

Audience: 631 B2B Respondents Meeting the Following Criteria:

Company Has 500+ employees | Works in IT / Engineering Department | Firm Uses Cloud Computing and Has Visibility Into Usage

KEY TAKEAWAYS:

RESPONDENTS EXPECT CLOUD COMPUTING TO BE INCREASINGLY IMPORTANT TO THEIR BUSINESS GOING FORWARD (PRIVATE EVEN MORE THAN PUBLIC).

USERS OF EACH CLOUD PLATFORM GENERALLY EXPECT TO BE PRETTY STICKY ON EACH RESPECTIVE PLATFORM

USERS OF EACH CLOUD PLATFORM EXPRESS NET INCREASES IN SPEND COMPARED TO LAST YEAR BY A GOOD AMOUNT.

INCREASES IN SPEND ARE BEING DRIVEN BY STORAGE, SAAS, IAAS, AND PAAS.

SATISFACTION WITH ALL PLATFORMS IS VERY STRONG.

AROUND THE SAME % OF AZURE USERS WHO DON'T USE AWS AND AWS USERS WHO DON'T USE AZURE ARE CONSIDERING TRYING THE OTHER IN THE NEXT YEAR.

CLOUD COMPUTING

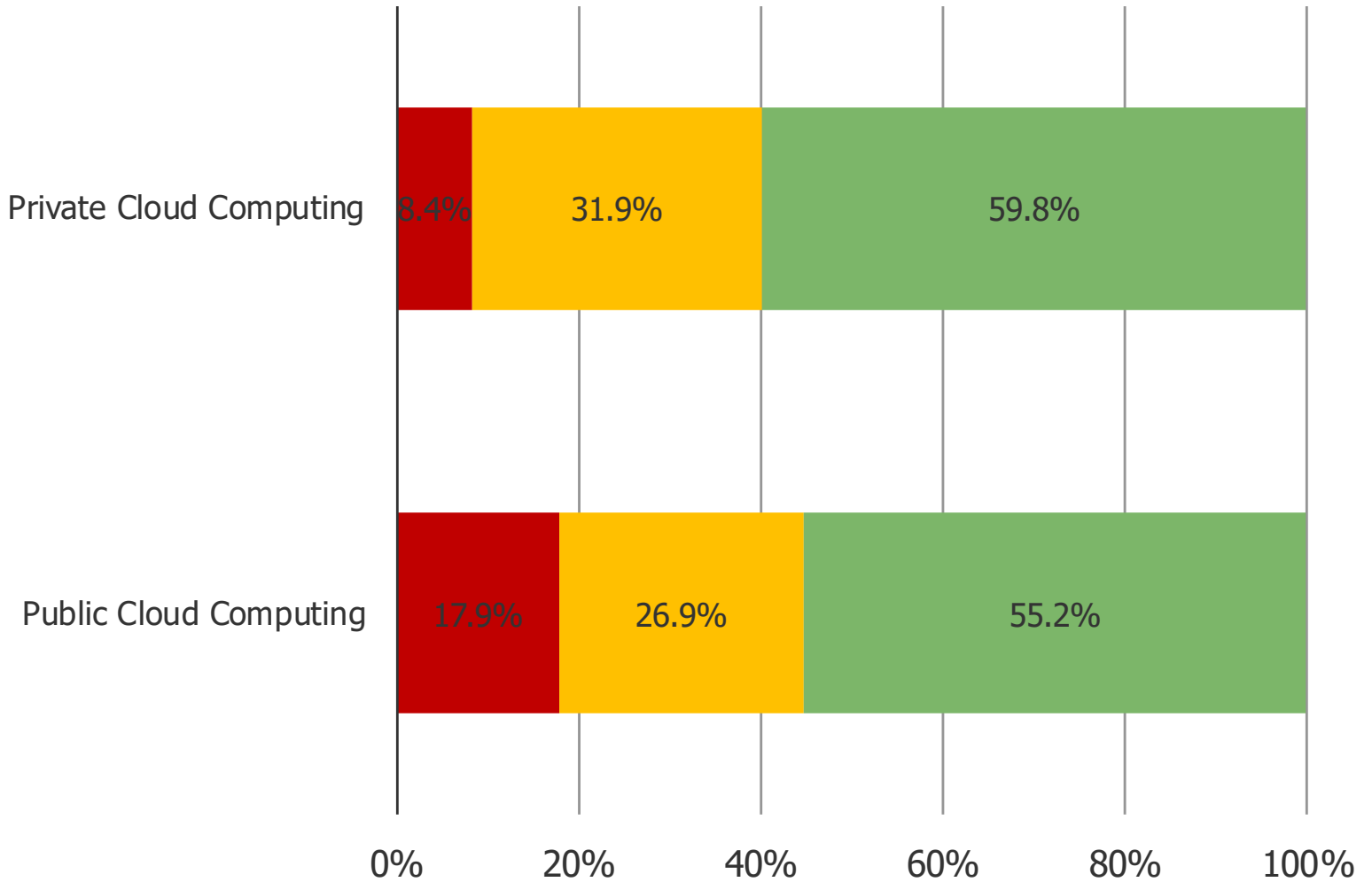
IN THE SURVEY WE REFER TO “THE TARGET AUDIENCE”

- Works at a company with 500+ employees
- Works in IT / Engineering Department
- Firm Uses Cloud Computing (Public and/or Private)
- Has visibility into cloud service usage

DO YOU EXPECT THE FOLLOWING TO BECOME LESS OR MORE IMPORTANT IN YOUR BUSINESS GOING FORWARD?

