



You've got cloud questions—  
we've got the answers.

WE SOLVE IT.

# Cloud Survey Results

# Outlook on Technology

## Cloud Computing Survey Results 2013

There is no one-size-fits-all version of cloud technology when it comes to real-world applications. That's why we view cloud computing technologies as raw materials that you can combine in multiple ways to achieve your desired business outcomes. Like many IT professionals, you may want to offer your organization the option of cloud computing. But where do you start? Begin your journey to the cloud by learning how organizations like yours embrace this revolutionary technology.



**65%** of organizations list security as their top concern in implementing cloud computing

**Did you know?**

**70%** are in the process of implementing cloud or already have applications in the cloud

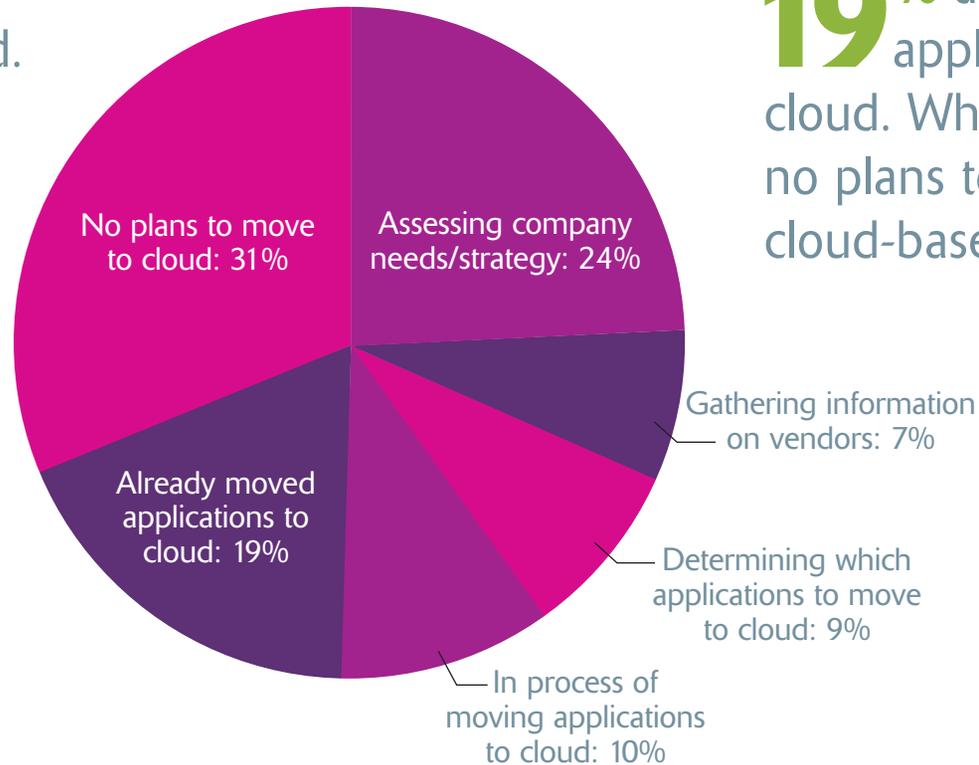


**73%** cite reliability as the most important factor in selecting a cloud partner

We surveyed more than 500 organizations to uncover what they are looking for in a cloud solution, what their top concerns are, and how they view the obstacles associated with this trend. Turn the page to view our FREE report and take the first step toward cloud computing today.

