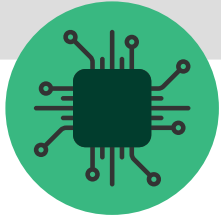


# Why Large Enterprises Need A Well-Connected Cloud Foundation

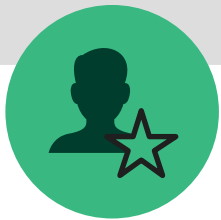
## DECISION MAKERS AGREE THAT CLOUD IS A SIGNIFICANT ENABLER OF:



**70%** IoT-enabled products or assets to optimize CX and business operations in real time



**70%** AI to drive new customer value and business efficiency



**49%** CX that is easy, effective, and emotionally engaging across the customer journey



**49%** Flexible architectures capable of quickly adapting to changing requirements

## OPTIMIZED CLOUD STRATEGIES LEAD TO:



Improved operational efficiencies



Greater ability to tap into emerging technologies



Superior digital experiences



Reduced IT infrastructure and application costs

## COMPLEX INFRASTRUCTURES THWART EFFORTS

Multiple obstacles prevent large enterprises from realizing cloud's full potential:

**44%** Difficulty migrating legacy applications

**36%** Inflexible legacy technology systems

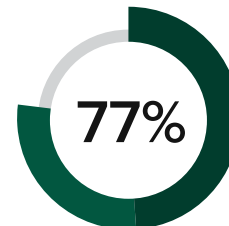
**35%** Lack of a companywide cloud deployment strategy

**34%** Lack of internal resources related to cloud services

## THE RIGHT CLOUD PARTNER CAN HELP

**77%** believe working with a partner that can integrate and manage their cloud infrastructure from end to end would meaningfully improve their ability to meet their digital goals.

**28%**  
Significant improvement



**49%**  
Moderate improvement