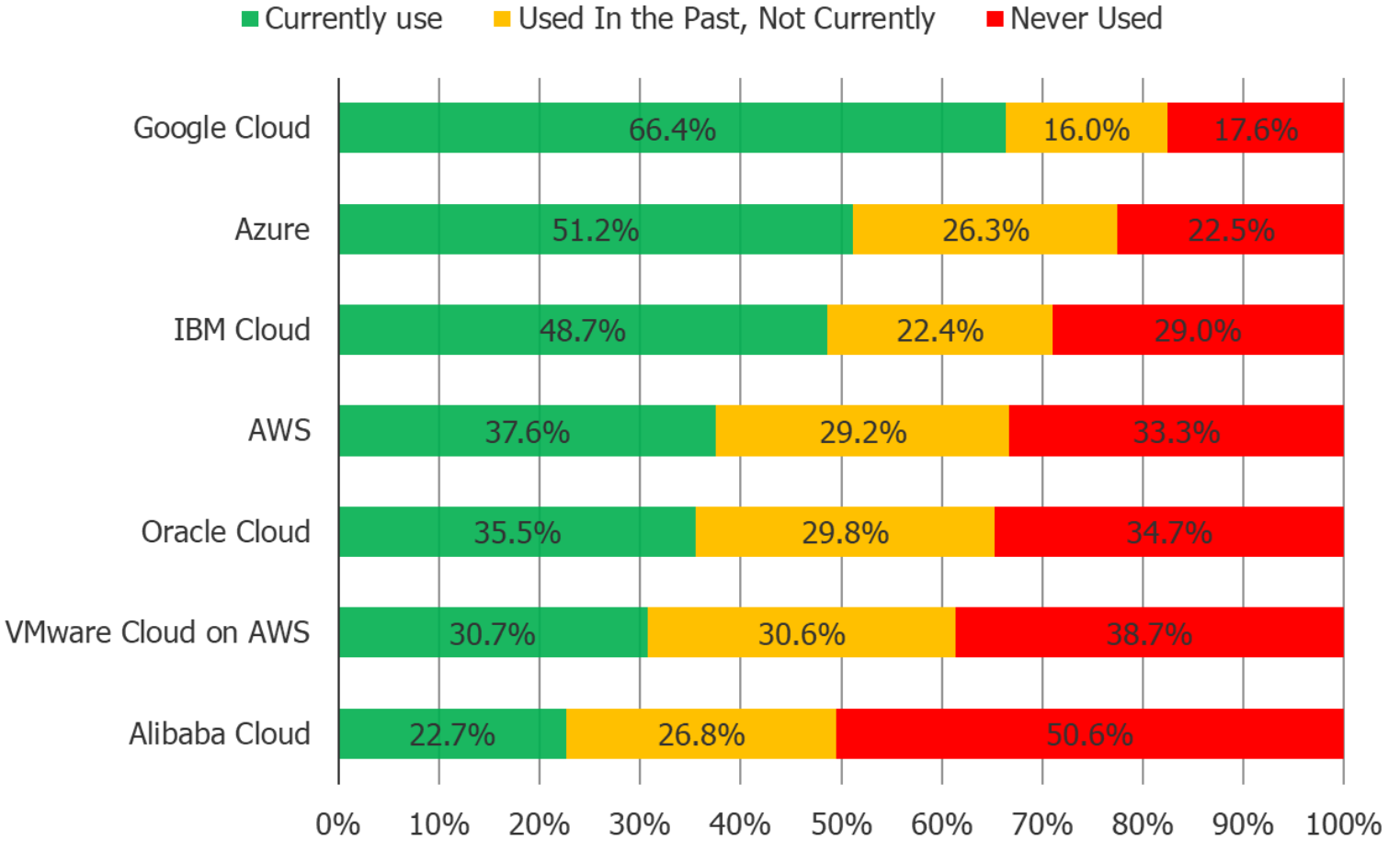
Posed to the target audience.

■ Less Important In Our Business ■ No Change ■ More Important In Our Business



WHAT IS YOUR COMPANY’S EXPERIENCE WITH EACH OF THE FOLLOWING?

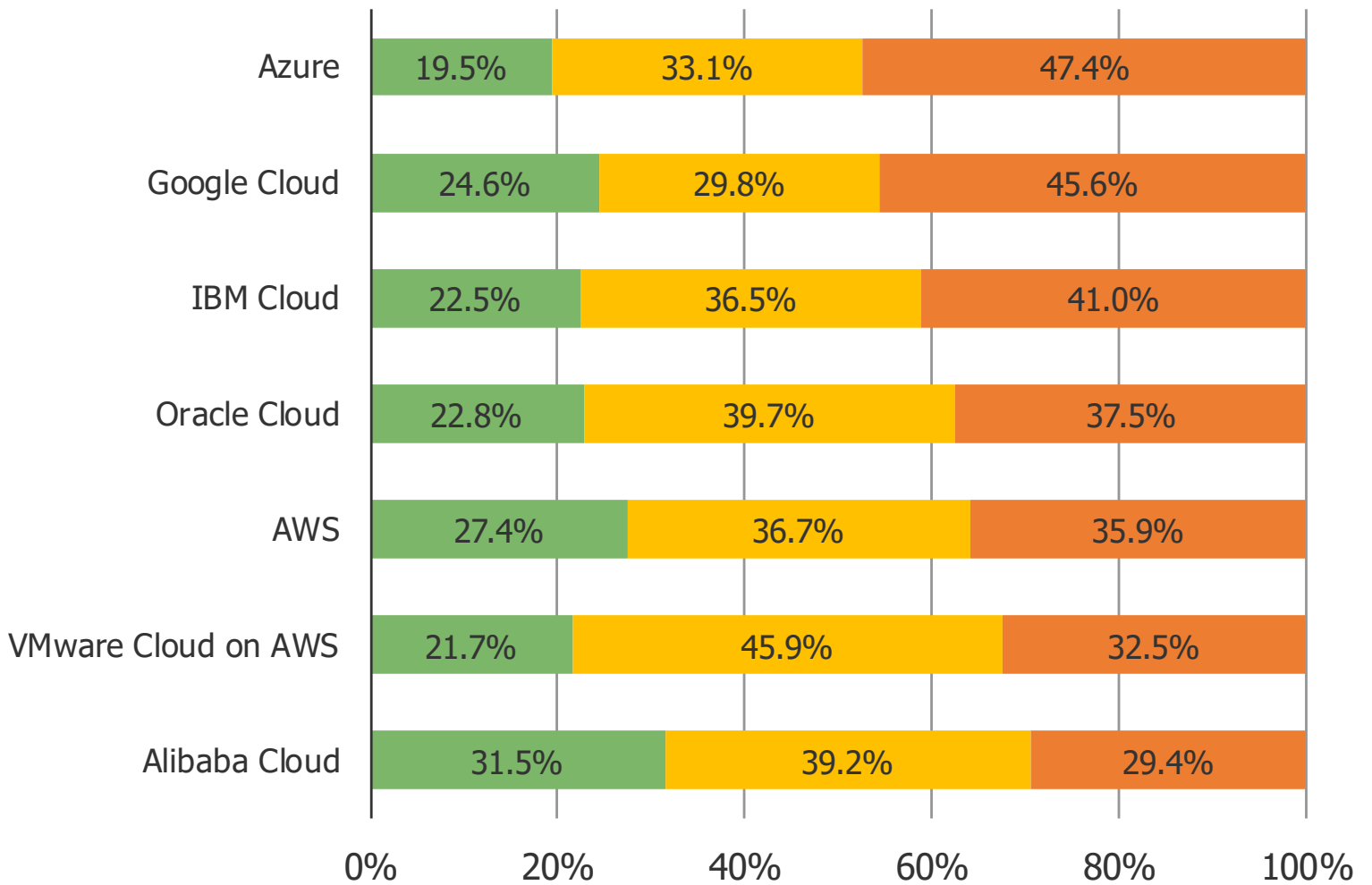
Posed to the target audience.