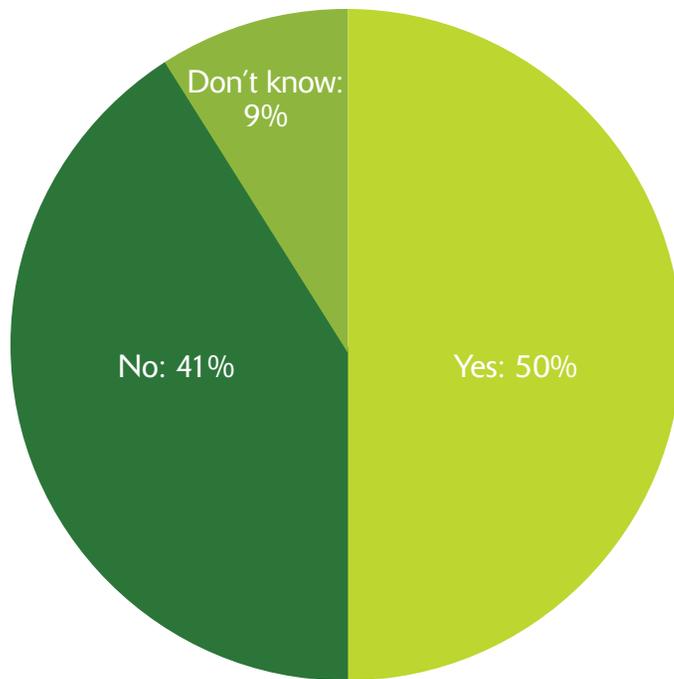
# How far along is your organization's cloud strategy implementation?

**50%** of organizations are somewhere in the process of implementing cloud.



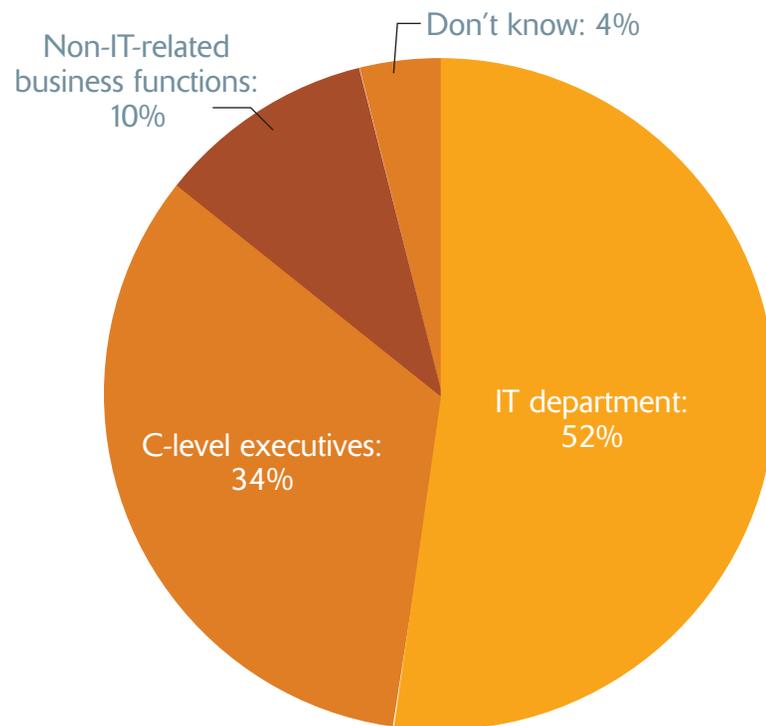
**19%** already have applications in the cloud. While **31%** have no plans to move to cloud-based services.

# Have you had an assessment of your IT environment/infrastructure to determine where cloud computing might be a good fit for your organization?



**50%** of organizations had an assessment to determine if their environments are suitable candidates for the cloud.

# What department/group was primarily responsible for starting the initiative to incorporate cloud into your IT strategy?

