

FOR IMMEDIATE RELEASE

Lifeboat to Distribute eFolder Business Continuity and Business-grade Cloud File Sync Solutions

– eFolder best-in-class software and services designed exclusively for the IT channel greatly expand recurring revenue opportunities for Lifeboat partners –

Shrewsbury, NJ & Atlanta, GA– March 10, 2016 – Lifeboat Distribution, an international specialty distributor for security, virtualization, network infrastructure, and other technically sophisticated products, today announced a distribution agreement with eFolder, a leading supplier of cloud data protection, business continuity and business-grade cloud file sync solutions for MSPs, cloud service providers, system integrators, and VARs. Lifeboat will distribute eFolder’s solution portfolio to their network of technology partners in the United States and Canada.

Demand for anytime, anywhere access to corporate data, along with multiple deployment options for private or public clouds is increasing across all businesses today. The eFolder software product suite harnesses software and the cloud to support organizations’ mobile security, file sync, backup, disaster recovery, and business continuity needs.

eFolder solutions that Lifeboat will distribute include: eFolder Anchor, a business-grade file sync and share solution that ensures secure file access anywhere, from any device, with unique features and capabilities for deployment by VARs and MSPs; eFolder Backup & Disaster Recovery (BDR) for Veeam, an off-site cloud backup service for virtualized environments which ensures business continuity for mission critical VMs and virtualized infrastructure.

“Our mission is to empower business productivity, and we’re excited to expand the awareness and reach of our eFolder solutions to the broader base of Lifeboat’s partners within North America,” said Ted Hulsy, VP of Marketing, at eFolder. “Partners look to Lifeboat for sophisticated software solutions, along with complementary cloud services such as eFolder BDR for Veeam and Anchor.”

“We’re thrilled that eFolder has selected Lifeboat as their first North America distributor. eFolder solutions complement many technologies we already offer to our partners and are easily deployable,” said William R. Botti, Executive Vice President at Lifeboat Distribution. “Our agreement with eFolder will enable our partners to provide best-in-class business continuity, data protection and file sync services – and to generate highly profitable, recurring revenue.”

Lifeboat will promote eFolder's business continuity and business-grade cloud file sync solutions in conjunction with their extensive line card of security, virtualization and business productivity products. Resellers and managed service providers interested in offering eFolder solutions should contact Lifeboat by phone at +1.800.847.7078 (US), or +1.888.523.7777 (Canada), or by email at sales@lifeboatdistribution.com.

About Lifeboat Distribution

Lifeboat Distribution, a subsidiary of Wayside Technology Group, Inc. (NASDAQ: WSTG), is an international value added distributor for virtualization/cloud computing, security, application and network infrastructure, business continuity/disaster recovery, database infrastructure and management, application lifecycle management, science/engineering, and other technically sophisticated products. The company helps vendors recruit and build multinational solution provider networks, power their networks, and drive incremental sales revenues that complement existing sales channels. Lifeboat Distribution services thousands of solution providers, VARs, systems integrators, corporate resellers, and consultants worldwide, helping them power a rich opportunity stream, expand their margin+ services revenues, and build profitable product and service businesses. For more information, visit www.lifeboatdistribution.com, or call +1.800.847.7078 (US), +1.732.389.0037 (International), +1.888.523.7777 (Canada), or +31.36.8200.236 (Europe). Follow Lifeboat Distribution on Twitter (@LifeboatVAD) and Facebook (LifeboatDistribution).

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: <http://www.efolder.net> and follow us on Twitter: @eFolder

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