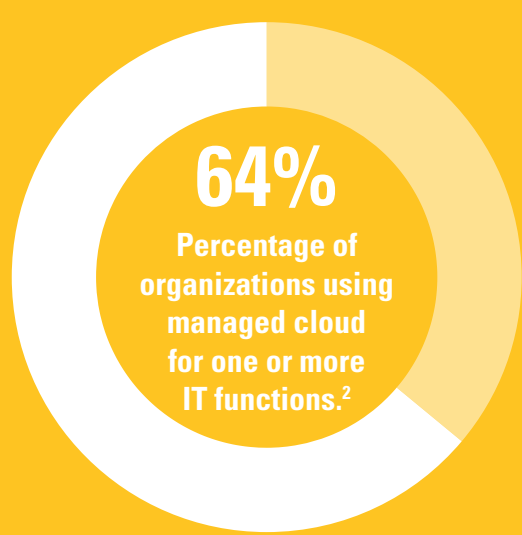
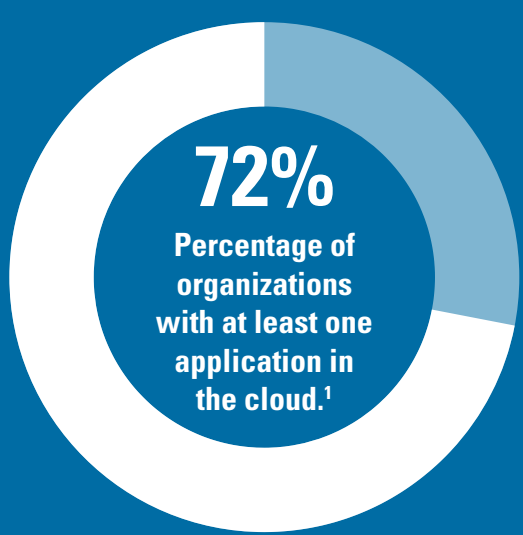


MAKING THE MOST OF MANAGED CLOUD

What Every Enterprise Should Know About Today's Managed Cloud Services



"Our MSP allows us to repurpose our own IT team and focus them at the data level for monetization and innovations."

—Chief Product Officer, Financial Services

Top Mission Critical Applications That Have Moved to the Cloud³



Sales & Marketing



Business Analytics



Customer Service



HR & Payroll

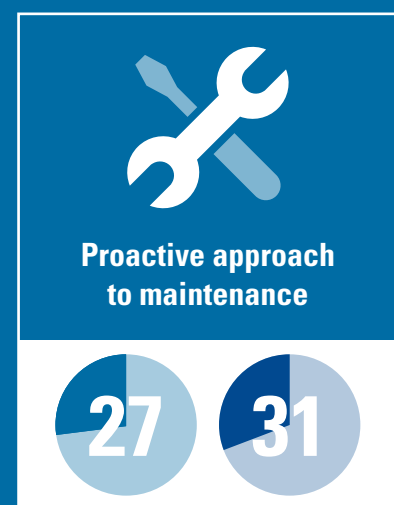
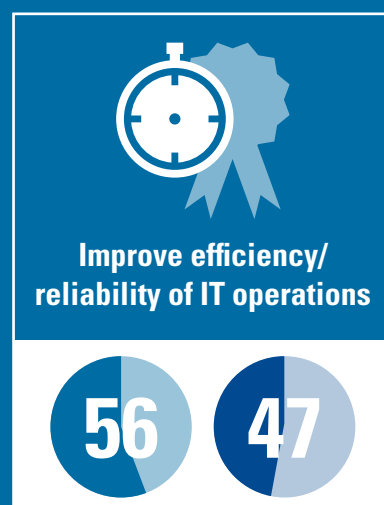
Cost-Savings No Longer Driving Use of Managed Cloud²

A declining percentage of organizations say saving money is their No. 1 reason for turning to managed cloud. The value/core competencies of the managed cloud provider increasingly trump cost as a reason for making the move.