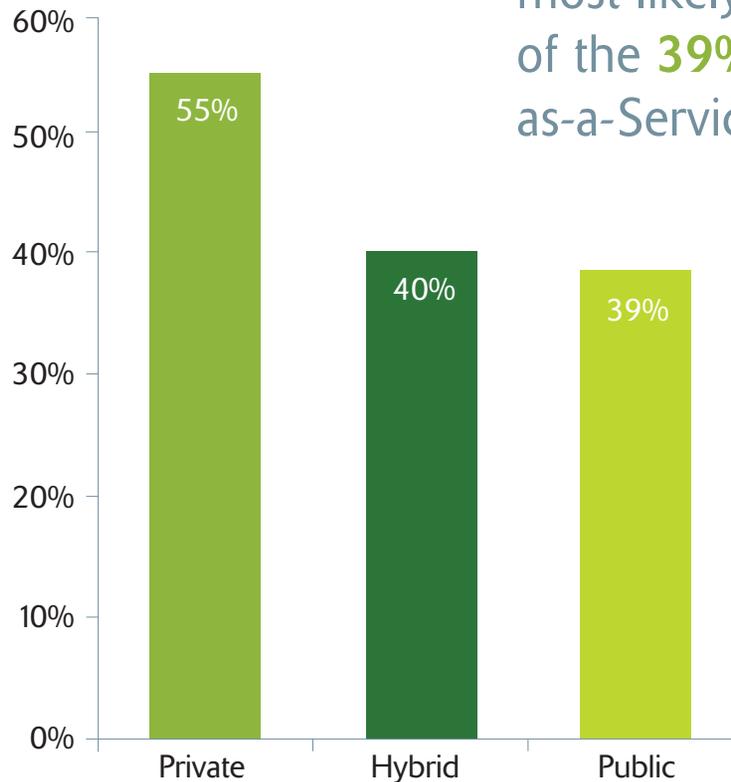


In **more than half** of respondents, the IT department was responsible for starting cloud initiatives.

