

IT Optimization Trends



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Summary Results | January 2018

Survey Summary

- ▶ **Between October 2017 and January 2018, Gatepoint Research invited selected executives to participate in a survey themed *IT Optimization Trends*.**
- ▶ **Candidates were invited via email and 100 executives have participated to date.**
- ▶ **Management levels represented are predominantly IT senior decision makers: 7% hold the title CxO, 11% are VPs, 48% are Directors, and 34% are Managers.**
- ▶ **Survey participants represent firms from a wide variety of industries including business and consumer services, financial services, healthcare, media, manufacturing (primary, general, and high tech), mining, retail and wholesale trade, telecom services, transportation, and utilities.**
- ▶ **Responders work for firms with a wide range of revenue levels:**
 - **55% work in Fortune 1000 companies with revenues over \$1.5 billion;**
 - **18% work in Mid-Market or Large firms whose revenues are between \$250 million and \$1.5 billion;**
 - **27% work in Small companies with less than \$250 million in revenues.**
- ▶ **100% of responders participated voluntarily; none were engaged using telemarketing.**

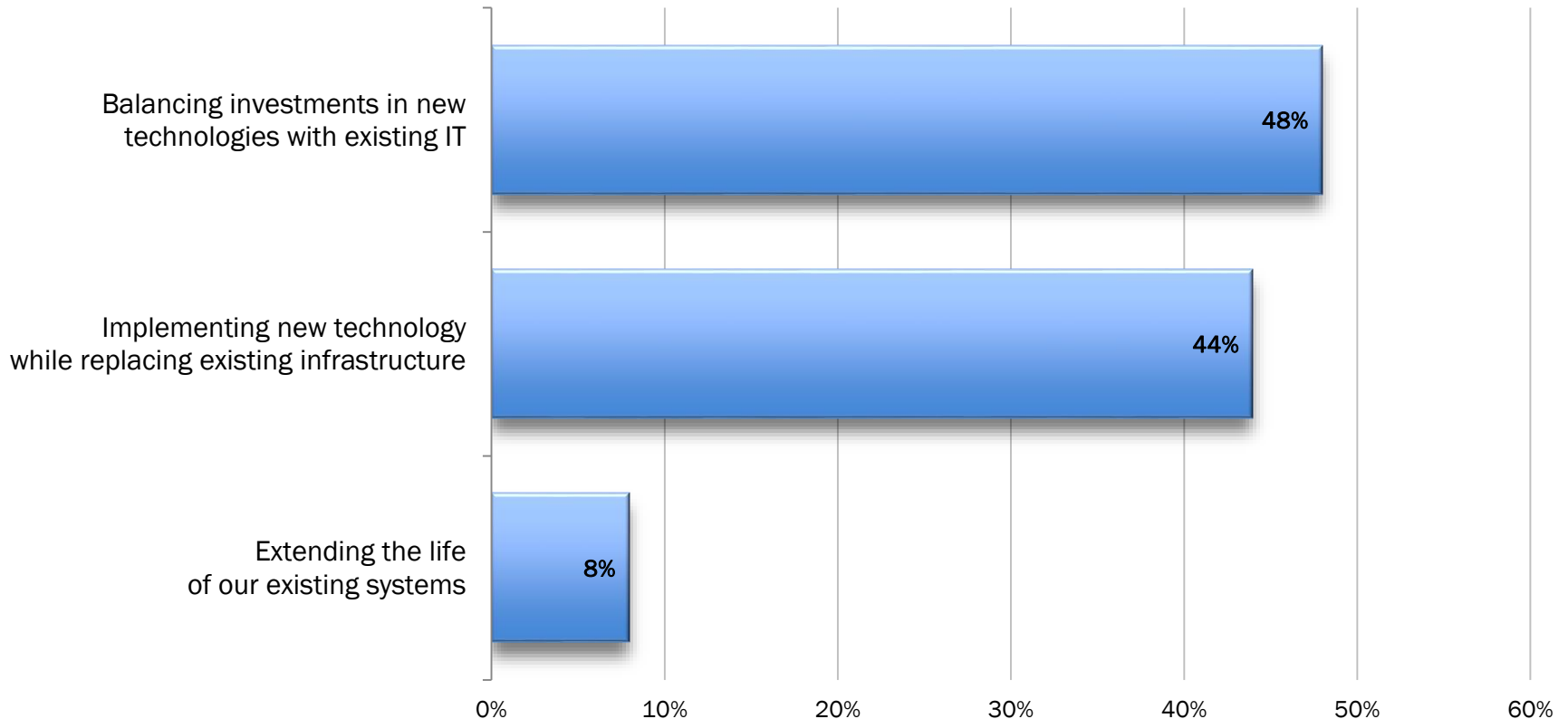
Executive Overview

IT decision makers must always stay ahead of the curve regarding increasing business demands, constant security evaluations and changes, data management sprawl and complexity, and cost containment. Optimizing the infrastructure is not simply a “nice to have,” but a business imperative. What are the most important considerations when considering infrastructure modifications?

