



Virtualization to the Cloud

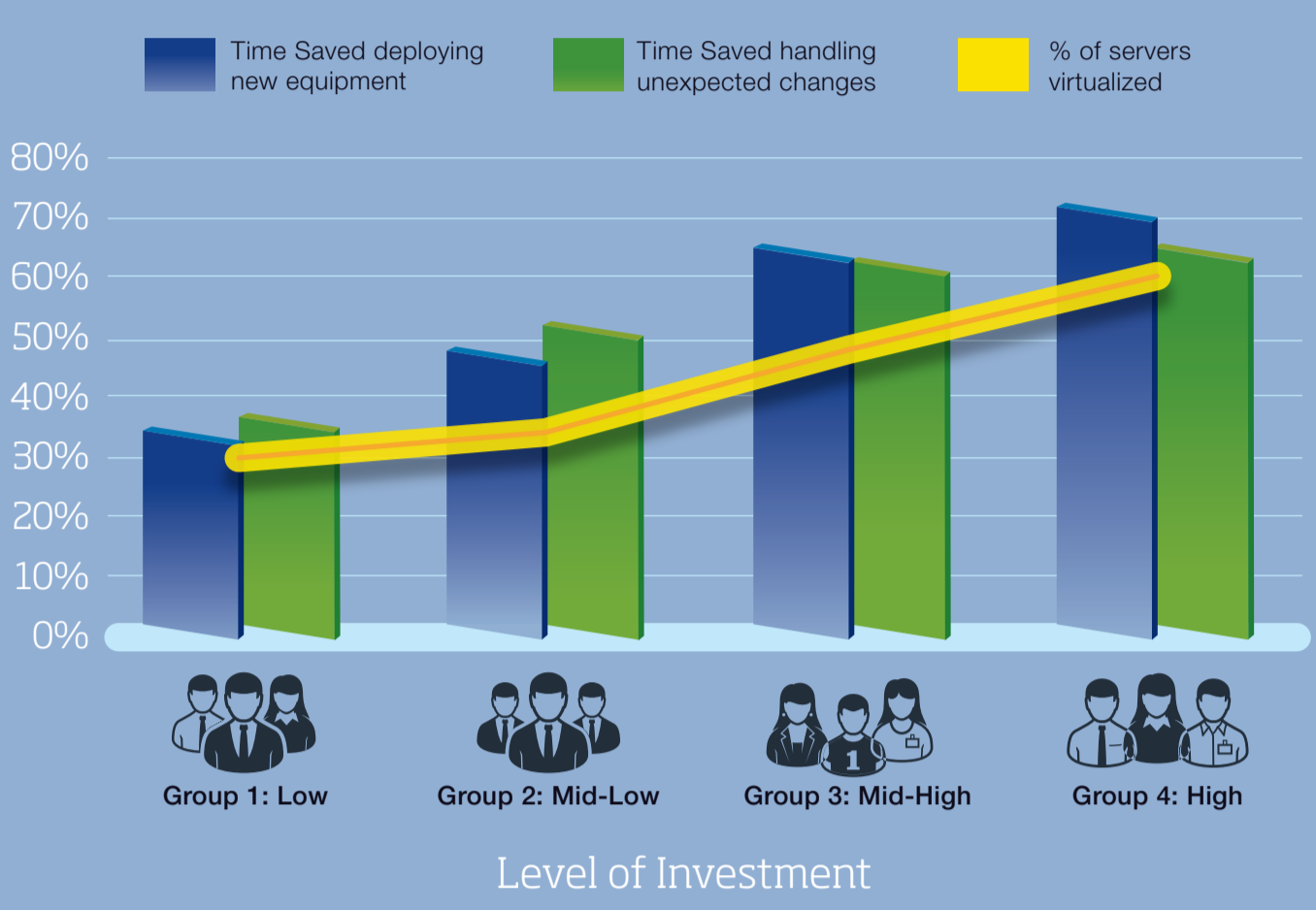
Investing in a Cloud Platform to Enable Greater Agility



Improved management efficiency frees IT administrators for more strategic tasks and delivering greater business value.

Greater Virtualization Investment Leads to Greater Agility

Group 1 did not invest as much in virtualization as Group 4. The data show a clear pattern: **The greater the investment in virtualization, the greater the agility and flexibility.**



Virtualization is a Catalyst for Cloud



Savings from virtualization are significant and undeniable.

Virtualization is the technical underpinning for cloud – a key enabler.