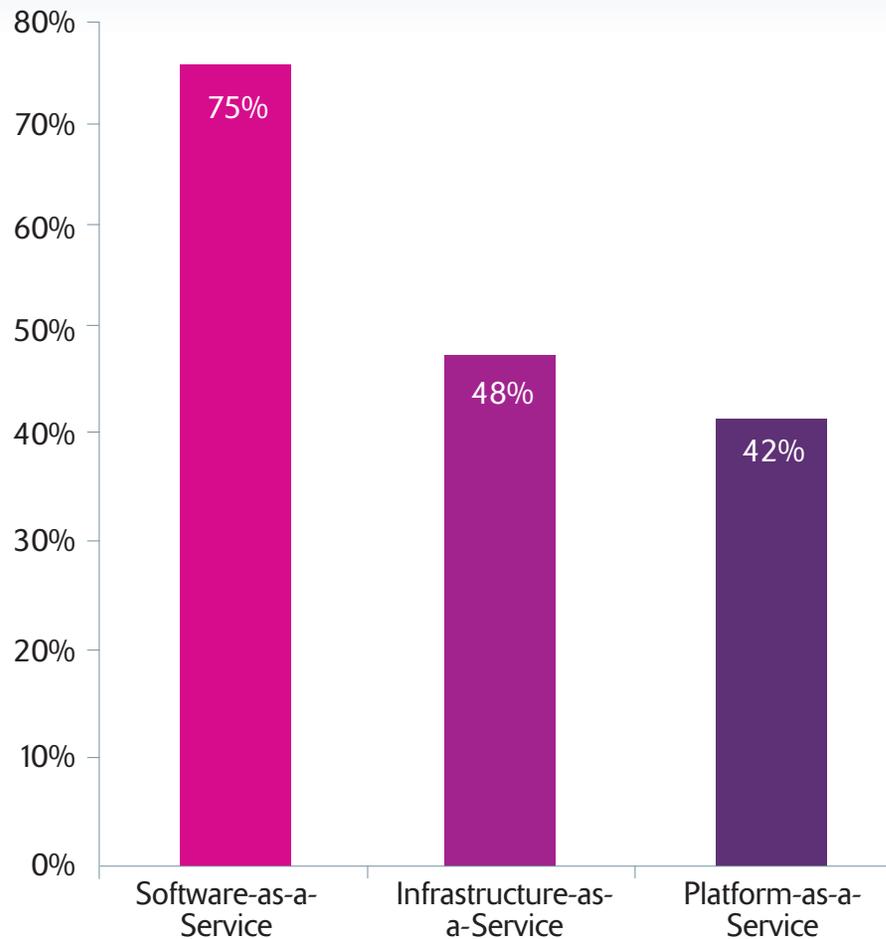


# What type of cloud strategy is your organization considering?

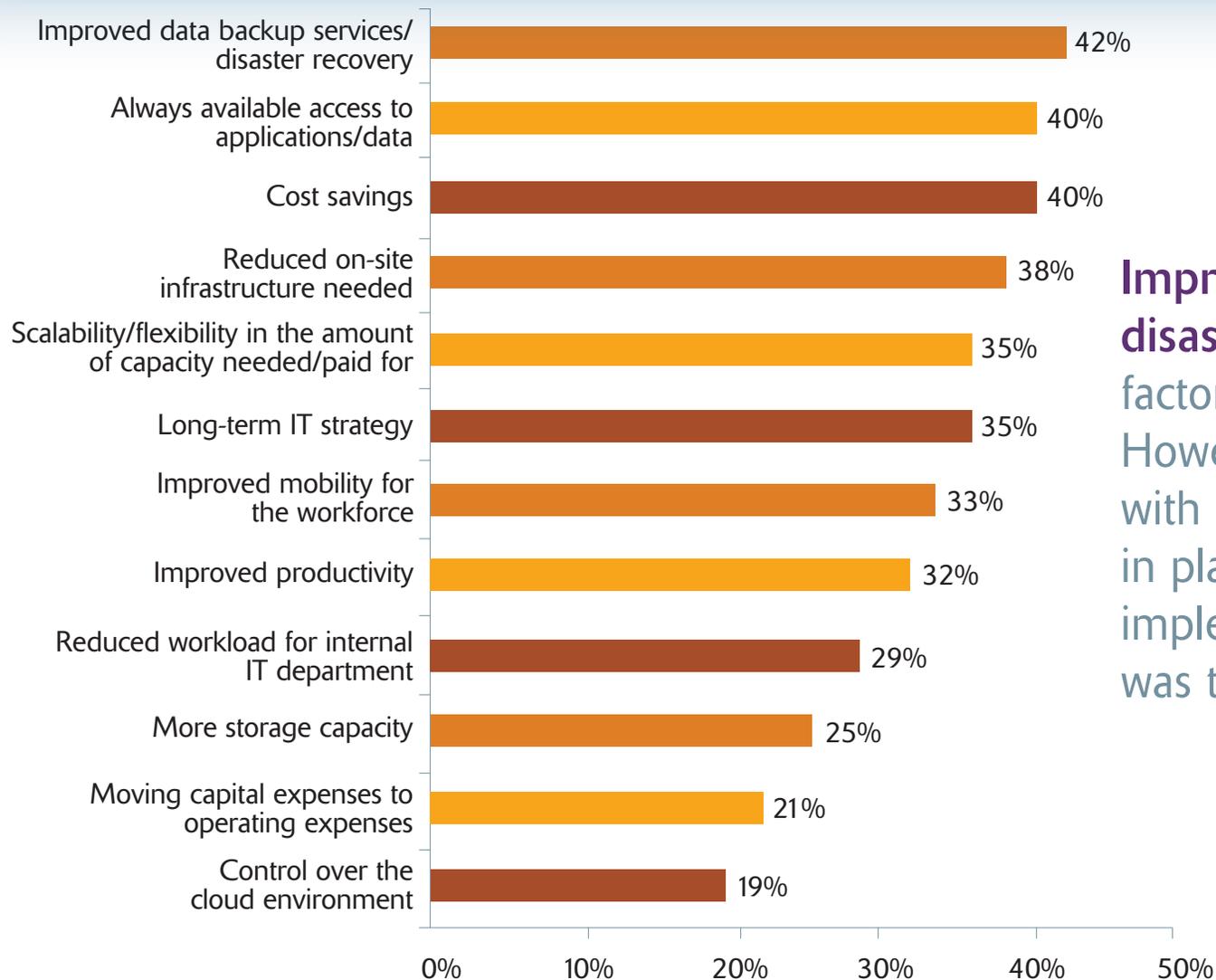
Organizations who have moved to cloud or are in the process of implementing a cloud strategy are most likely to use a private cloud strategy. However, of the 39% likely to use a public cloud, Software-as-a-Service (SaaS) is the most popular choice.