This survey asks respondents to report:

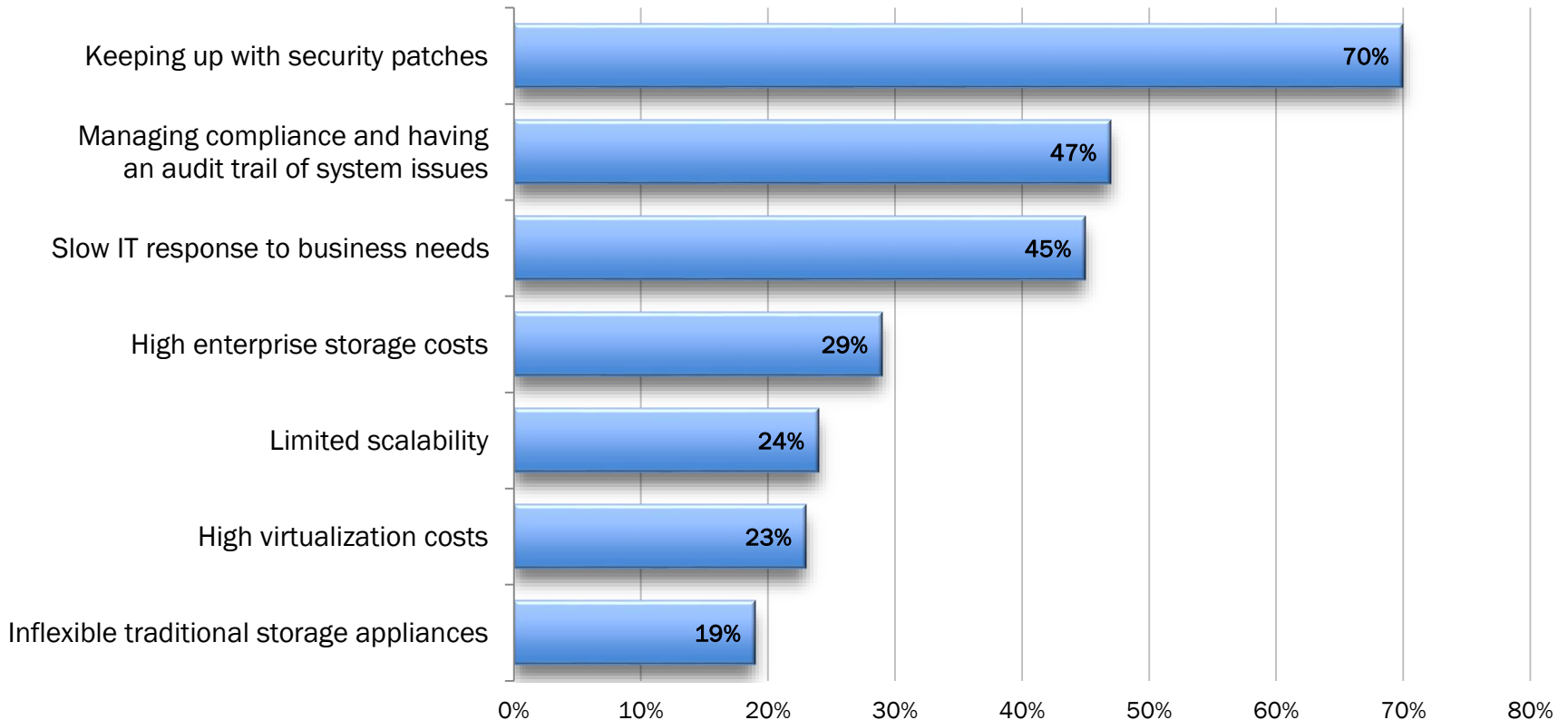
- ▶ Which operating systems are included in their IT infrastructure, and what virtualization technologies are they using, if any?
- ▶ How much data are they managing, and what challenges do they face day-to-day?
- ▶ What are their top three priorities when planning infrastructure changes or upgrades?
- ▶ Are they thinking about technology changes to improve or otherwise optimize their infrastructure?

What is your organization's approach to optimizing your existing IT Infrastructure?



