PC Connection®

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

WE SOLVE IT.

Cloud Survey Results

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2013 Outlook on Technology
Cloud Computing Survey Results

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.

Did you know?

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

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.

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How far along is your organization's cloud strategy implementation?
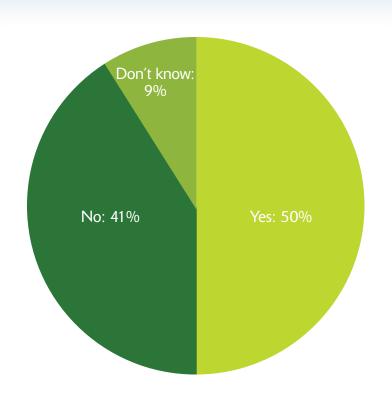
50% of organizations are somewhere in the process of implementing cloud.

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

No plans to move to cloud: 31%

Assessing company needs/strategy: 24%

Gathering information on vendors: 7%

Determining which applications to move to cloud: 9%

In process of moving applications to cloud: 10%

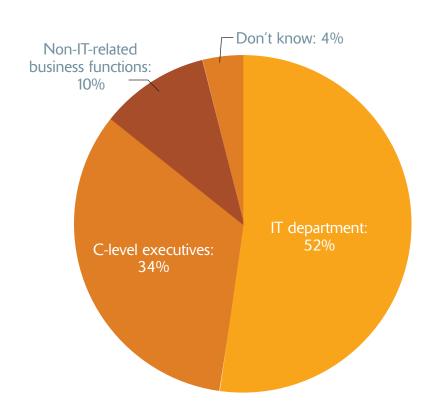Already moved applications to cloud: 19%

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

Don't know: 9%

No: 41%

Yes: 50%

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

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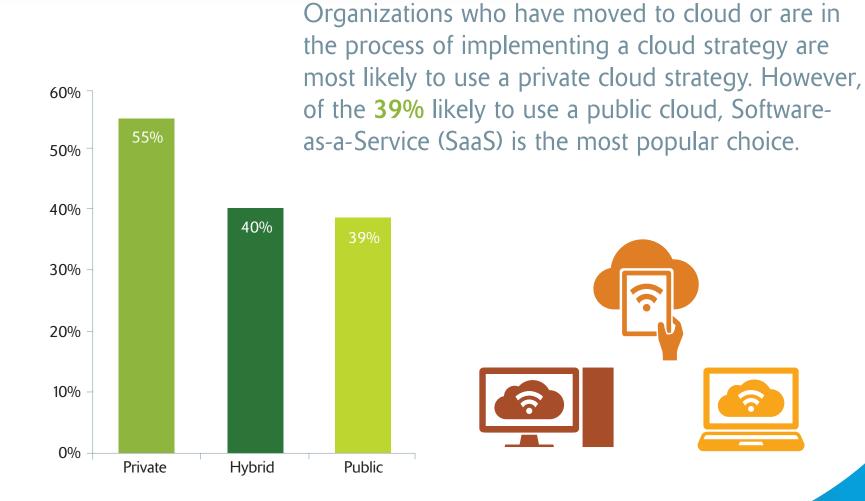# What department/group was primarily responsible for starting the initiative to incorporate cloud into your IT strategy?

Non-IT-related business functions: 10%

Don't know: 4%

IT department: 52%

C-level executives: 34%
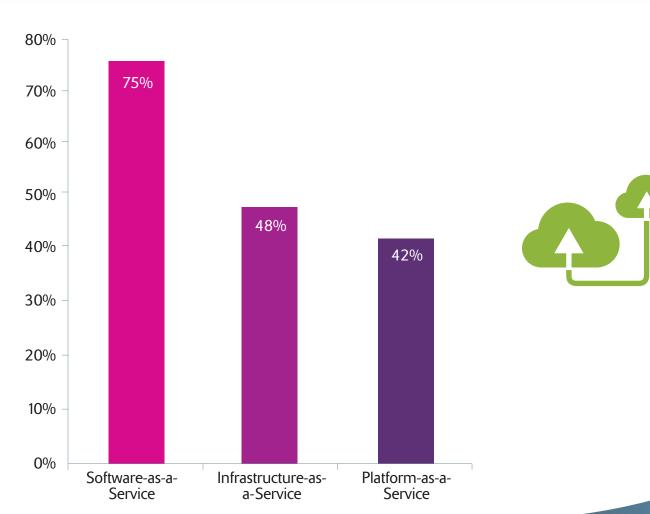
In **more than half** of respondents, the IT department was responsible for starting cloud initiatives.