# Which of the following public cloud models is your company investigating/using for cloud? (Select all that apply.)

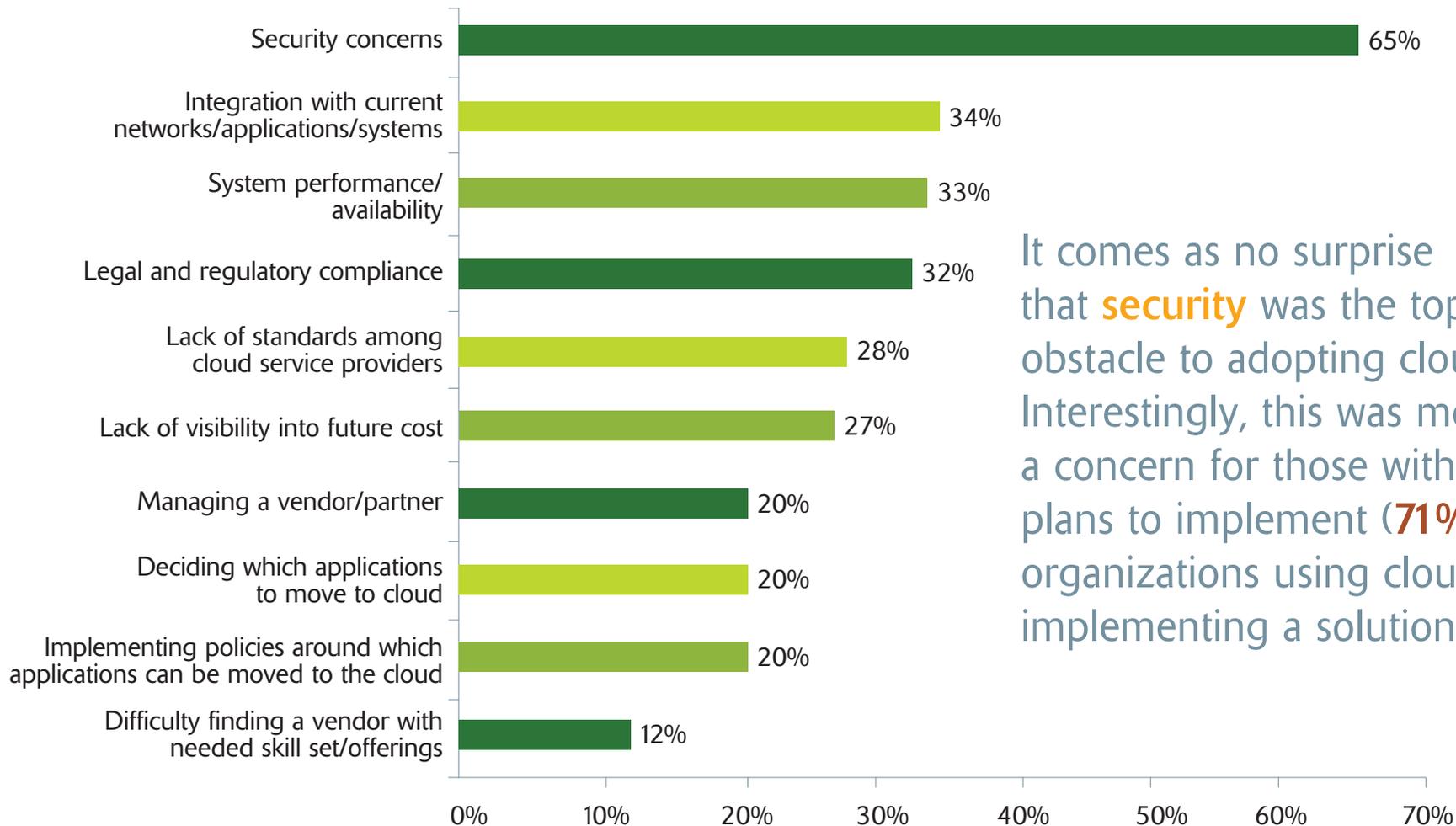


# In your organization, what factors are driving interest in the cloud?



Improved data backup services/disaster recovery was the top factor driving interest in the cloud. However, among organizations with cloud-based services in place or working toward implementing one, **cost savings** was the top influencer (51%).

