



 *Optimizing Performance of
Cloud-based solutions*

Summary Results September 2012



Observations and Conclusions

- *41% of responders have plans or are interested in exploring the idea of implementing cloud computing initiatives.*
- *Responders value cloud technology most for its perceived value in improving scalability & flexibility and providing faster delivery of service.*
- *98% of responders have automated their IT systems to some degree; 81% need to improve integration and standardization of processes & systems.*
- *43% of responders report that less than 40% of their IT environment is currently virtualized.*
- *60% of responders plan to establish or improve self service capabilities; 55% plan to launch a new virtualization or automation effort.*

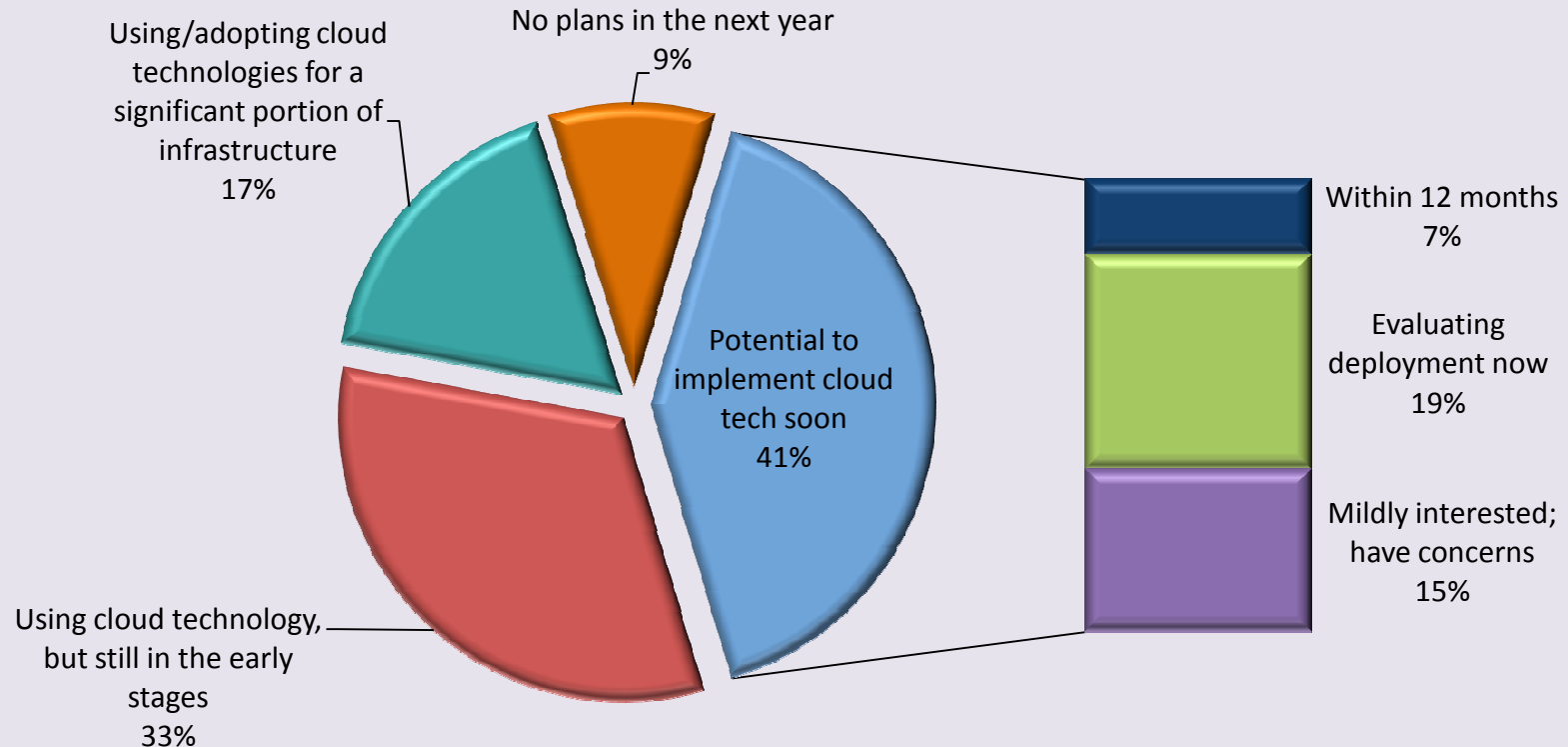


Program Overview

- *Gatepoint Research invited selected executives to participate in a survey themed **Optimizing Performance of Cloud-based solutions**. Candidates were invited via email and 193 executives have participated to date.*
- *51% of responders are IT managers. 49% are Directors, VPs and CxOs.*
- *59% of responders are executives working in the Fortune 1000.*
- *100% of responders participated voluntarily; none were engaged using telemarketing.*



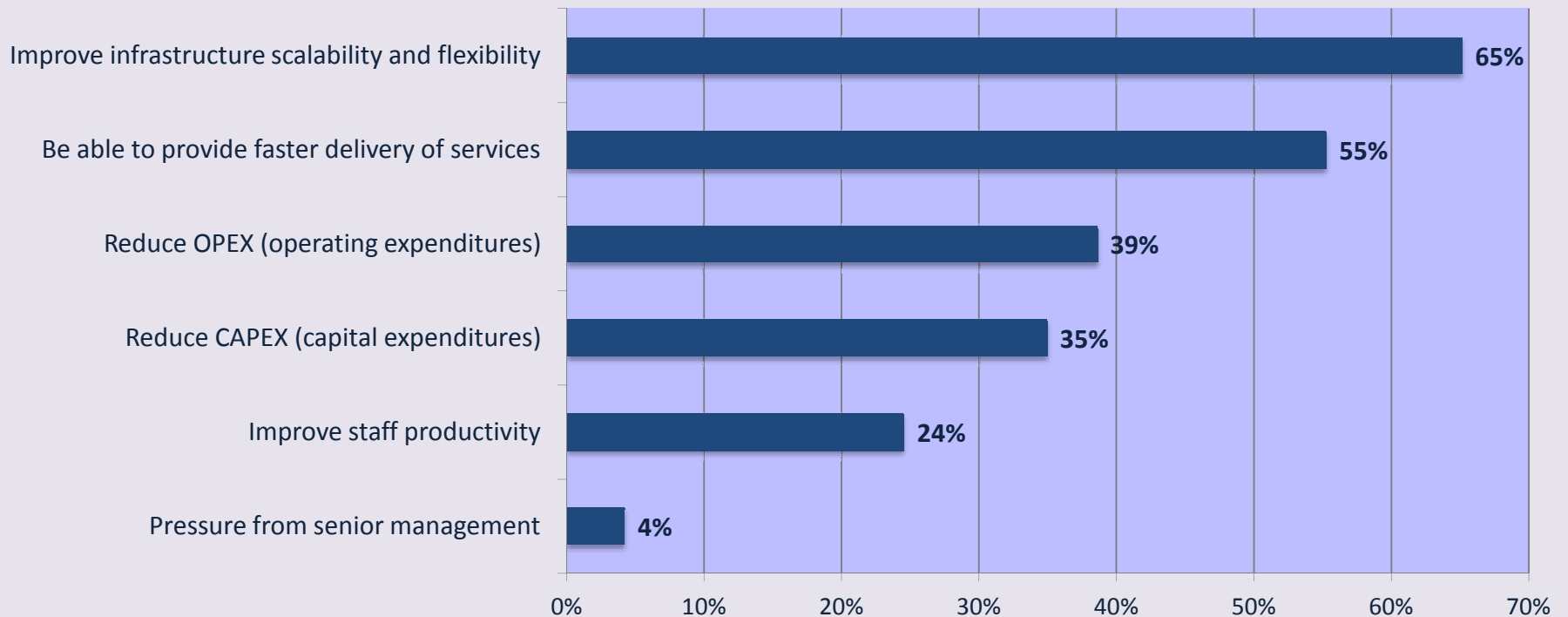
Which one statement best describes your organization's cloud computing initiatives?



41% of responders have plans or are interested in exploring the idea of implementing cloud computing initiatives.