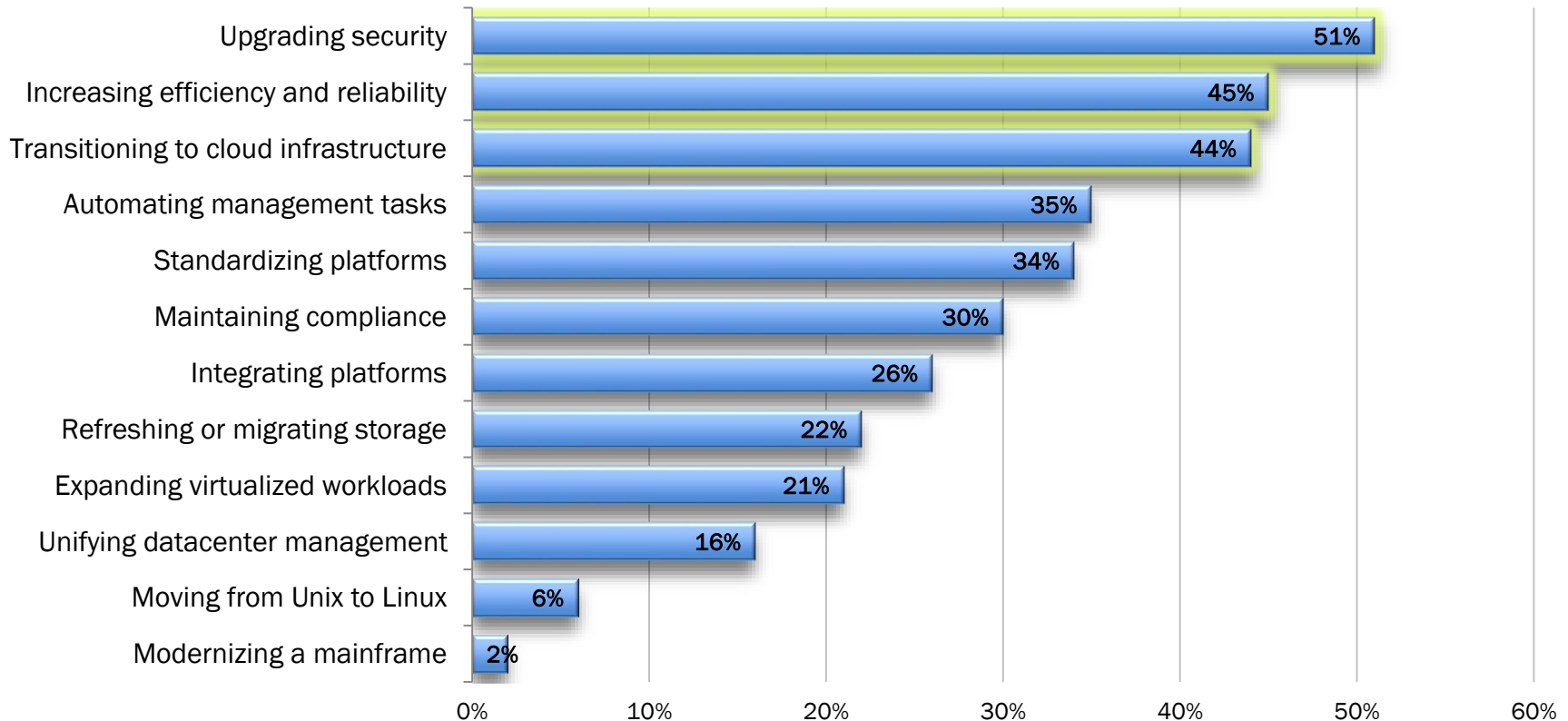
All but 8% of respondents value an upgrade approach to optimizing the IT infrastructure. 48% are balancing investments in new technologies with existing IT support, while 44% are replacing existing IT with new technology.

What are some of your day-to-day challenges with your infrastructure or workloads?



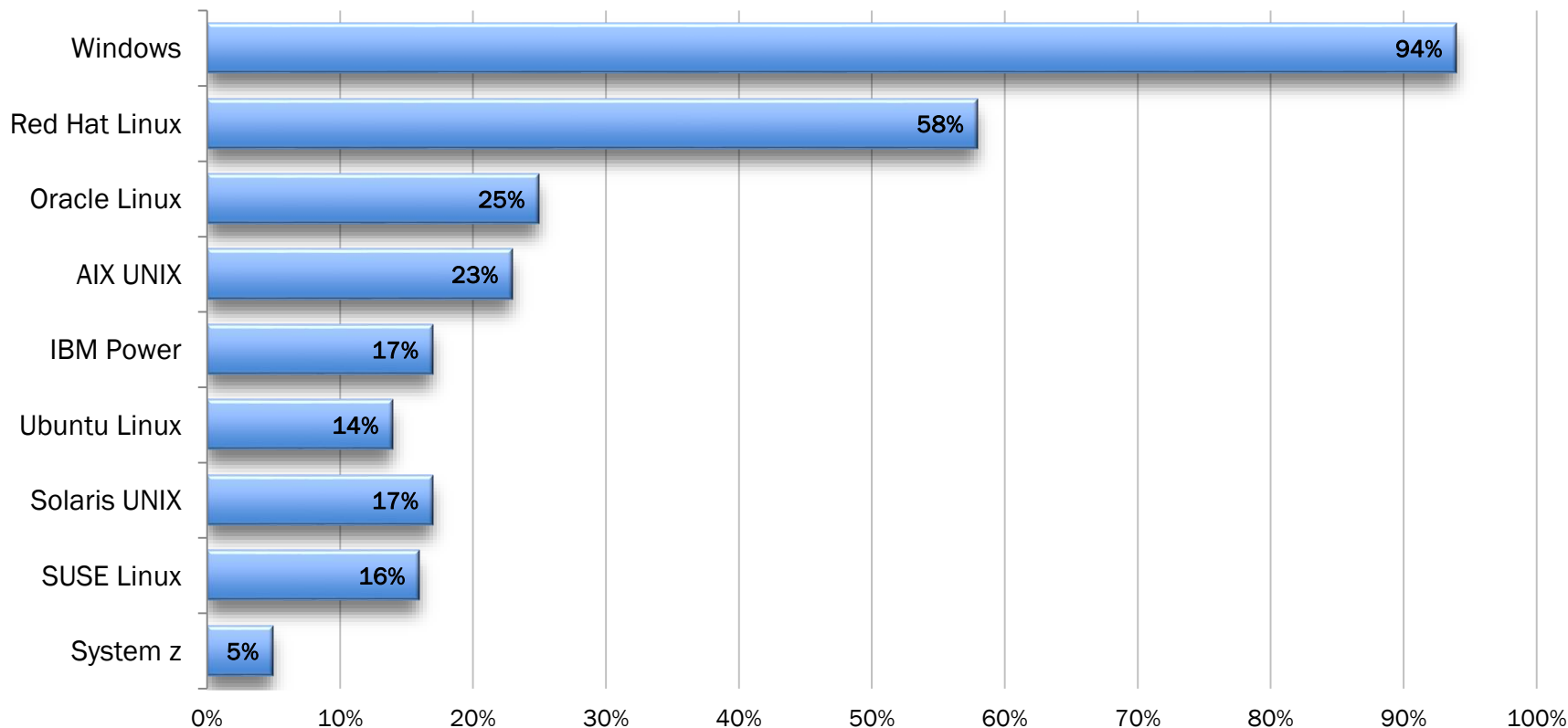
The top infrastructure/workload challenge is keeping up with security patches, say 70% of respondents. Other major challenges include compliance management and system issue tracking (47%) and IT's slow response to business needs (45%).