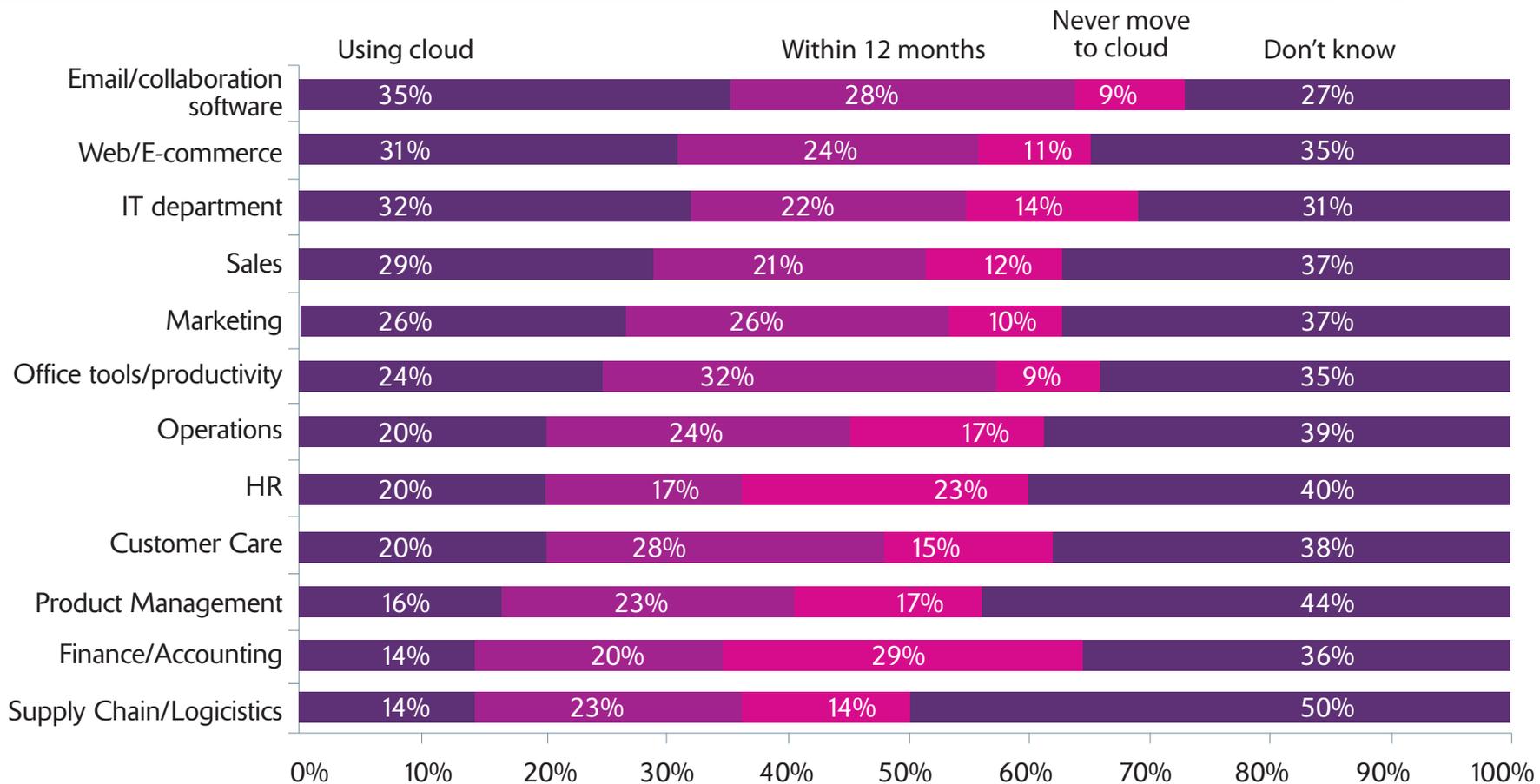
# In your organization, what are the obstacles to adopting cloud? (Select all that apply.)



It comes as no surprise that **security** was the top obstacle to adopting cloud. Interestingly, this was more of a concern for those with no plans to implement (**71%**) than organizations using cloud or implementing a solution (**62%**).

# Which functional areas of your organization are using cloud-based services today?

(Excludes respondents with no plans to implement cloud-based services.)



# Which functional areas of your organization are using cloud-based services today?

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Roughly **a third** of organizations are using cloud for email/collaboration software, Web/e-commerce, and IT department needs.



**Office/productivity tools** are likely to move to cloud within the next 12 months for a third of organizations.



About **30-40%** of respondents don't know if the functions within their organization are using cloud.