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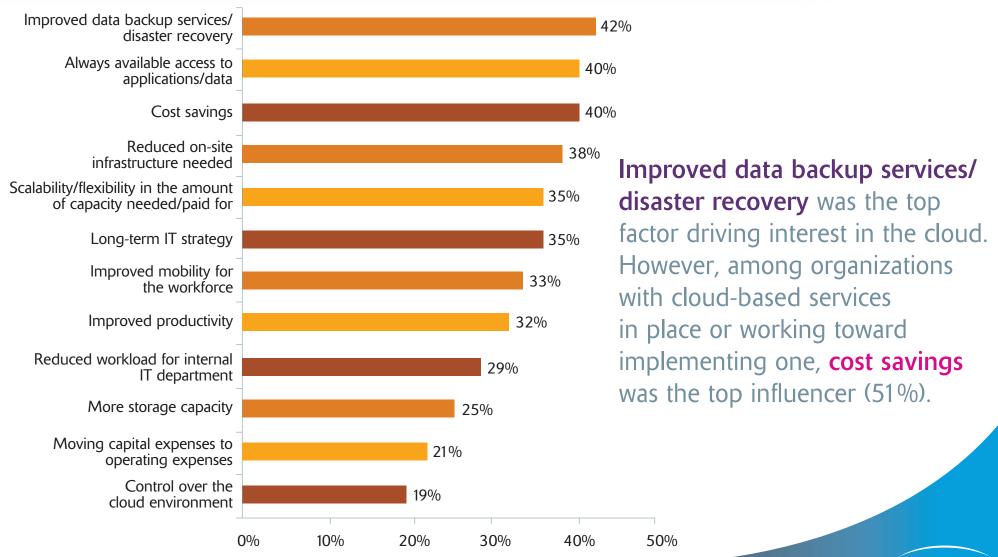
What type of cloud strategy is your organization considering?

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.

60%

55%

50%

40%   40%   39%

30%

20%

10%

0%

Private   Hybrid   Public

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Which of the following public cloud models is your company investigating/ using for cloud? (Select all that apply.)
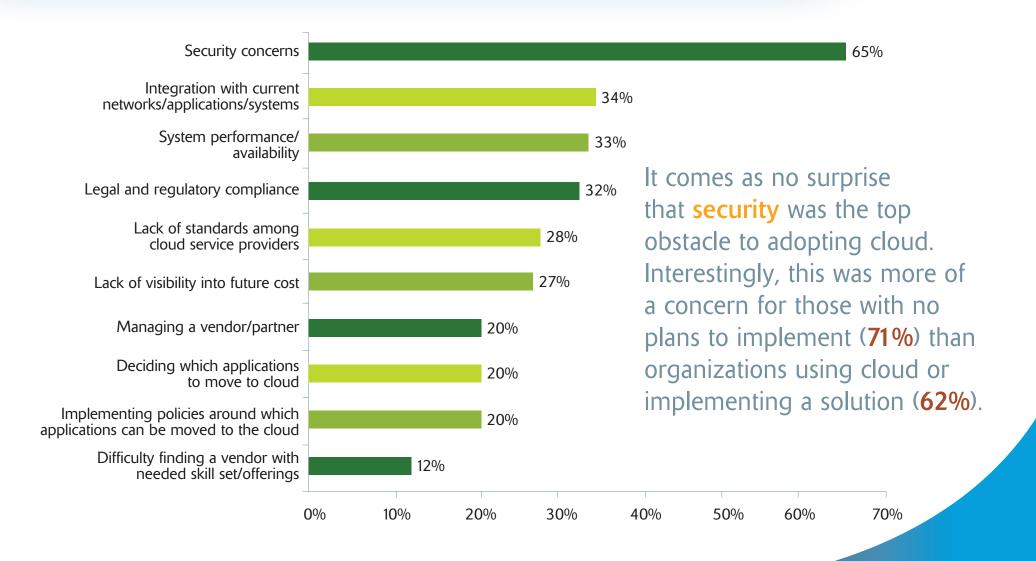
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In your organization, what factors are driving interest in the cloud?

