Citrix ShareFile Competitive Analysis

CITRIX®
ShareFile

VS

ivanti | **Ivanti File Director**
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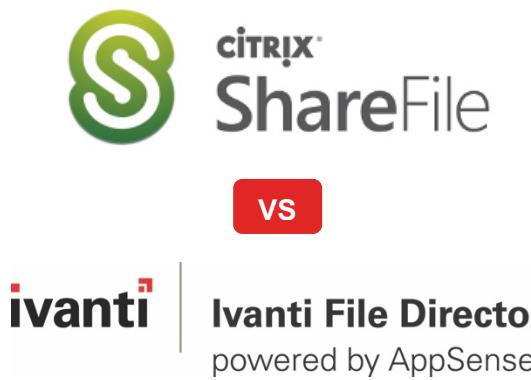
Key Disadvantages:

- ShareFile is not a native solution – users are forced to work from a single folder & change their workflow / behavior

- ShareFile cannot be implemented as a 100% on-premises solution

- ShareFile requires dedicated storage, even if utilizing on-premises StorageZones

- ShareFile makes use of a proprietary file system making data inaccessible from other services

Citrix ShareFile	Ivanti File Director
ShareFile is not a 100% on-premises solution ShareFile provides organizations with a choice as to where data can reside - either in the cloud or on-premises within the organization's own datacenter. StorageZone Connectors allow existing data on file shares but require a ShareFile cloud account, and a full Microsoft server stack, including Server 2008, IIS, .NET 4.0, and a publicly resolvable hostname. StorageZone Connectors cannot be deployed on a stand-alone basis. They are offered as an addition to organizations that deploy the proprietary StorageZone storage architecture. Regardless of the source of data, management of ShareFile can only be achieved via the cloud, through ShareFile's SaaS based management component.	**File Director is a seamless on-premises solution** With File Director, all data can be stored and managed from inside the organization's environment which is compelling for organizations who prefer to (or must) keep their data in-house, especially from a security and management perspective. Since data does not need to be migrated from where it currently exists, File Director unlocks new value from existing investments. The result is lower associated costs of implementing the solution as data, storage, security policies, redundancy and business continuity plans are not affected. Alternatively, to leverage existing investments in Office365, a OneDrive for Business connector is also available.
ShareFile makes use of a proprietary file system ShareFile StorageZones make use of a non-standard file system which doesn't maintain the original file/folder structure and which is only accessible through ShareFile. This means users will not be able to access data directly, other than through Citrix Receiver or ShareFile clients as files are stored in a proprietary Object Storage format. The file is then uploaded to the application over the network and opened. This adds unnecessary network overhead and can affect user productivity.	**File Director integrates with existing file systems** By integrating with existing shares and the environment transparently, File Director deployment impacts are minimum as data storage, redundancy and business continuity plans are not affected. A user simply opens an application and navigates to the file as normal. There is no need to migrate any data, reducing network overheads, and increasing productivity through eliminating the upload time. The user workflow is unaffected and IT can leverage existing failover, redundancy and business continuity services and plans.

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Citrix ShareFile	Ivanti File Director

ShareFile forces users to save to a dedicated folder

When using ShareFile, users are made to copy/save all work into a single location, which forces users to change existing behaviors and workflows, often resulting in confusion and a loss in productivity. This fundamental limitation forces users to think differently.

Tools or applications will also need to change their access to suit. This can be difficult or even impossible across the entire organization.

File Director is a totally native user experience

Features like In-Location Sync, for providing in-place synchronization of user's files, and home and group shares mapped as drive letters provides the user with a totally native experience when accessing their data.

Shortcuts, searches and all existing behaviors are unchanged. User productivity increases with File Director and access to data is effortless.

ShareFile syncs every file in its dedicated folder

Syncing with ShareFile is an all or nothing processes. This can result in the consumption of huge amounts of network bandwidth and storage on the endpoint, making working with group shares almost impossible and, unless you are running certain versions of XenApp or XenDesktop, unusable for certain endpoints such as VDI/RDSH/TS.

This limitation means significant project management is required and network utilization is increased which can be costly to the business and affect user productivity.

File Director's sync technology is very flexible

Unlike ShareFile, File Director can sync in the background, in real-time or on demand for all types of endpoints.

A user simply opens an application and navigates to the file as normal. There is no need to migrate group shares, reducing network overheads and increasing productivity through eliminating upload time.

This means users get the data they want, when they need it and most importantly, consuming network bandwidth and storage in an optimal way.

ShareFile lacks basic sync policies, control or audit features

ShareFile provides both cloud storage and access to existing shares, but with no control over what is synced, it provides significant challenges to the organization.

With no endpoint sync control, unlimited amounts of data can be synchronized across the organizations network. Depending on the volumes of data this can be costly to the organization, affecting user productivity and important applications.

ShareFile does not provide the deep insight or administration controls required for a successful consolidation, migration or upgrade project.

File Director's sync policy, audit and control protects network and storage

File Director's sync policy, audit and control protects network and storage.

Businesses have a finite amount of resource to service the users, so control over the synchronization process is paramount to a providing the right user experience.

Managing storage and network, dynamically changing policies and permissions and reporting against them, with File Director, helps provide the right service to all endpoints.

Advanced central endpoint tracking, sync control and other advanced features in File Director provide the necessary tools to make any consolidation, migration or upgrade project a success.