WHEN DID YOU START USING THE FOLLOWING?

Posed to the target audience whose company currently uses each of the following.

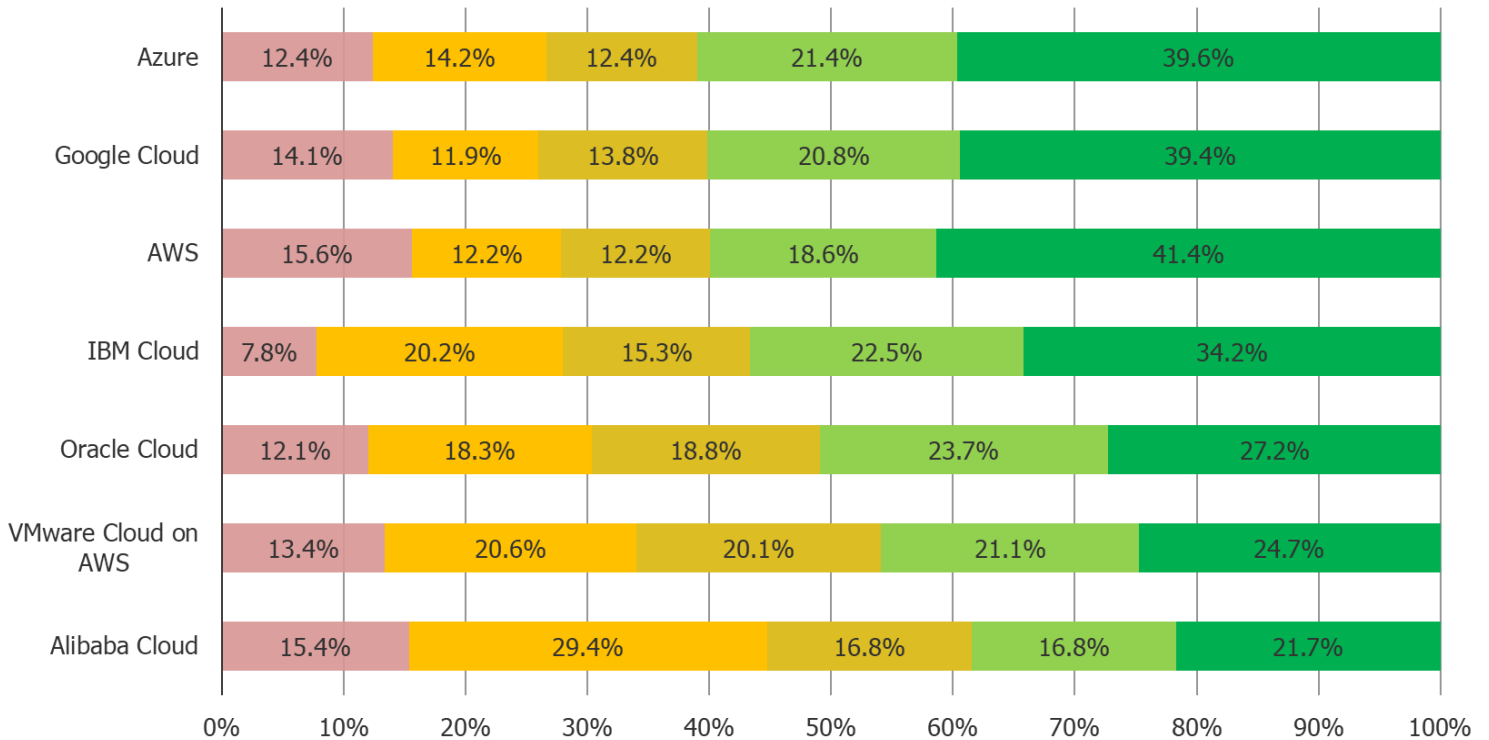
■ New user - first started using In the past month ■ In the past year ■ More than a year ago



FOR HOW MUCH LONGER DO YOU EXPECT TO USE THE FOLLOWING?