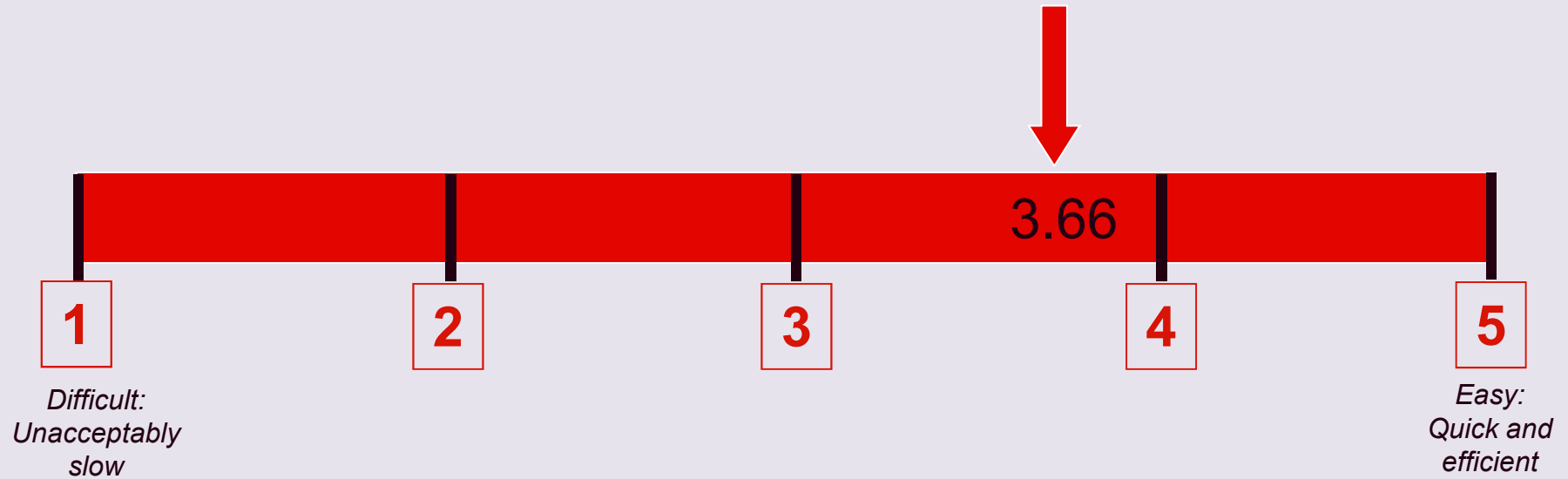
What are the primary reasons for considering cloud technologies?



Responders value cloud technology most for its ability to improve scalability and flexibility and provide faster delivery of service.