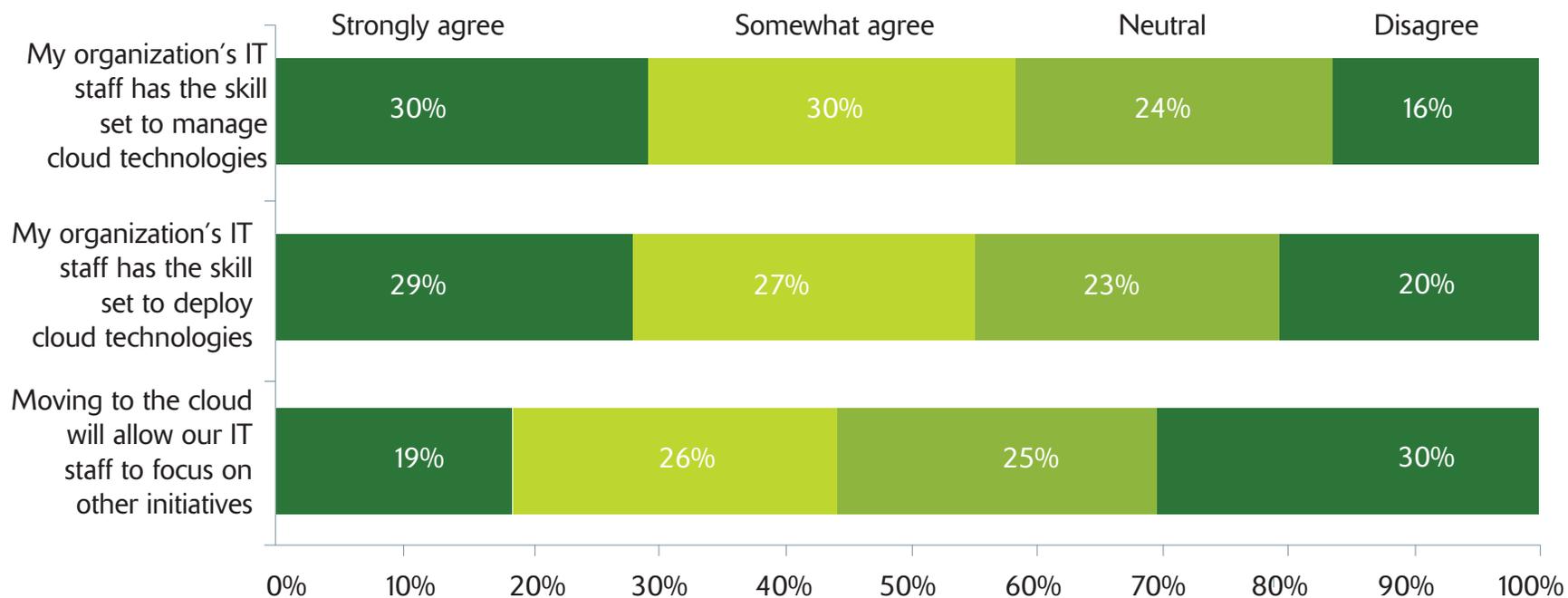
Organizations were least likely to move **finance/accounting** to the cloud, perhaps due to their security concerns noted earlier.