What are your highest priorities related to simplifying, improving efficiency, or otherwise optimizing your existing infrastructure?



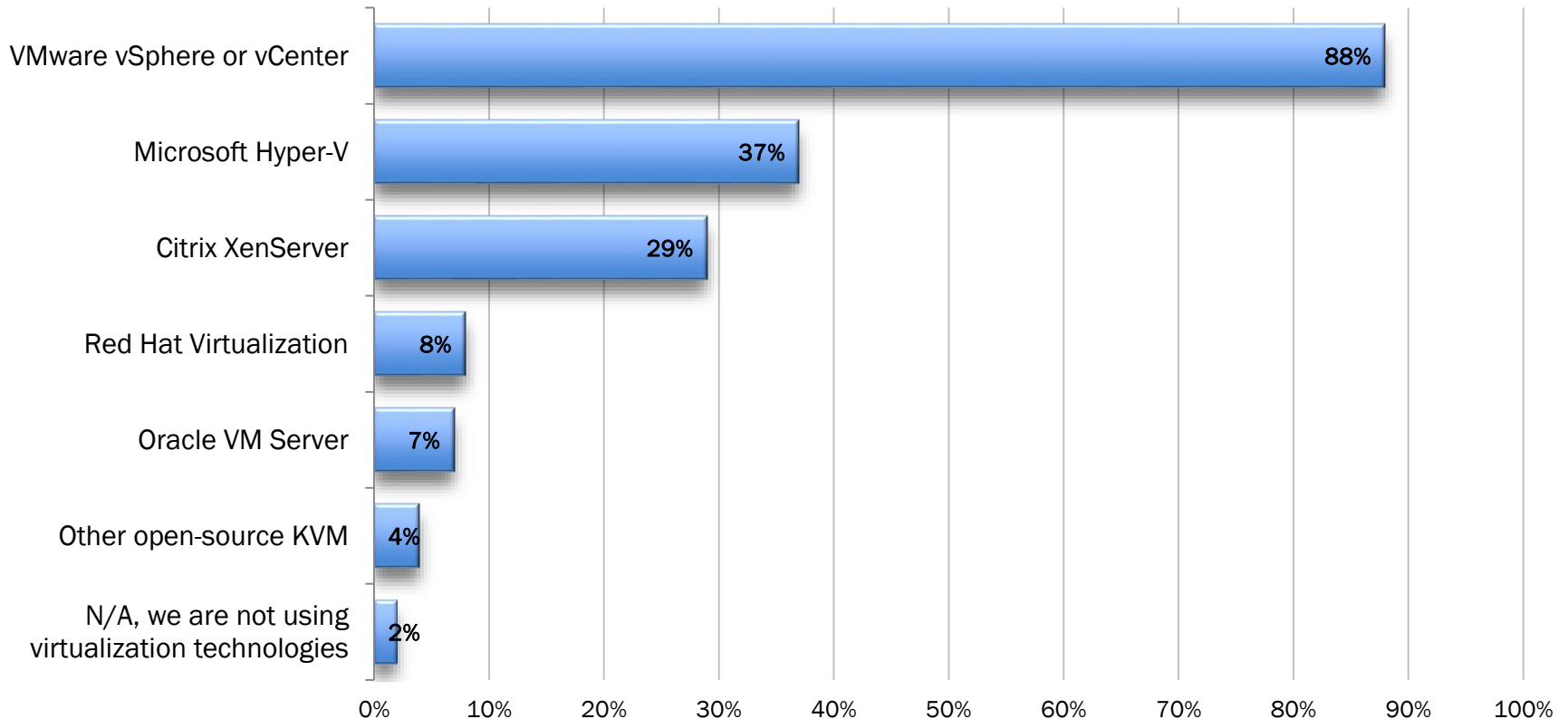
When considering infrastructure optimization, the respondents' list of priorities are topped by these three: Upgrading security (51%), increasing efficiency and reliability (45%), and transitioning to cloud (44%).

