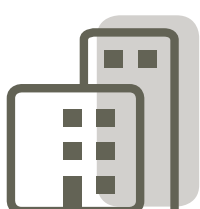


M247 Trends

Navigating procurement of cloud solutions

In today's digitally enabled world where technology and connectivity are consumed on a greater level than ever before, supporting IT infrastructure and ecosystems must continually evolve to keep up. With the rapid pace of change, we wanted to know how this affects key decision makers when choosing their cloud solutions partner.

In a recent YouGov poll we asked over 500 IT decision makers how they plan in an ever-changing IT landscape and what affects their decisions.



91% SME

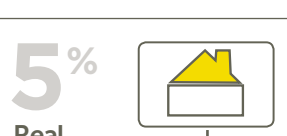
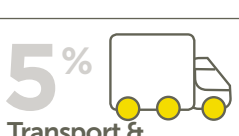
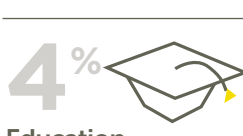
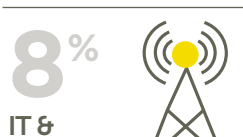
<249 employees



9% Enterprise

>250 employees

Covering a whole spectrum of industries:

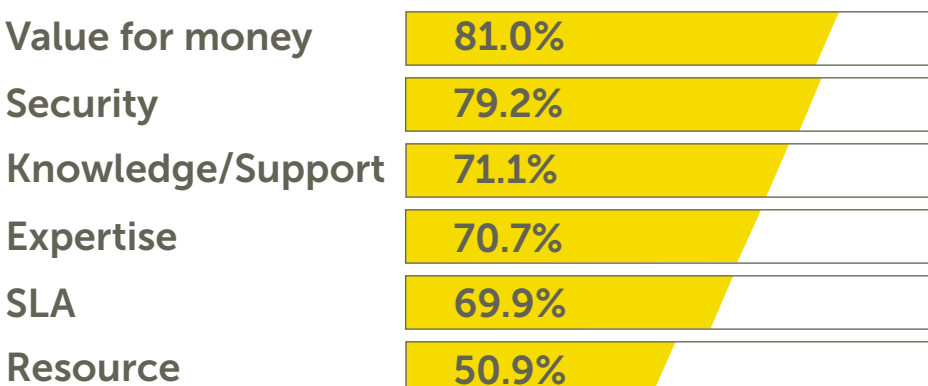


20% polled were from other miscellaneous industries

What we found

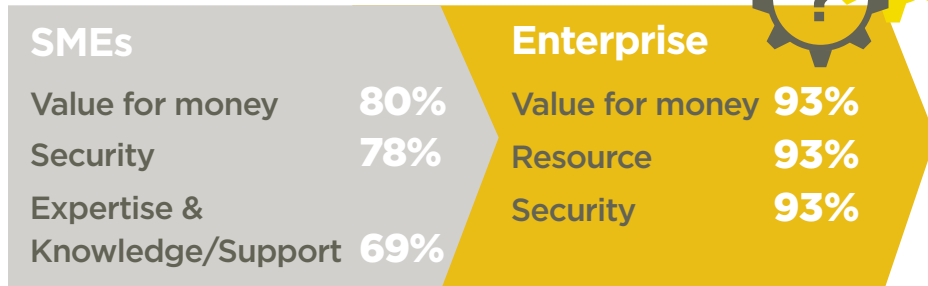
Deciding factors for cloud migration:

When asked what factors were important in choosing a cloud solutions provider, respondents prioritised:

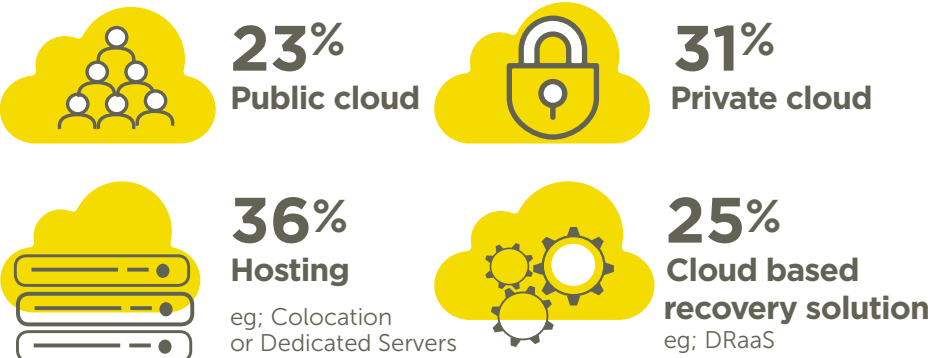


Size impact on priorities and considerations:

Both SMEs and larger organisations prioritised responsiveness and support*

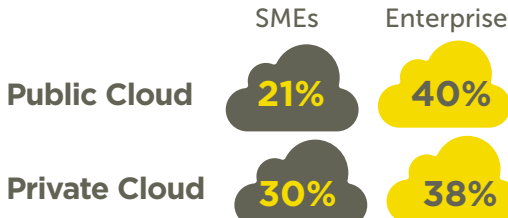


The focus of migration to cloud:



56% of respondents overall have already implemented a cloud based solution

Less SMEs have started their cloud journeys



47% Cloud implementation on the agenda plan to implement in 2020