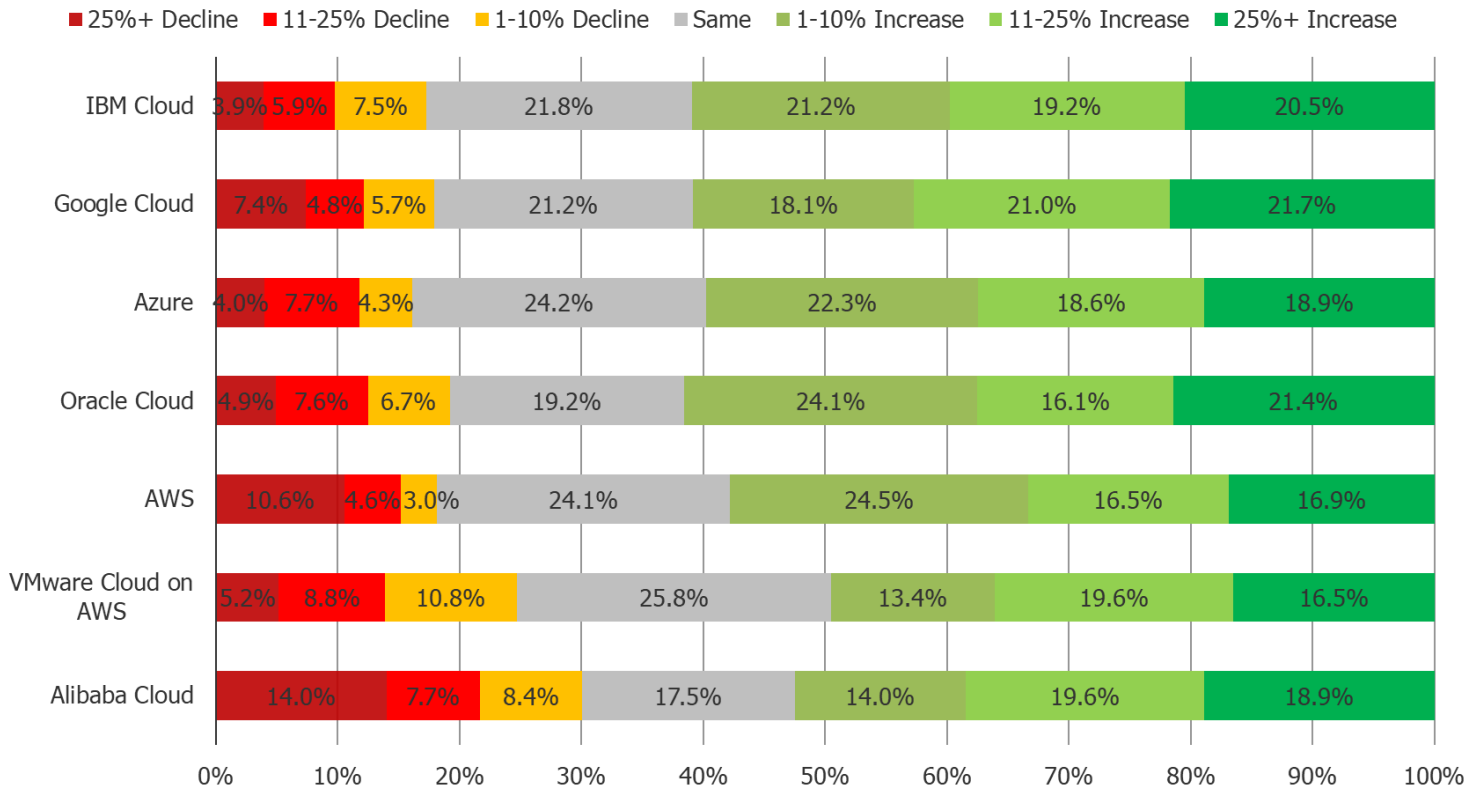
Posed to the target audience whose company currently uses each of the following.

■ For less than three more months ■ For 4-6 more months ■ For 7-12 more months ■ For 1-2 more years ■ For 3+ more years



DO YOU EXPECT TO SPEND MORE OR LESS WITH THIS PLATFORM THIS YEAR COMPARED TO LAST YEAR?

Posed to the target audience whose company currently uses each of the following.



WHICH TYPES OF CLOUD SERVICES ON THIS PLATFORM ARE YOU INCREASING SPEND ON THIS YEAR?

Posed to the target audience whose company currently uses each of the following AND they expect to spend more with each of the following this year.

