

10 QUESTIONS CIOs SHOULD ASK BEFORE MOVING OPERATIONS TO THE CLOUD

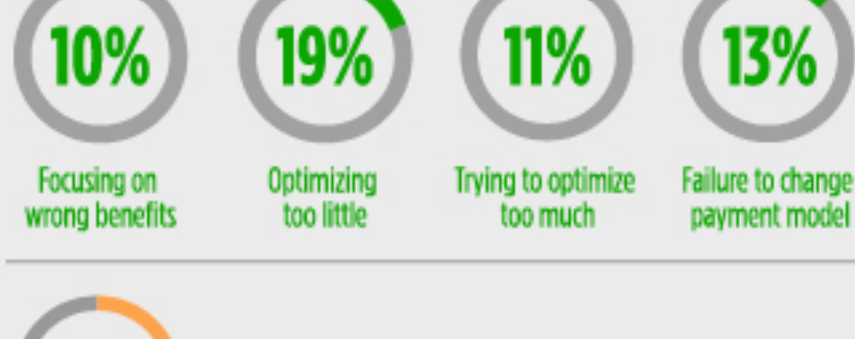
As business computing demand explodes and web apps rule the market, moving to the cloud seems unavoidable. But even as cloud services mature, many organizations make costly mistakes – and not all of them are technical in nature.



TROUBLE IN THE CLOUD



Nearly **85%** of the issues reported with private cloud, which also affect hybrid solutions, are **related to business strategy**.

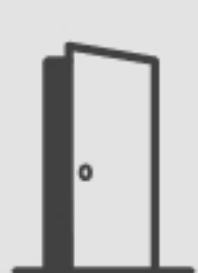


31% Failure to change operational models

HOW WILL THE CLOUD BENEFIT YOUR BUSINESS?



Will it benefit existing customers?



Will it open new markets?



Will it reduce competitor threat?



Will it meet corporate ROI requirements?



HOW WILL YOU USE THE CLOUD?



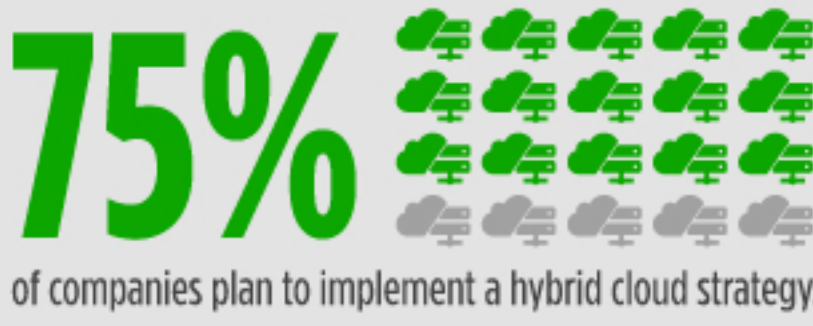
Nearly **50%** of companies store **more than half** of their data in the cloud.



94% of companies run at least one app from the cloud; **60% of companies** running at least half their apps from the cloud.

55% 55% of companies host some portion of their ERP in the cloud.

WHICH CLOUD SOLUTION BEST FITS YOUR BUSINESS?



of companies plan to implement a hybrid cloud strategy.

50% 50% use a mix of private and public cloud with traditional IT.
48% have workload portability across public and private cloud.



HOW MUCH STORAGE SHOULD YOU BUY?