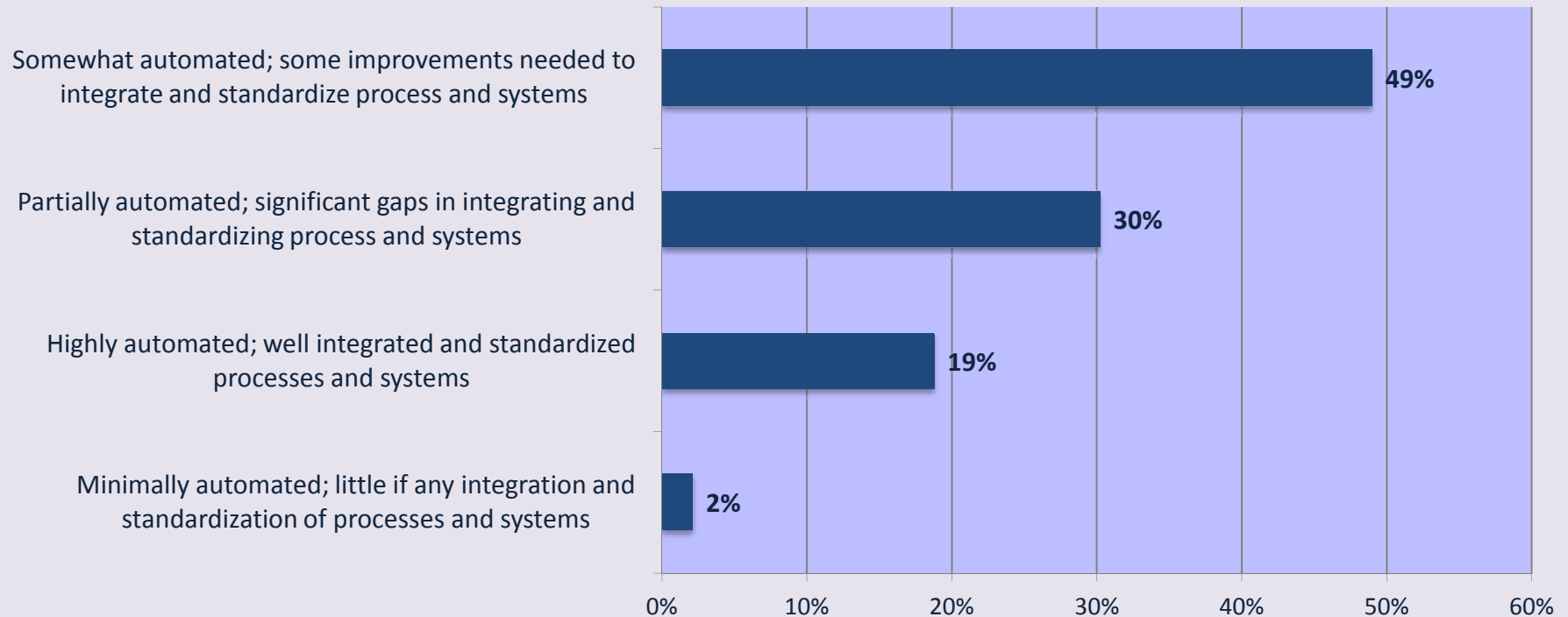
How easy is it for your customers/end users to currently access the services they need, when they need them?



Responders report that most of their customers and end users can access the services they need, when they need them.



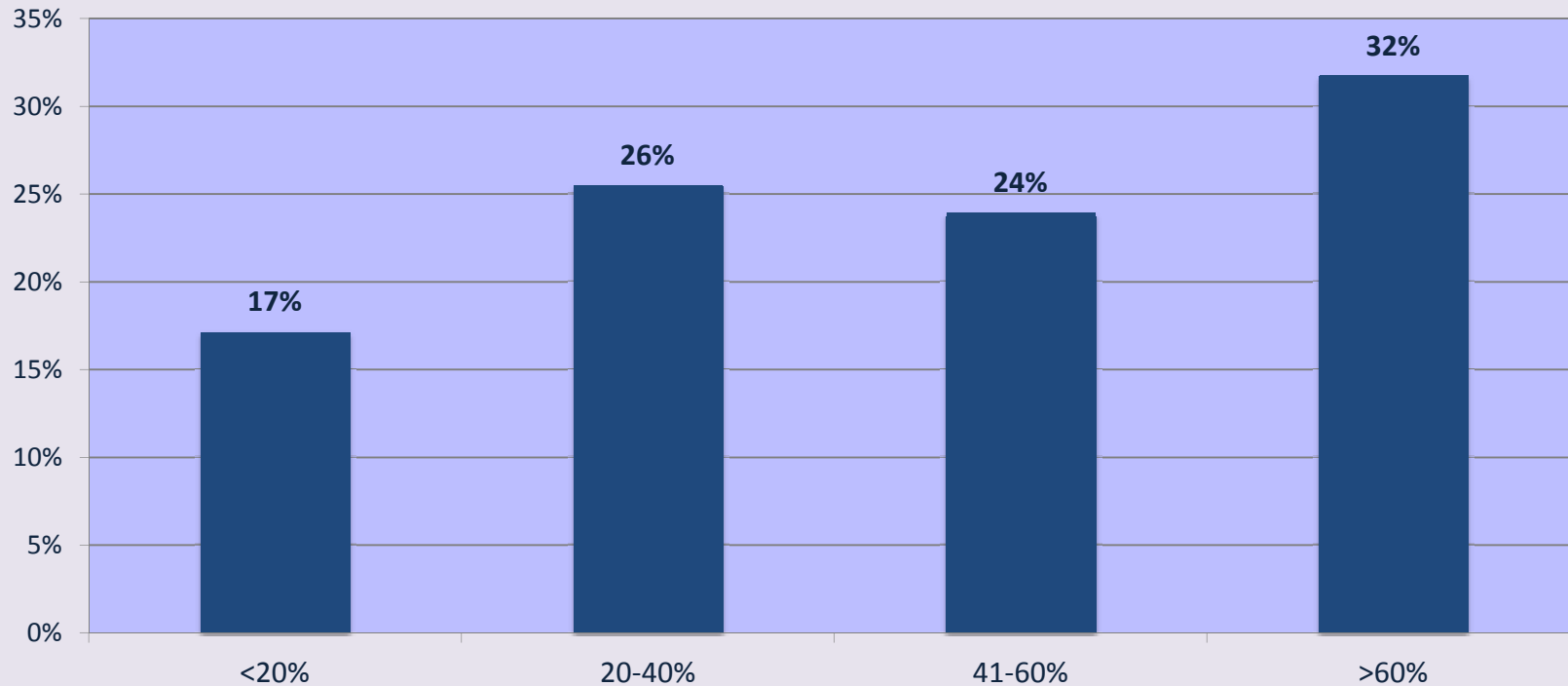
What best describes your IT environment?