AWS



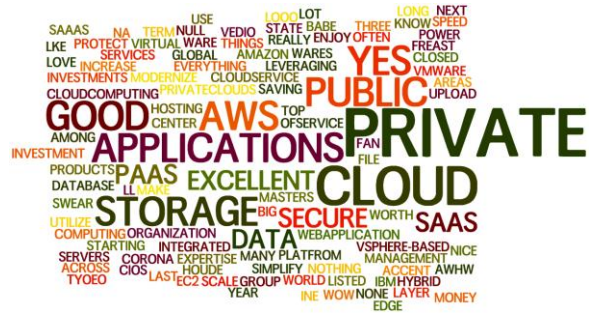
Azure



Google Cloud



VMware



IBM Cloud



Oracle Cloud

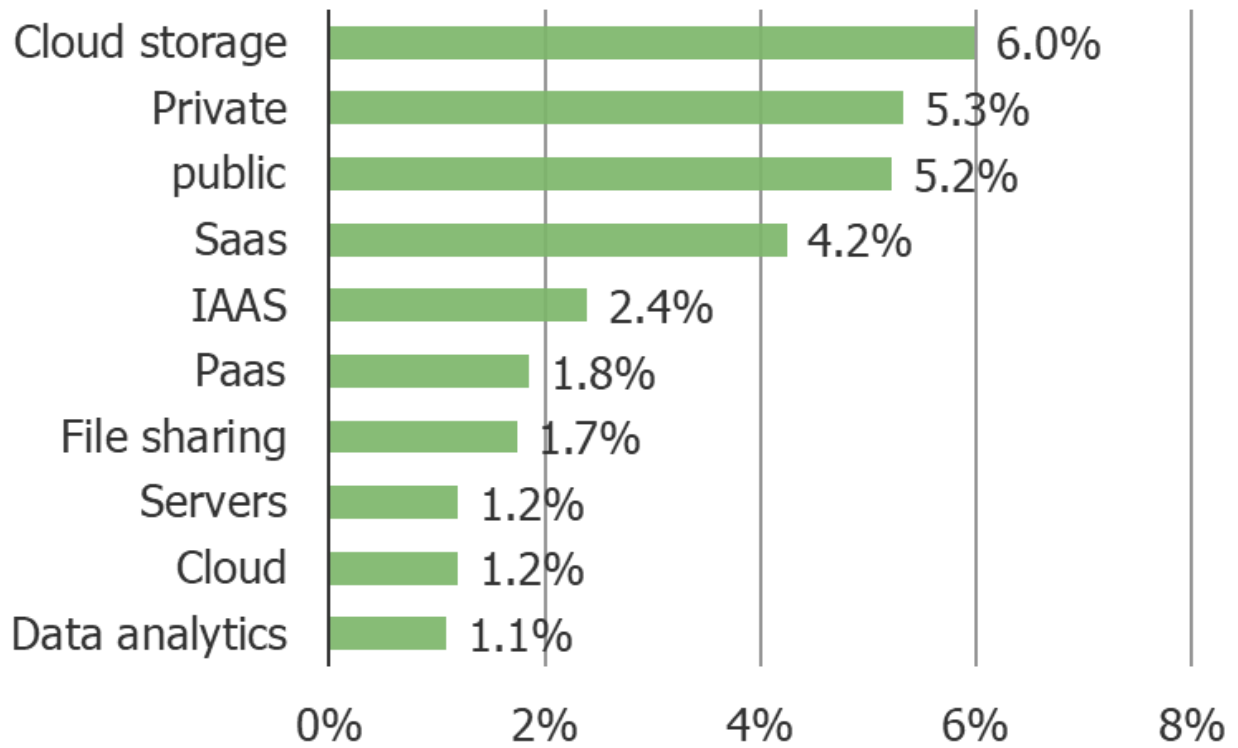


Alibaba Cloud



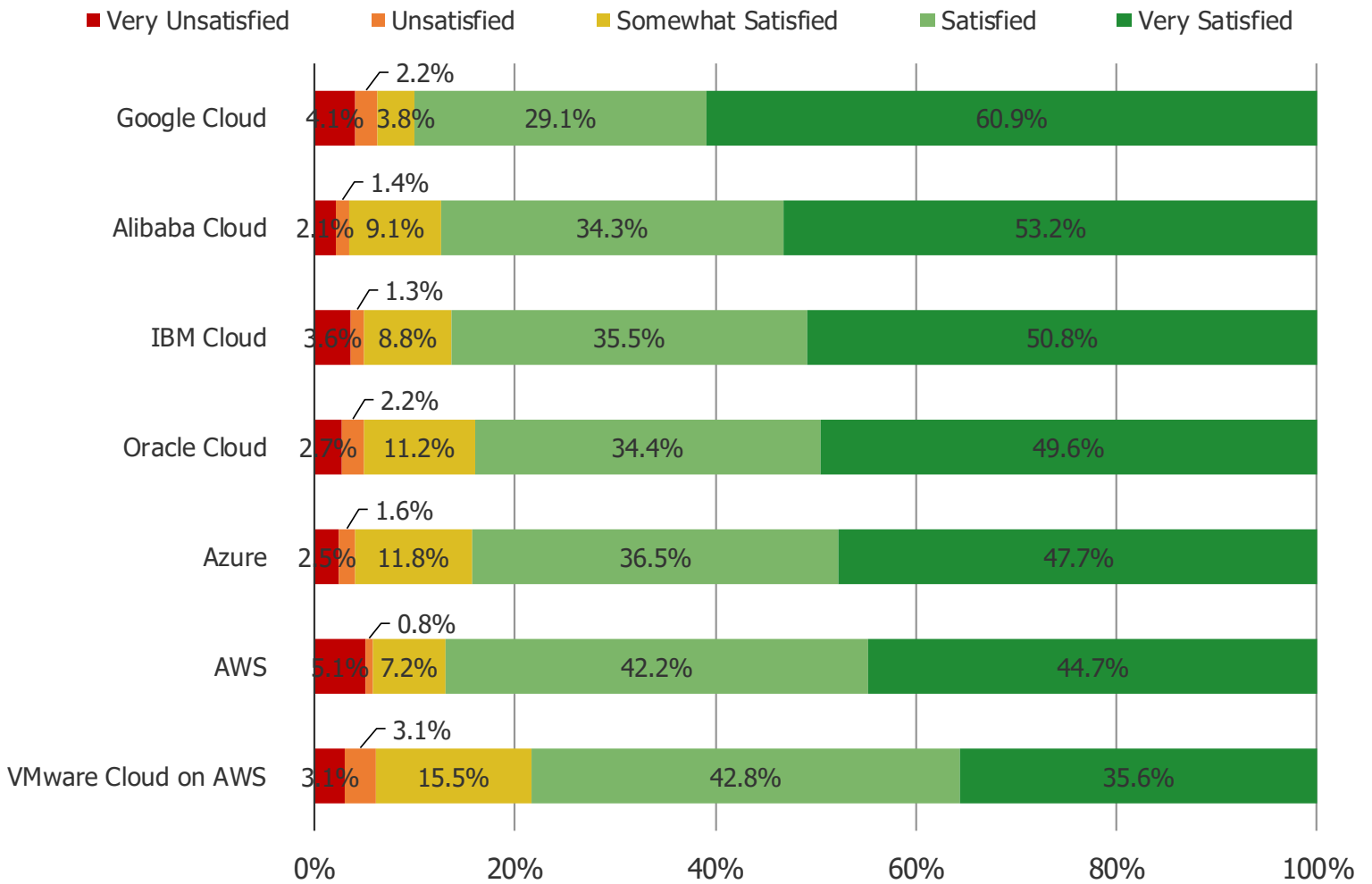
WHICH TYPES OF CLOUD SERVICES ON THIS PLATFORM ARE YOU INCREASING SPEND ON THIS YEAR?

Aggregating all fill-ins from the prior page.



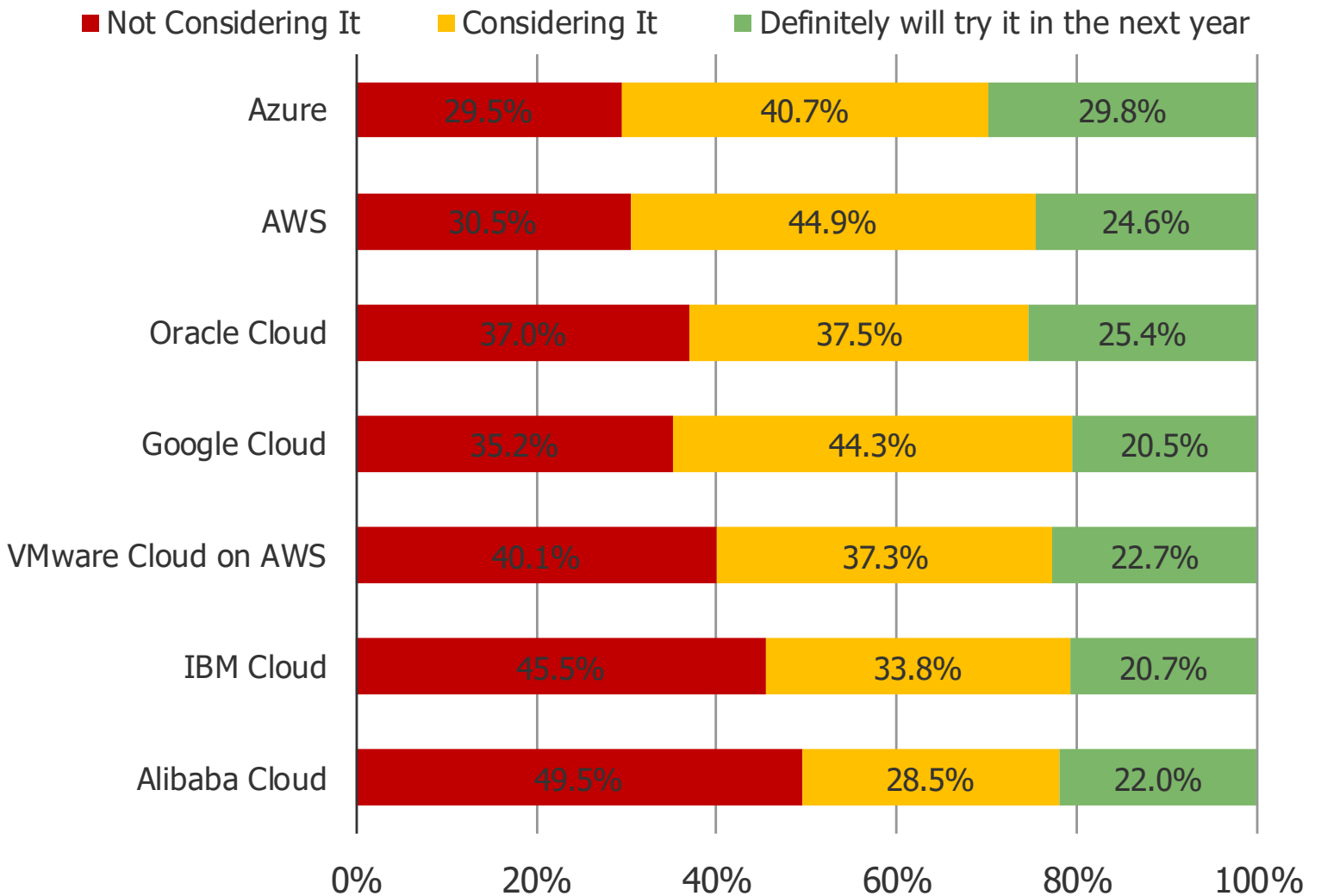
HOW SATISFIED ARE YOU WITH USING THIS PLATFORM?