Which operating systems are part of your IT infrastructure?



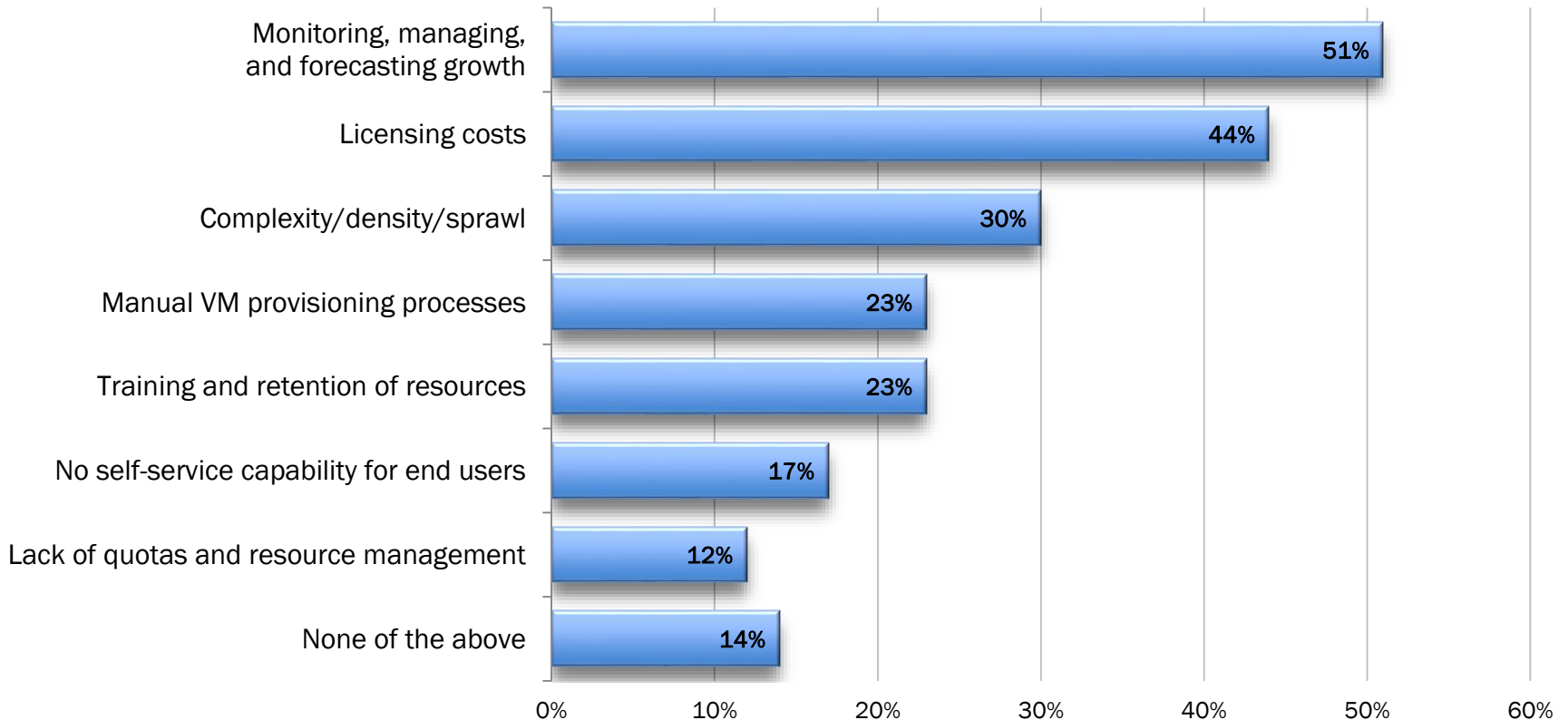
The ubiquitous Windows occupies a place in the IT infrastructure of nearly all surveyed organizations, but by a wide margin over the rest, second place Red Hat Linux is integral to 58% of respondents' IT infrastructures.

Which virtualization technologies are you using?



