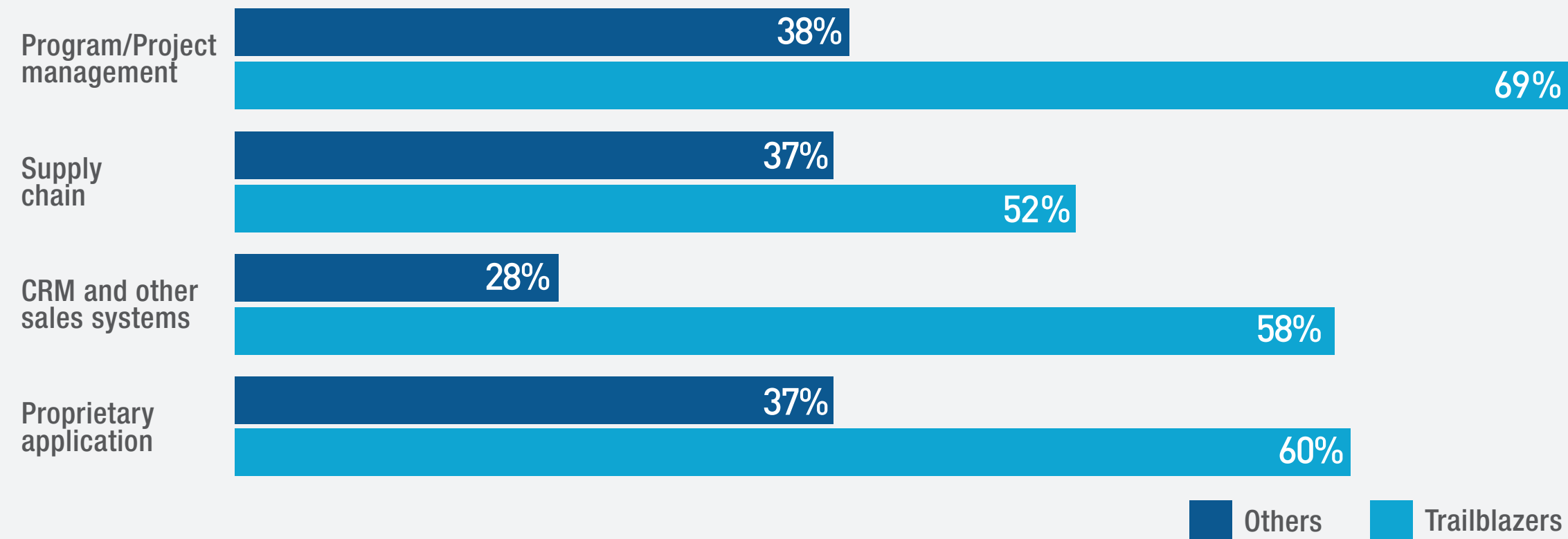


TRAILBLAZERS ON THE PATH TO VALUE

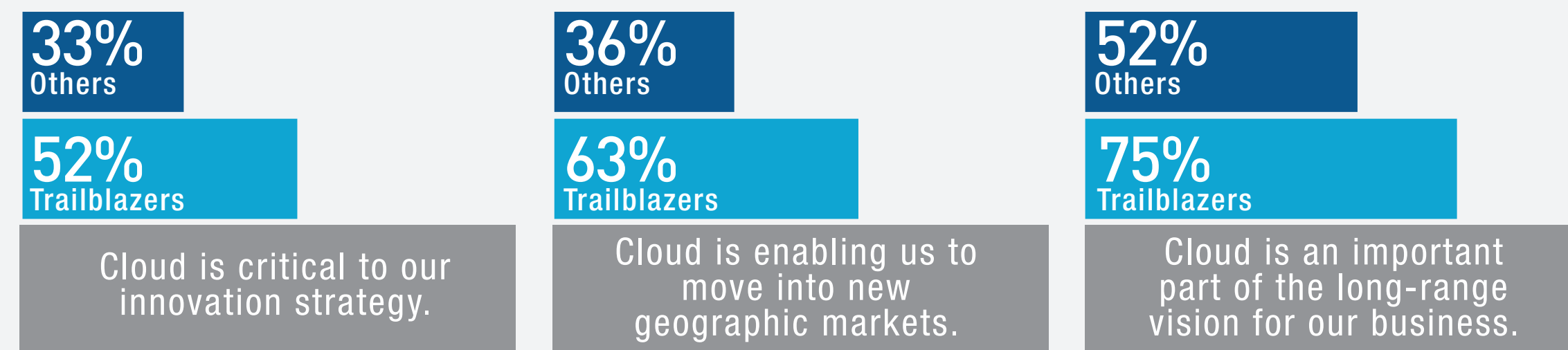
THE PATH TO VALUE IN THE CLOUD

▶ A small group of survey respondents—we call them Trailblazers—demonstrate greater maturity than their peers in terms of migrating assets to the cloud.

TRAILBLAZERS ARE MUCH MORE LIKELY TO HAVE MORE APPLICATIONS IN THE CLOUD...



...TO SAY CLOUD IS CRITICAL TO THEIR STRATEGIC VISION...



... AND TO HAVE A STRATEGY FOR MIGRATING TO THE CLOUD.



THESE TRAILBLAZERS HAVE HIGHER PROFITS THAN THEIR PEERS AND EXPECT HIGHER REVENUE GROWTH OVER THE NEXT TWO YEARS.