Posed to the target audience whose company currently uses each of the following.



DO YOU HAVE ANY EXPECTATIONS OR PLANS TO USE THIS PLATFORM IN THE NEXT YEAR?

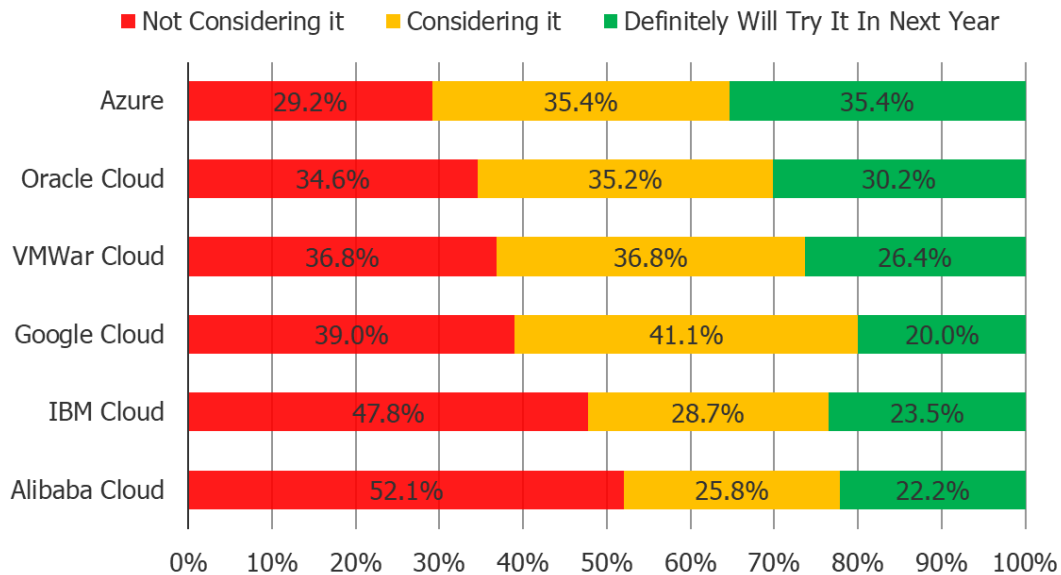
Posed to the target audience, showing respondents all the services that they said they currently are NOT using.



AZURE VS. AWS

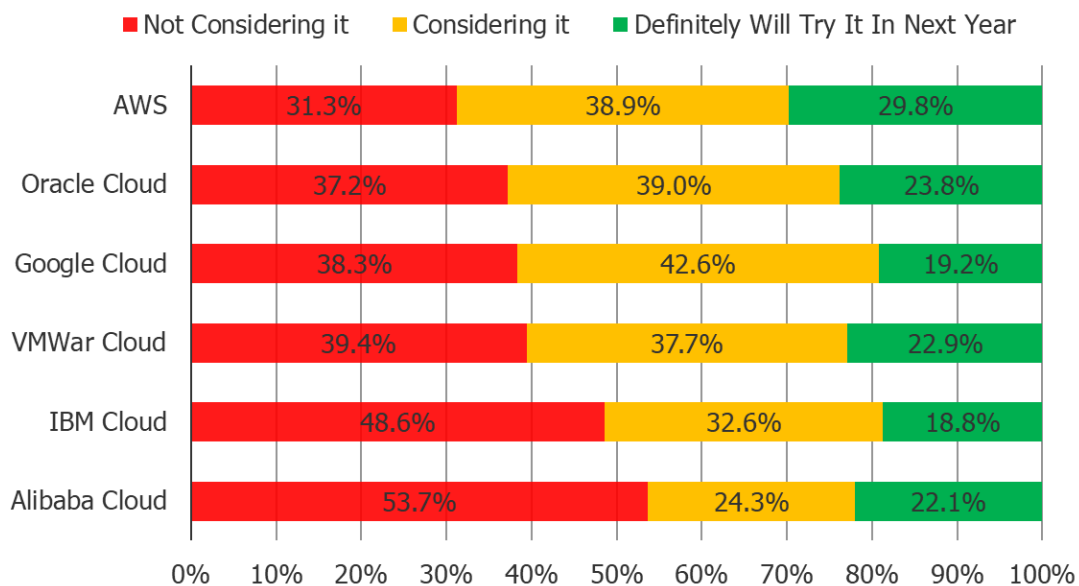
AWS USERS – DO YOU HAVE ANY EXPECTATIONS TO USE THIS PLATFORM IN THE NEXT YEAR?

Showing respondents all the services that they said they currently are NOT using.