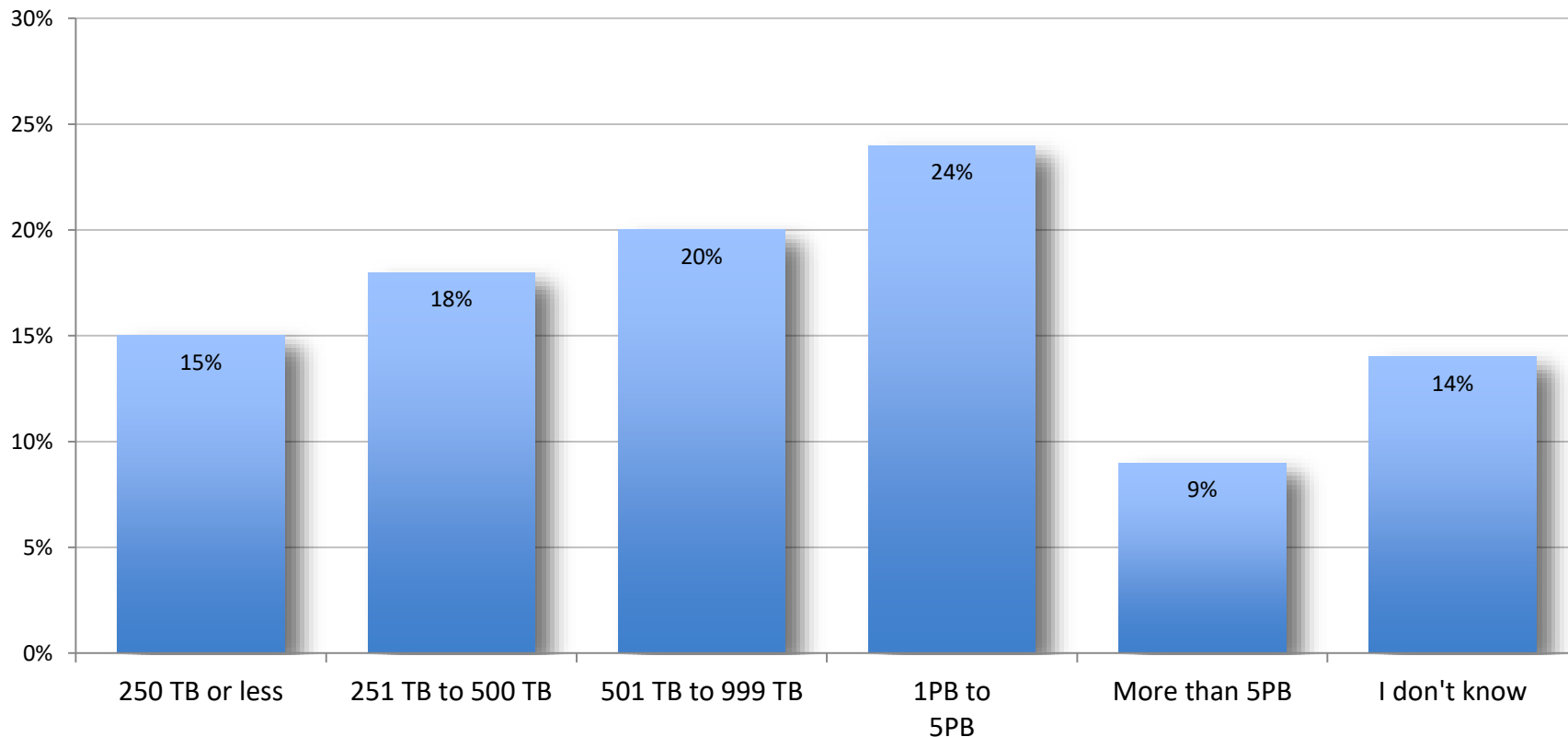
VMware (vSphere or vCenter) commands a significant lead. It is used by 88% of respondents.

What challenges do you face with your virtualized infrastructure?



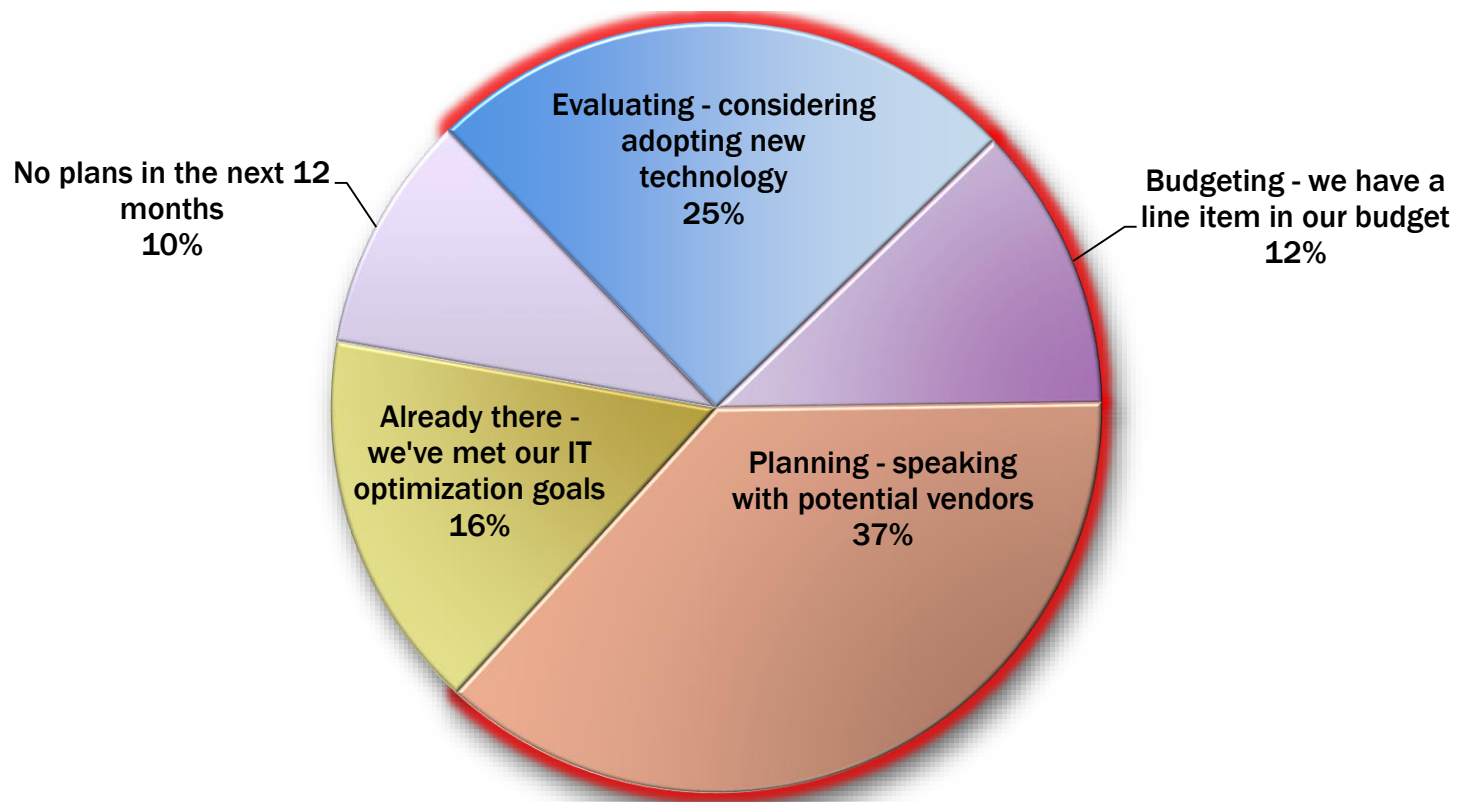
More than half (51%) of respondents say that the biggest challenge with their virtualized infrastructure is monitoring, managing and forecasting growth. 44% identified the licensing costs as a major challenge.