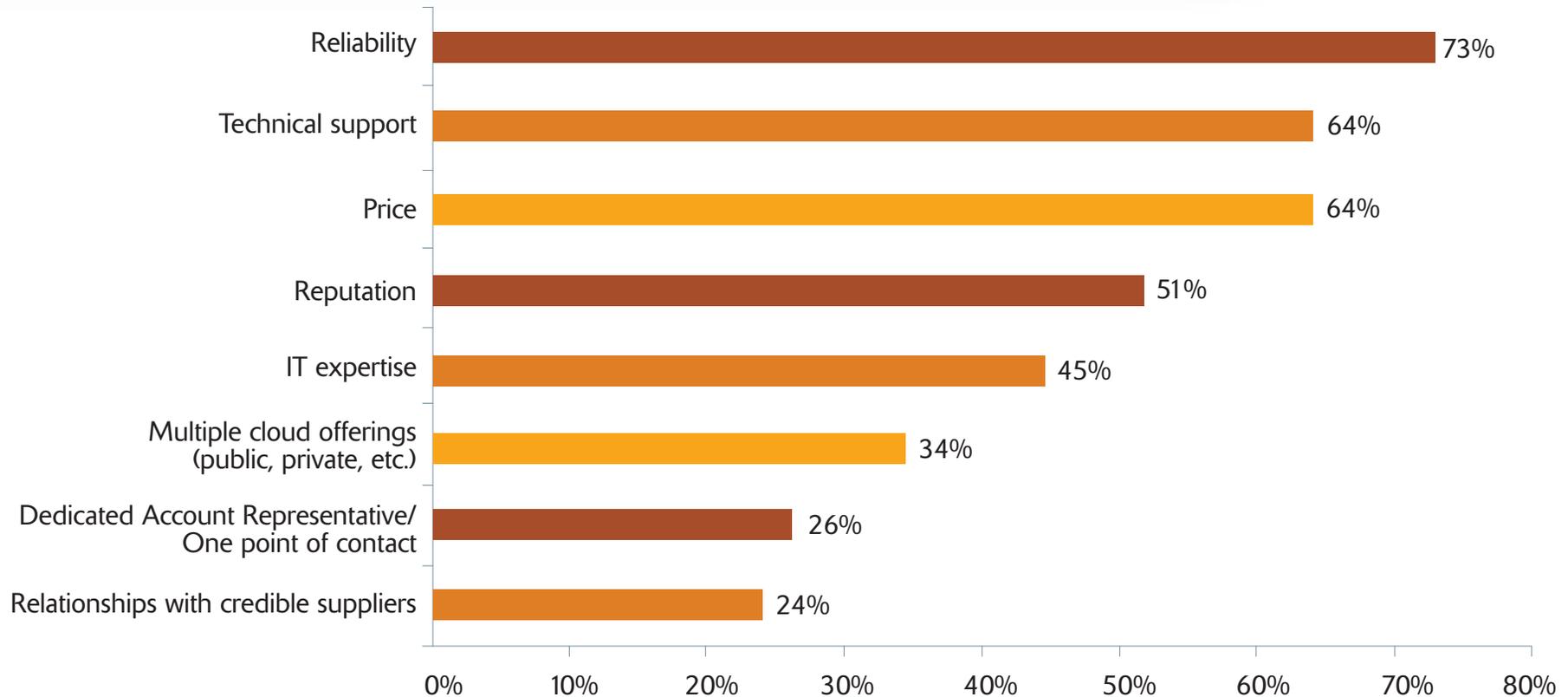
# How strongly do you agree or disagree that...?

About **30%** of organizations strongly agree that their IT staff has the skills to deploy or manage cloud technologies.

Organizations are less sure about cloud technologies freeing up their IT staff to focus on other projects—especially organizations with no plans to implement. Only **2%** of those respondents believe a cloud solution will allow IT staff more free time.



# What are important factors in your choice of a cloud partner? (Select all that apply.)



Reliability, technical support, and price topped the list of the most important factors in selecting a cloud partner.

# Ready to Start Your Journey to the Cloud?

## Reap the Rewards of Solid Planning

### Cisco Unified Data Center for the Private Cloud

Cisco Unified Data Center brings together networking, computing, storage, management, and security resources into a unified platform that provides the core infrastructure for cloud computing. The platform is designed specifically to enable cloud provisioning from shared pools of infrastructure resources across physical, virtual, and cloud environments. This approach helps integrate private cloud services into the overall data center strategy, which is a much simpler and more efficient model for data center operations.

### Solutions Begin with Us

Whether you're just getting started with virtualization or are planning a complete end-to-end cloud computing consolidation, Connection is here to help. We are a Cisco Gold Partner and Cloud Builder—and can offer you the highest possible level of support available. Call today to learn more about solutions and services that offer a practical route to virtualization and cloud computing.



This survey was conducted in partnership with Cisco and Intel®. The findings show that cloud technologies can offer substantial benefits to both IT and your business; many organizations already have a well-defined vision for their cloud project and are ready to move forward.

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