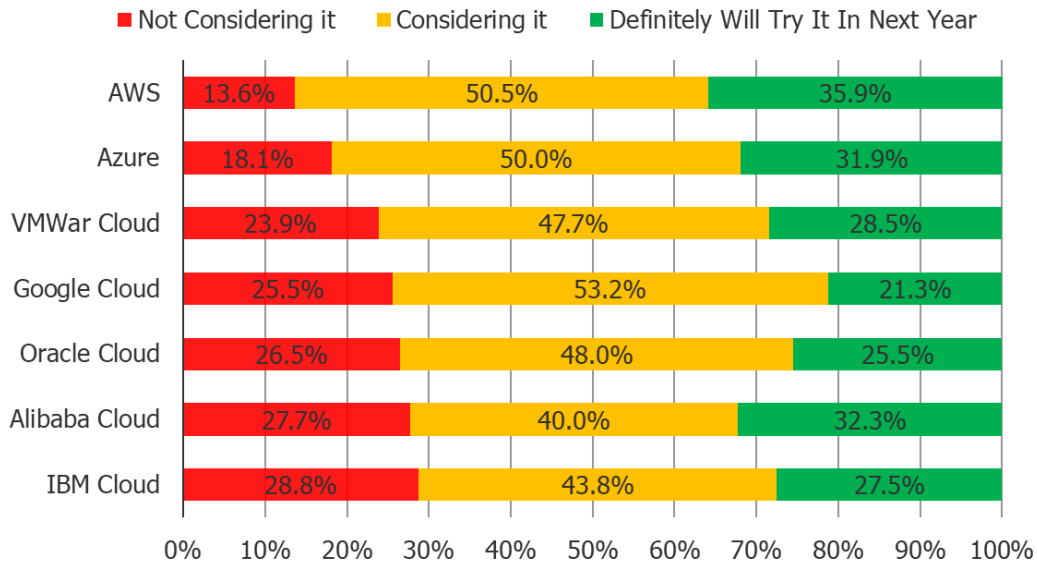
AZURE USERS – DO YOU HAVE ANY EXPECTATIONS TO USE THIS PLATFORM IN THE NEXT YEAR?

Showing respondents all the services that they said they currently are NOT using.



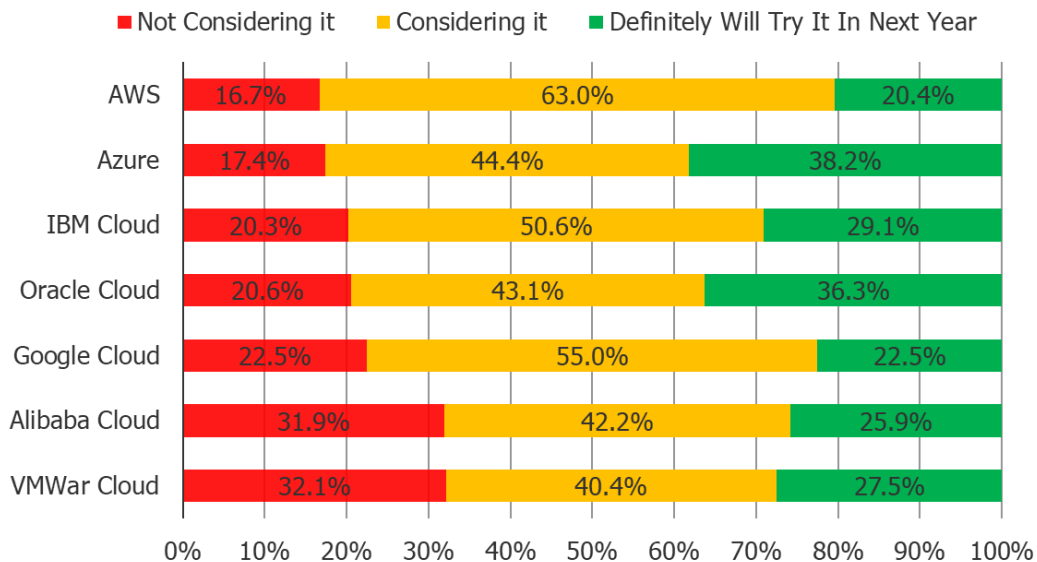
FORMER AWS USERS – DO YOU HAVE ANY EXPECTATIONS TO USE THIS PLATFORM IN THE NEXT YEAR?

Showing respondents all the services that they said they currently are NOT using.



FORMER AZURE USERS – DO YOU HAVE ANY EXPECTATIONS TO USE THIS PLATFORM IN THE NEXT YEAR?

Showing respondents all the services that they said they currently are NOT using.