How much data (structured or unstructured) do you manage?



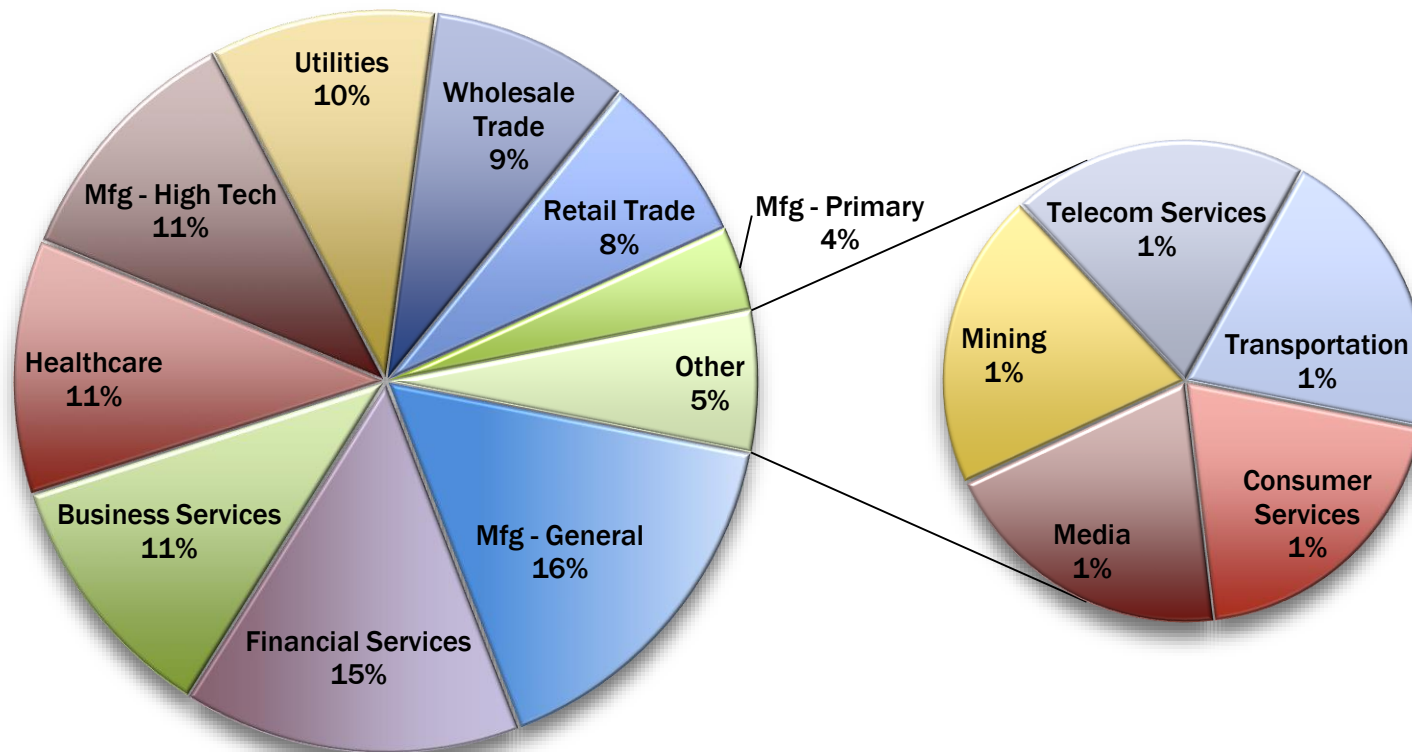
The surveyed organizations span the data management spectrum from a relatively small amount of data managed (15% manage 250TB or less) to a very large data management responsibility; 33% manage a petabyte of data, or more.