98% of responders have automated their IT systems to some degree; 81% need to improve integration and standardization of processes & systems.



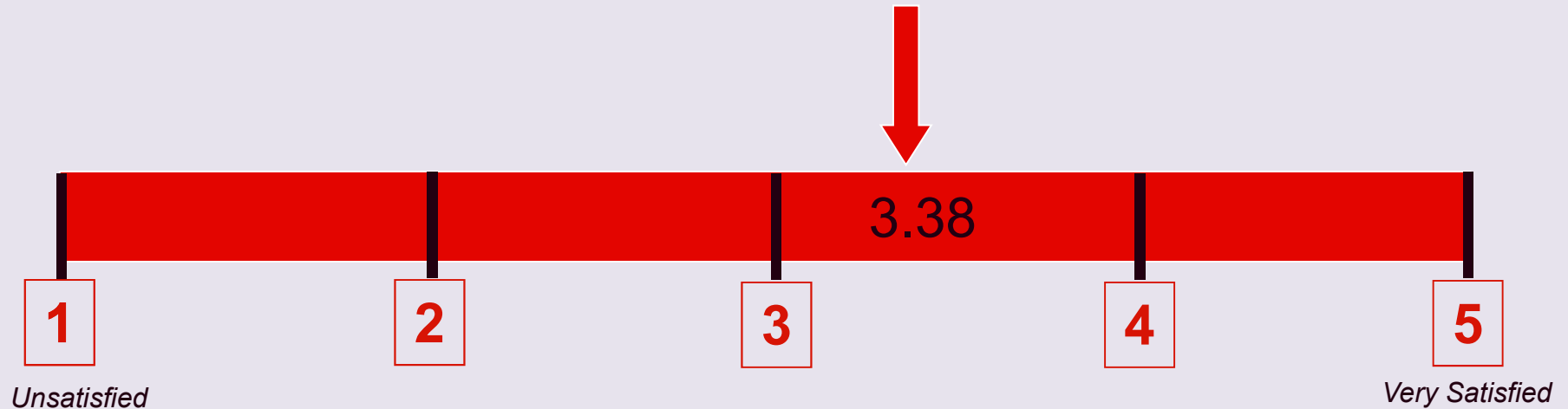
What percentage of your IT environment is currently virtualized?



43% of responders report that less than 40% of their IT environment is currently virtualized.



