. It includes an in-depth competitive analysis of the key players in the market, along with their company profiles, key observations related to product and business offerings, recent developments, and key market strategies.

Key Benefits of Buying the Report

The report would provide the market leaders/new entrants in this market with information on the closest approximations of the revenue numbers for the overall market for EFSS market and its subsegments. It would help stakeholders understand the competitive landscape and gain more insights better to position their business and plan suitable go-to-market strategies. It also helps stakeholders understand the pulse of the market and provides them with information on key market drivers, restraints, challenges, and opportunities.

The report provides insights on the following pointers:

- Analysis of key drivers (Demand for collaboration tools, Continuously rising digital workplace and mobile workforce, Increasing collaborations between employees and enterprises, Emphasis of businesses on corporate data security, and Stringent government compliances and regulations) restraints (Legacy System Integration in Highly Regulated Industries, and Need for heavy investments in EFSS solutions) opportunities (Increasing adoption of cloud-based solutions, Emerging economies having potential for EFSS markets, and Rising demand for integrated EFSS solutions among businesses) and challenges (Rising security concerns and data privacy issues, and Presence of various EFSS vendors and intense market competition) influencing the growth of the EFSS market.

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- **Product Development/Innovation:** Detailed insights on upcoming technologies, research & development activities, and new product & service launches in the EFSS market.
- **Market Development:** Comprehensive information about lucrative markets - the report analyses the EFSS market across varied regions.
- **Market Diversification:** Exhaustive information about new products & services, untapped geographies, recent developments, and investments in EFSS market strategies; the report also helps stakeholders understand the pulse of the EFSS market and provides them with information on key market drivers, restraints, challenges, and opportunities.
- **Competitive Assessment:** In-depth assessment of market shares, growth strategies, and service offerings of leading players such as Box (US), Citrix Systems (US), Dropbox (US), Microsoft (US), Google (US), Thomson Reuters (Canada), IBM (US), and others in the EFSS market.

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