In what stage are your organization's plans to change or optimize your existing infrastructure?



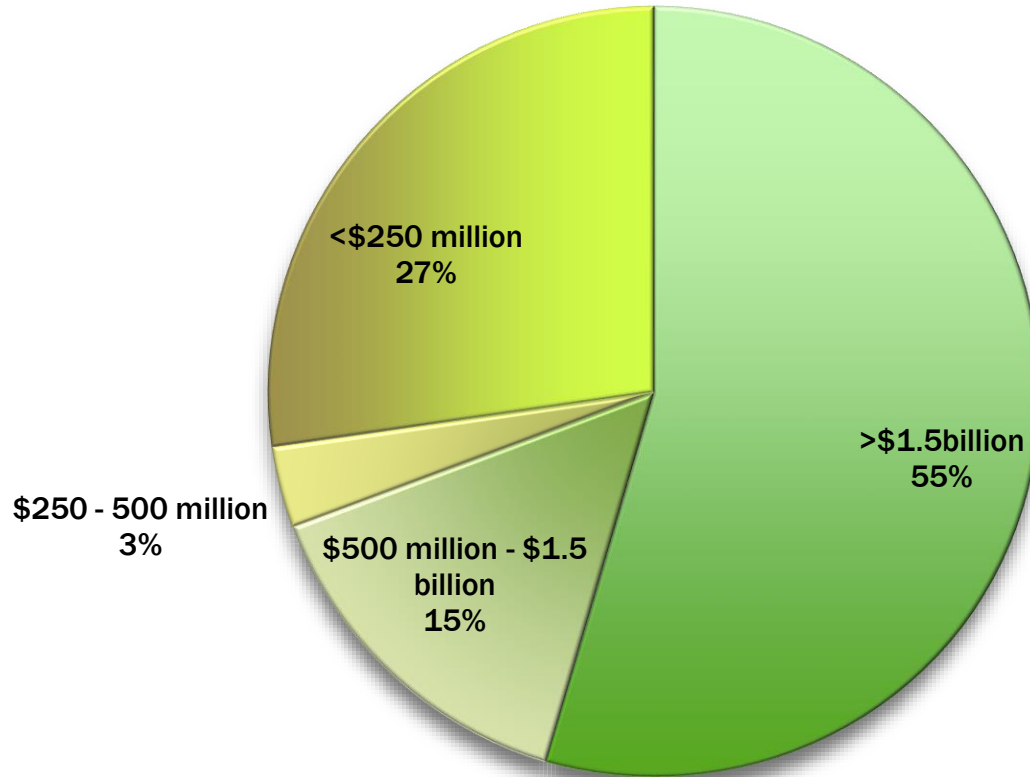
Moving forward with infrastructure optimization, Nearly three fourths of respondents are evaluating (25%), budgeting (12%) or already planning and speaking to vendors (37%).

Profile of Responders: Industry Sectors



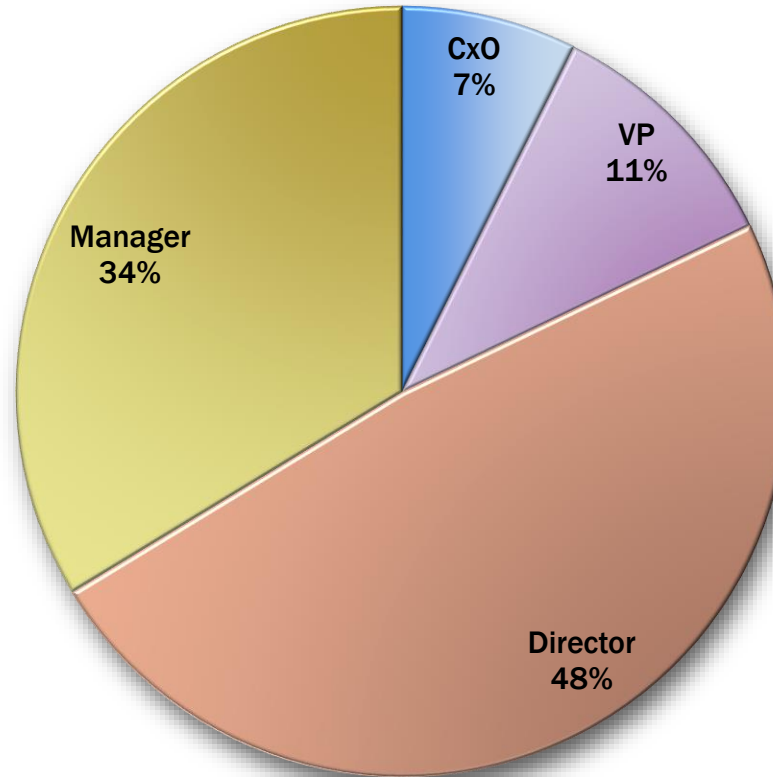
Responders represent a wide variety of industries.

Profile of Responders: Revenue



55% of those surveyed work in Fortune 1000 companies with revenues over \$1.5 billion.

Profile of Responders: Job Level



66% of those surveyed hold director or executive level positions in their organizations.



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