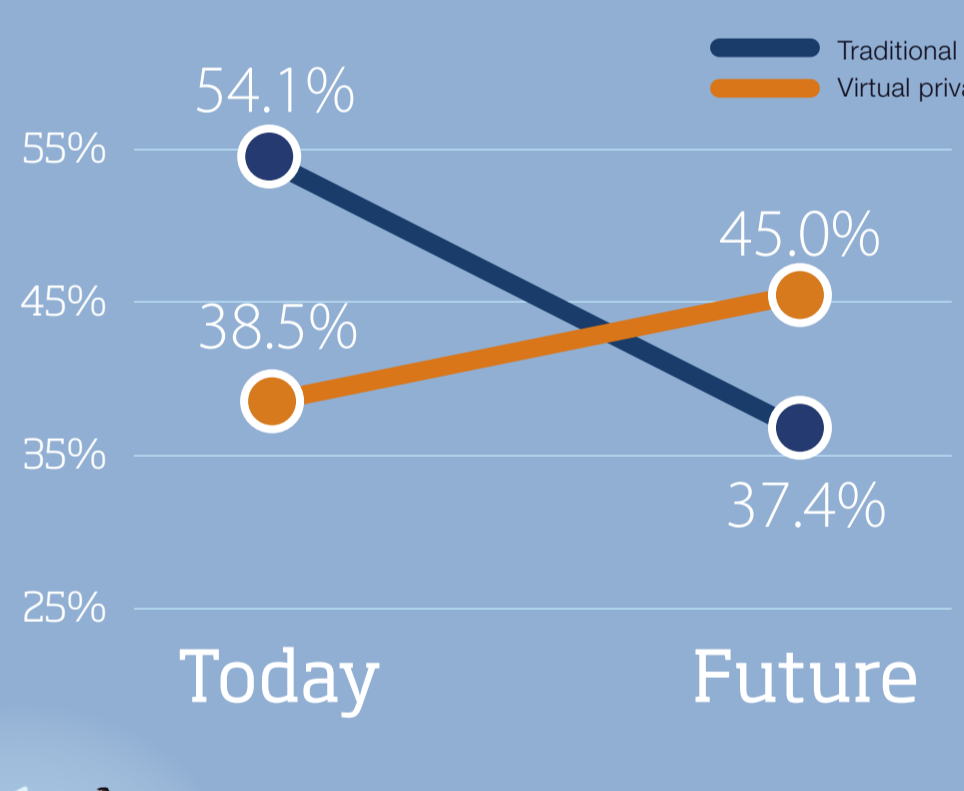
Virtualization also a “stimulant” for cloud adoption – once customers experience greater agility enabled by virtualization, they’re inspired to evolve further into cloud

Virtualization Extends to Cloud



Virtualization is reaching beyond the datacenter...

Types of IT sourcing and management models implemented today and over the next 12-36 months



64% of Organizations Identify Cloud Strategy as “Hybrid”
Hybrid most often described as a mix of dedicated IT resources and public cloud services

Customers See Hybrid Cloud as Key to Future Growth

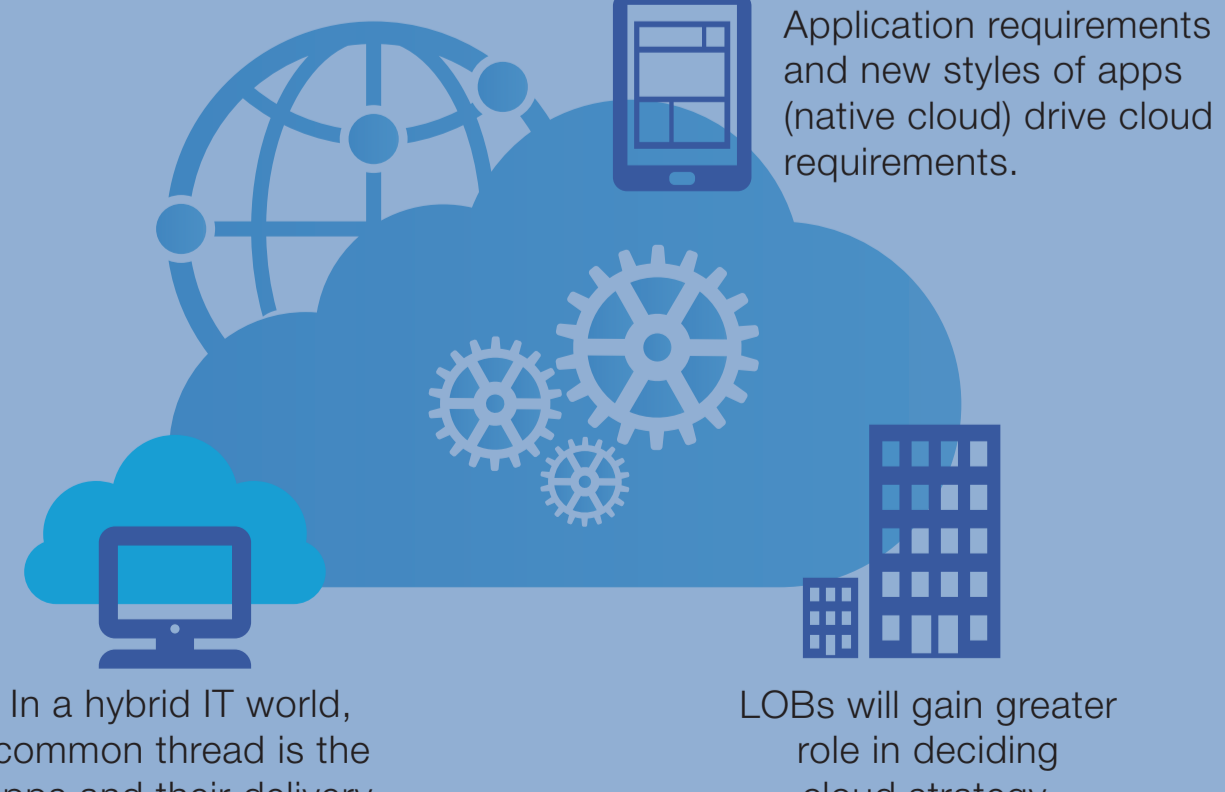
To remain competitive and unlock new revenue streams, customers must take advantage of many innovations from different sources – enabled in a hybrid cloud model

70% believe hybrid cloud is critical or very important to achieving business goals

57% of hybrid cloud users do better at enabling business agility

54% believe hybrid cloud to drive future revenue & growth

One Cloud, Any Application



Application requirements and new styles of apps (native cloud) drive cloud requirements.

In a hybrid IT world, common thread is the apps and their delivery.

LOBs will gain greater role in deciding cloud strategy.

70% of Companies Saved Time Deploying New Applications & Services