Factor	Percentage
Improved data backup services/ disaster recovery	42%
Always available access to applications/data	40%
Cost savings	40%
Reduced on-site infrastructure needed	38%
Scalability/flexibility in the amount of capacity needed/paid for	35%
Long-term IT strategy	35%
Improved mobility for the workforce	33%
Improved productivity	32%
Reduced workload for internal IT department	29%
More storage capacity	25%
Moving capital expenses to operating expenses	21%
Control over the cloud environment	19%

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%).

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

Obstacle	Percentage
Security concerns	65%
Integration with current networks/applications/systems	34%
System performance/availability	33%
Legal and regulatory compliance	32%
Lack of standards among cloud service providers	28%
Lack of visibility into future cost	27%
Managing a vendor/partner	20%
Deciding which applications to move to cloud	20%
Implementing policies around which applications can be moved to the cloud	20%
Difficulty finding a vendor with needed skill set/offerings	12%

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%**).

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

Continued from previous page

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

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

Office/productivity tools are likely to move to cloud within the next 12 months for a third of organizations.
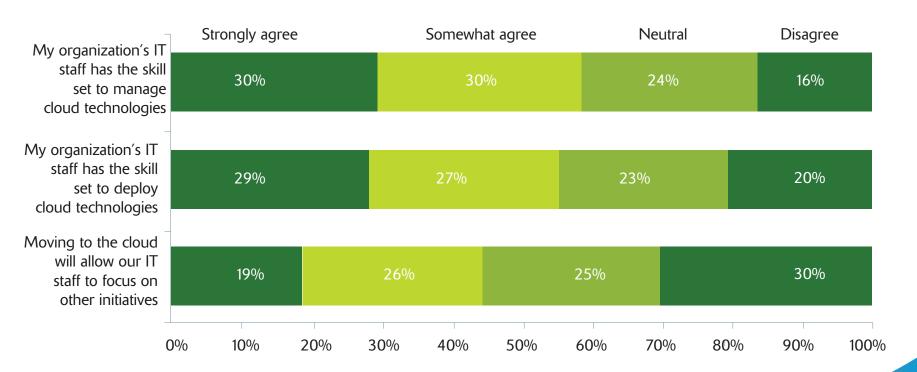
Organizations were least likely to move **finance/accounting** to the cloud, perhaps due to their security concerns noted earlier.
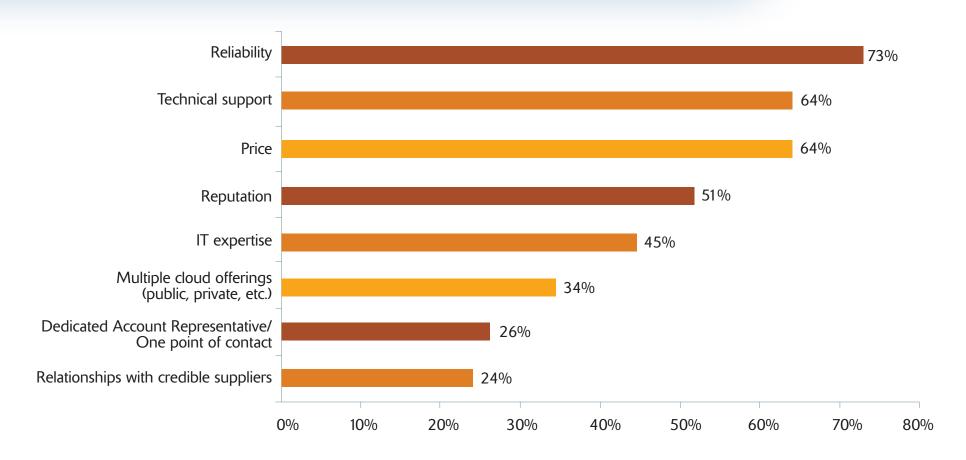
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How strongly do you agree or disagree that…?

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.

	Strongly agree	Somewhat agree	Neutral	Disagree
My organization's IT staff has the skill set to manage cloud technologies	30%	30%	24%	16%
My organization's IT staff has the skill set to deploy cloud technologies	29%	27%	23%	20%
Moving to the cloud will allow our IT staff to focus on other initiatives	19%	26%	25%	30%

0% 10% 20% 30% 40% 50% 60% 70% 80% 90% 100%

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

Factor	Percentage
Reliability	73%
Technical support	64%
Price	64%
Reputation	51%
IT expertise	45%
Multiple cloud offerings (public, private, etc.)	34%
Dedicated Account Representative/ One point of contact	26%
Relationships with credible suppliers	24%

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

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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, PC 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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