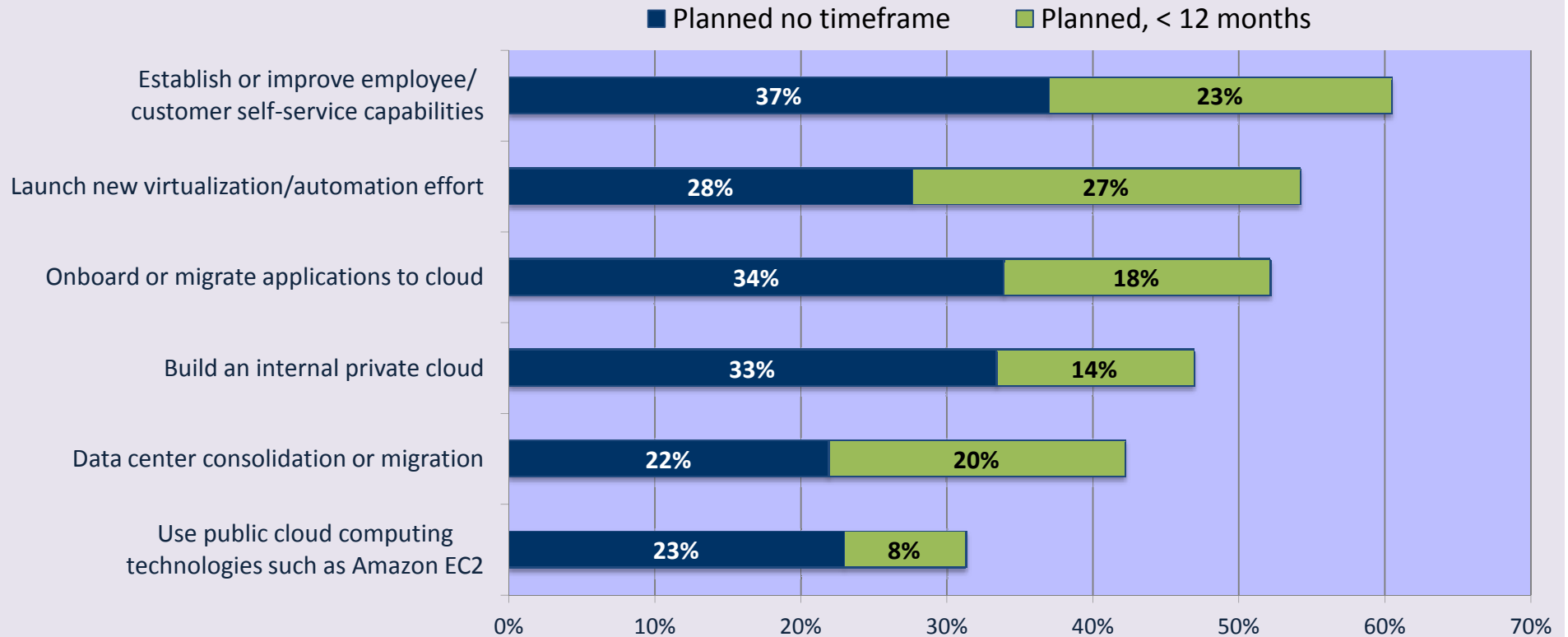
How satisfied are you with your ability to baseline the performance of your infrastructure and plan for capacity growth while also addressing peak usage needs?



Responders report they are mostly able to baseline the performance of their infrastructure & plan for capacity growth while still addressing peak usage needs.



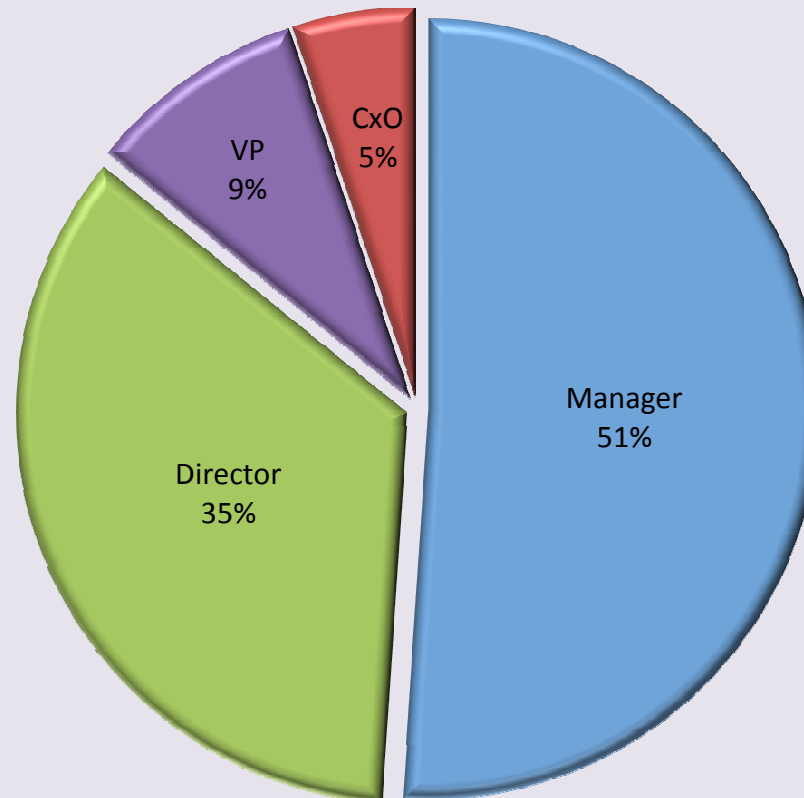
What is the status of the following IT initiatives?