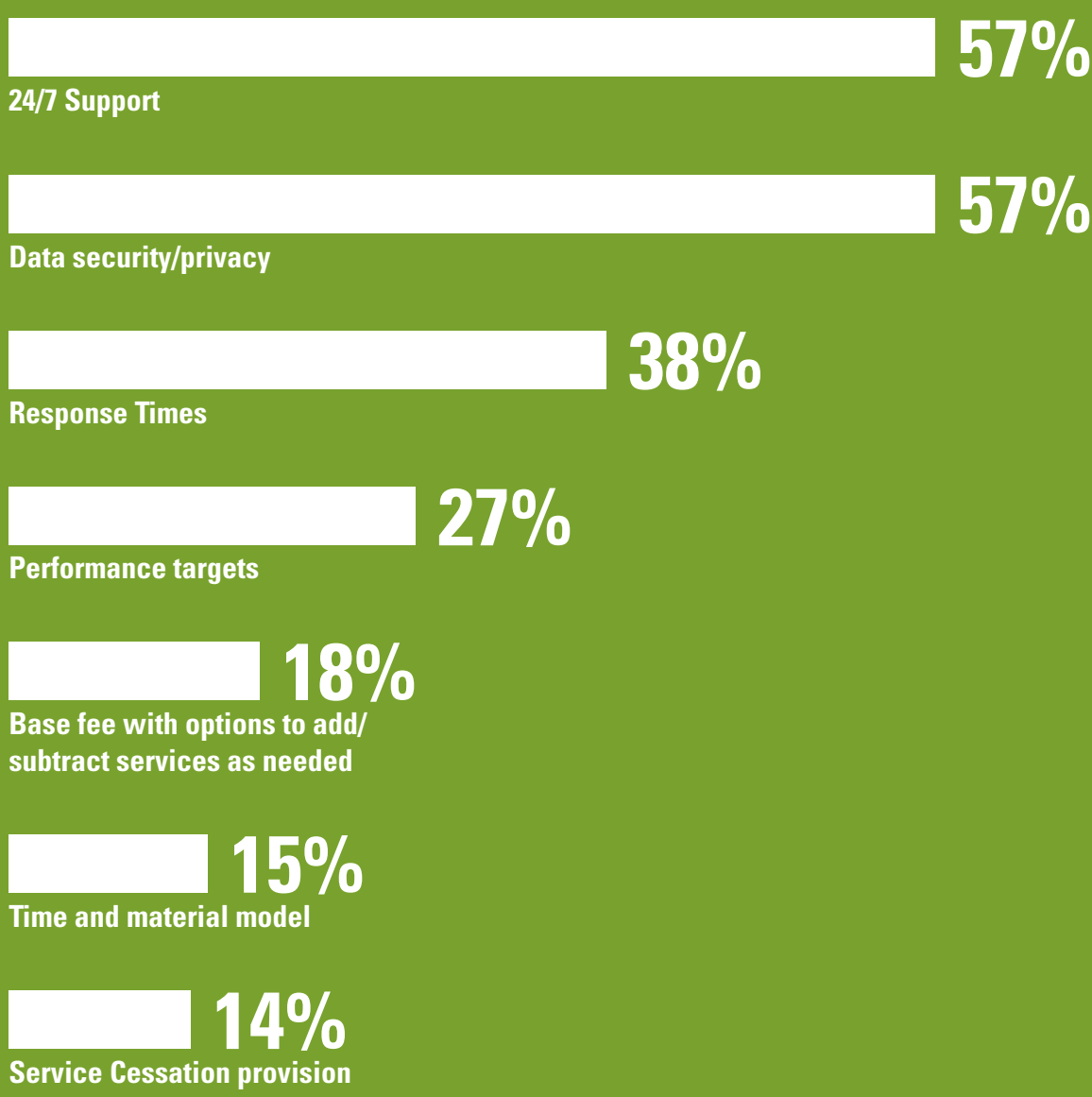
Why Enterprises Turn to Managed Cloud²

Enterprises with 100+ Employees (%)
Enterprises with <100 Employees (%)

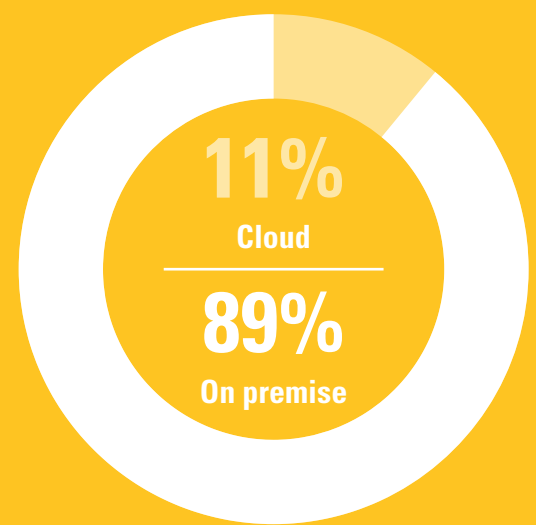


Support & Security are Top Priorities in SLAs²

When enterprises negotiate SLAs with their managed cloud providers, support and security have emerged as top priorities over response times.



VMware and Microsoft Workloads



Most VMware & Microsoft workloads applications have yet to move off of legacy infrastructures. With corporate IT departments hard-pressed to invest in the skills need to migrate and or manage them in the cloud this is going to be a major focus for managed cloud environments.

"We're not looking just to put servers in somebody's data center cages. We need highly secure, hardened data centers. That really thinned out our MSP options."

—Chief Product Officer, Financial Services

The Cloud Is More Reliable



60% of cloud users say the availability/reliability of their cloud environment is better than their own on-premise infrastructure.

WHEN IS A MANAGED CLOUD PROVIDER RIGHT FOR YOUR BUSINESS? 5 Smart Questions to Ask
To read more, download this white paper: Bit.ly/2cSDZ6M