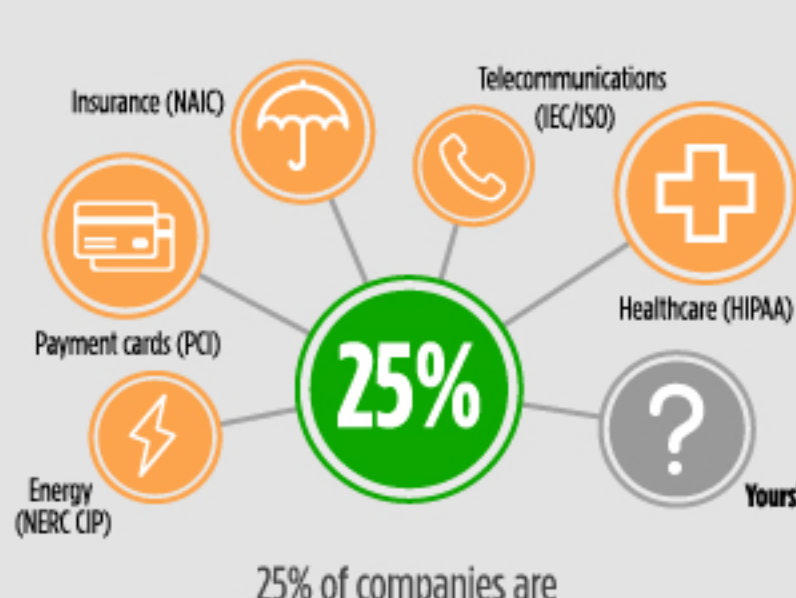
Don't buy all the storage you think you'll need up front. While businesses see 40-60% annual data growth, data centers see 24% annual cost decrease.



Companies can **save up to 40%**

on storage with a provisioning plan.

DOES YOUR PROVIDER KNOW YOUR INDUSTRY'S STANDARDS?



25% of companies are concerned about industry-specific compliance.

WHAT ARE POTENTIALLY HIDDEN COSTS?

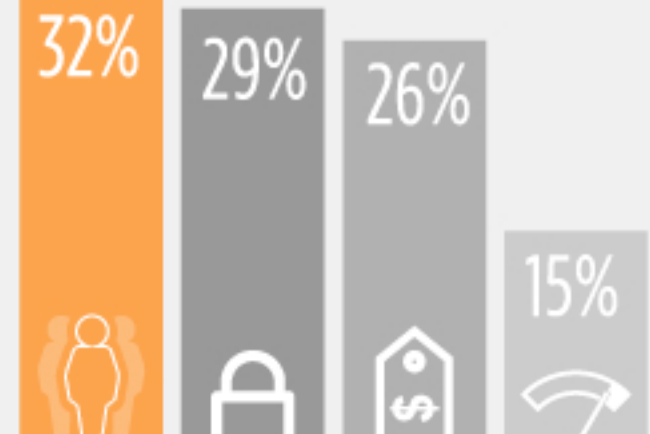
Public cloud invoices are notorious for add-on charges and unpredictable costs. Be wary of the following line items:

- Put and Get costs** (upload/download)
- Data Restoring**
- Disaster Recovery**
- Bandwidth Boosting Limits**
- Customer Support/Troubleshooting**



DOES YOUR STAFF HAVE THE SKILLS (OR TIME)?

32% of companies cite **lack of resources or expertise** as their top cloud migration challenge.



This is higher than concerns regarding **security (29%)**, **costs (26%)**, or **performance issues (15%)**.

Many companies are moving to managed services to help them plan, build and support their environments.

DO YOU HAVE A PLAN FOR SUCCESS?



- 50%** 50% of cloud deployments seeing business-impacting performance issues are **caused by network design**.
- 44%** 44% of companies have **no means for chargeback or showback** for IT services delivery.
- Additional considerations:**
Cost of Customer Acquisition (CCA)
Customer Churn
Lifetime Value of Customer (LTV)

SHOULD YOU PILOT AN IMPLEMENTATION?

A pilot in a sandbox environment could benefit your company in these ways:

- Resolve technical roadblocks**
- Realize user experience**
- Fine tune performance**
- Persuade fence-sitters**
- Test organization skills**



ARE YOU READY FOR BUSINESS TRANSFORMATION?



Nearly **70%** of companies say that cloud enabled them to **reengineer one or more business processes**.



Only **37%** of companies said they've **already adapted** their entire business model **19%** report they're **working toward that goal**.

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