**60% of responders plan to establish or improve self-service capabilities;
55% plan to launch a new virtualization or automation effort.**



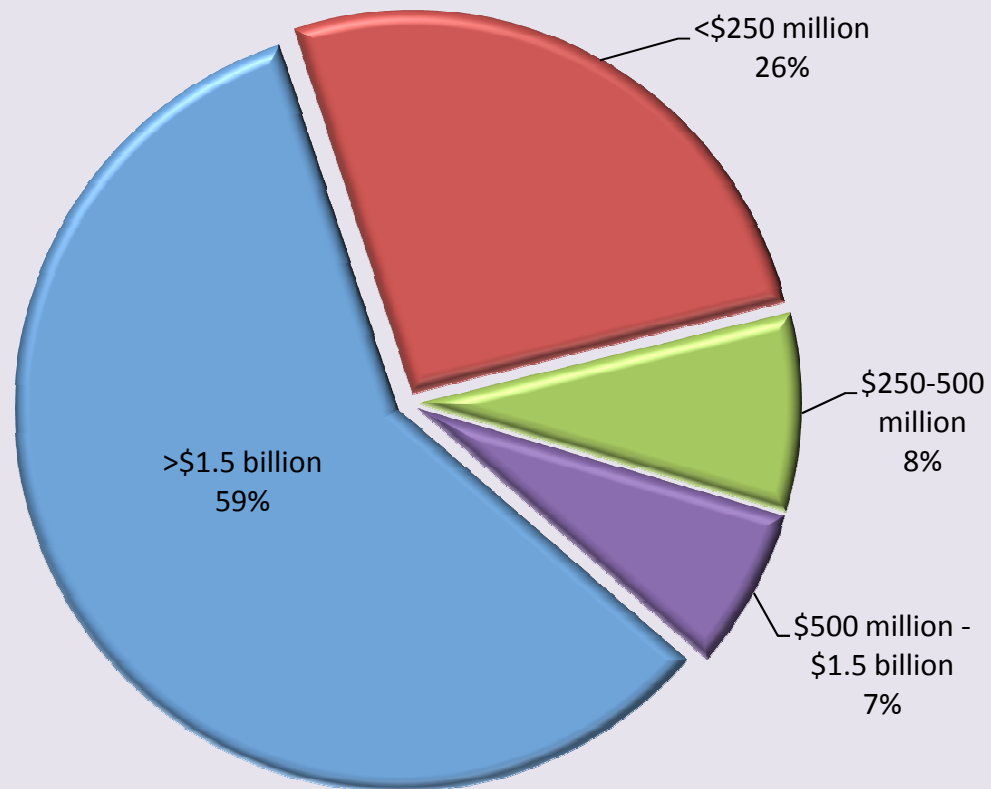
Profile of Responders: Job Level



49% of responders are work at Director, VP or CxO level.



Profile of Responders: Organization Revenue



59% of responders work for companies in the Fortune 1000.



About



CA Technologies offers an application performance management solution that helps improve service delivery, maintain uptime and facilitate timely problem remediation for business-critical applications across the enterprise.

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About SimplyDIRECT

SimplyDIRECT helps you identify, engage and qualify prospects with maximum precision through custom database building and survey-based lead generation into your target accounts. We specialize in account penetration by developing qualified warm opt-in leads from Director, Vice President and C-level decision makers.

Gatepoint Research is the market research arm of SimplyDIRECT.

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