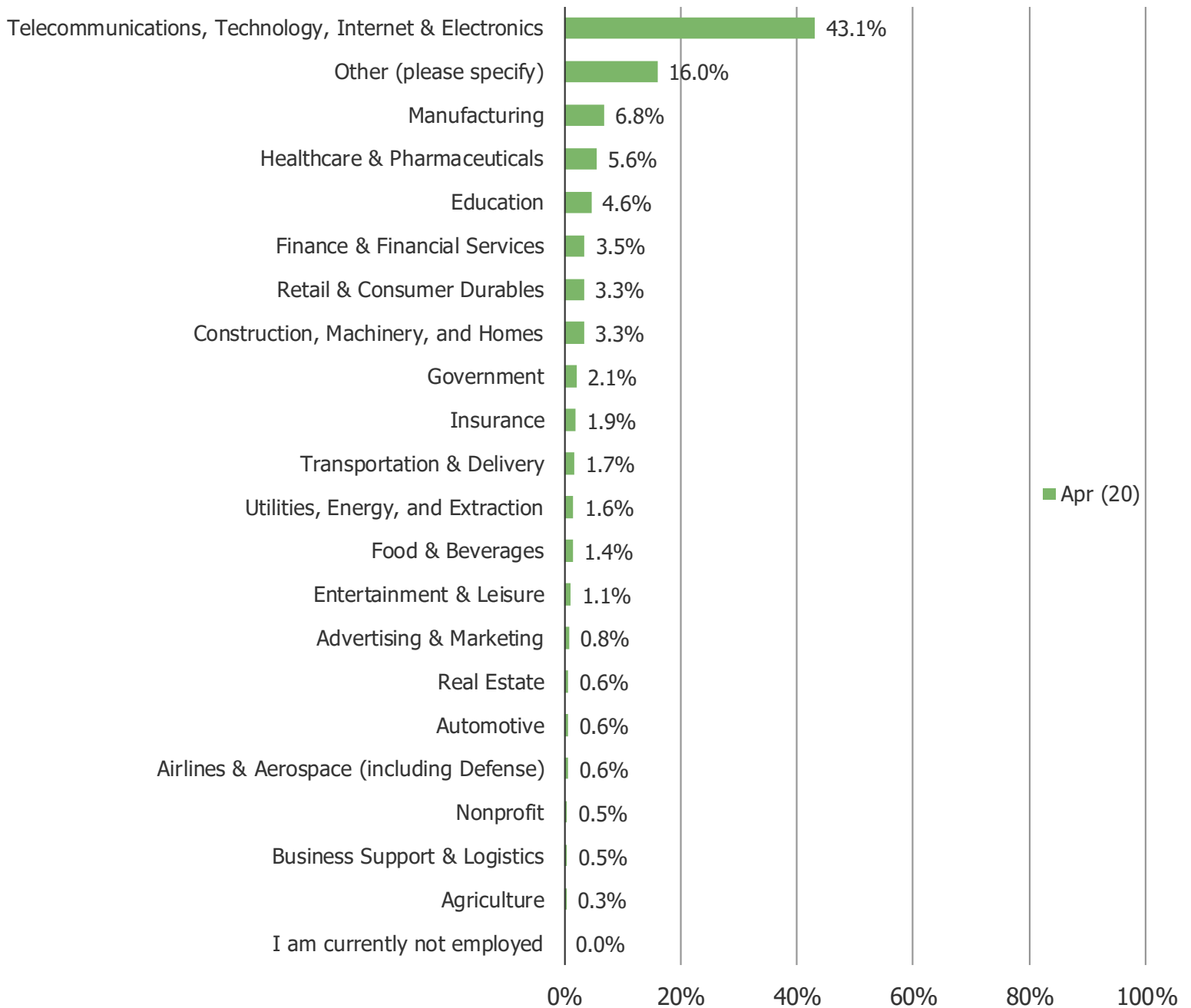


B2B Cloud Computing

BACKGROUND

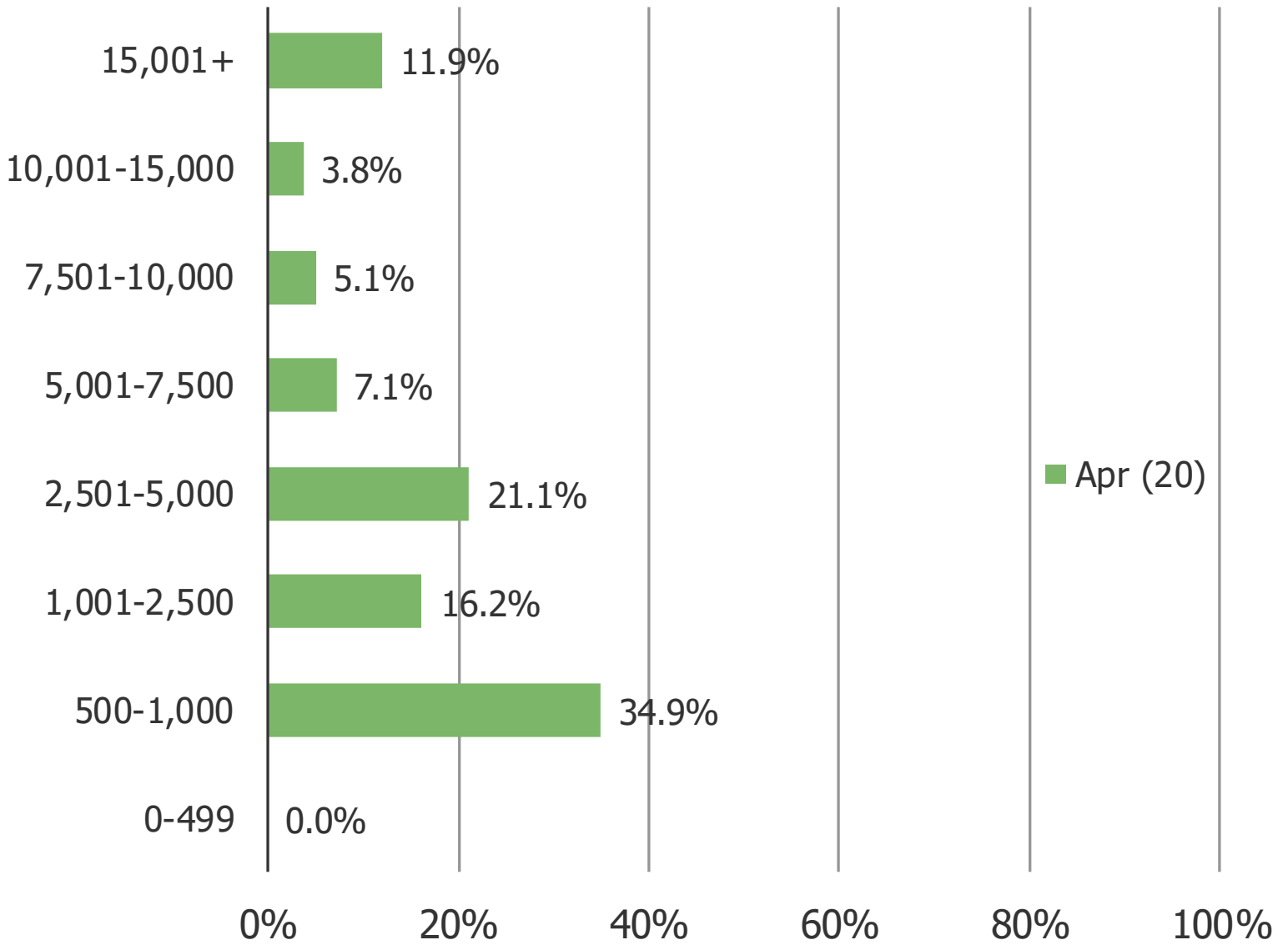
WHICH OF THE FOLLOWING SECTORS BEST DESCRIBES YOUR COMPANY?

Posed to the target audience.



APPROXIMATELY HOW MANY EMPLOYEES ARE AT YOUR ENTERPRISE?

Posed to the target audience.



APPROXIMATELY HOW LARGE IS YOUR COMPANY IN TERMS OF ANNUAL REVENUE?

Posed to the target audience.

