

CLOUD COMPUTING ADOPTION SURVEY

Sponsored by Mimecast

The Cloud Computing Adoption Survey, sponsored by Mimecast, examines the perception and adoption of cloud computing solutions among 565 respondents responsible for managing their organization's IT operations and budget across the U.S. and Canada. The study highlights the complex, often contrasting, thought process of IT decision makers regarding cloud computing. While security and integration issues are clearly users' biggest fears about cloud computing, these concerns have not dissuaded companies from implementing cloud-based applications within their corporate infrastructure. The well-known fears with cloud computing appears to be at odds with reality, as the survey findings suggest strong satisfaction with cloud computing once it is installed. 70 percent of IT decision makers already using cloud computing are planning to move additional solutions to the cloud - most within the next 12 months - indicating that those respondents have come to quickly recognize the inherent ease of implementation, robust security features and cost savings of cloud computing.

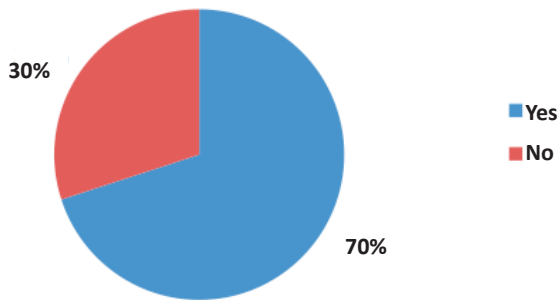
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ORGANIZATIONS THAT HAVE USED CLOUD-BASED SERVICES ARE COMING BACK FOR MORE

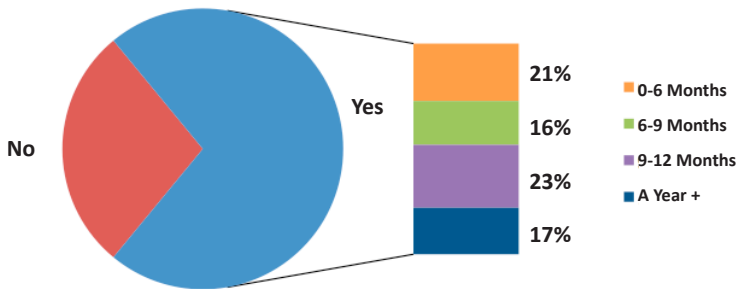
Despite the security, cost and integration concerns that IT decision-makers have about cloud-based services, these fears are not preventing them from moving forward with cloud computing. In fact, the survey findings suggest that organizations are so satisfied with cloud computing applications that 70 percent of users plan on moving additional applications to the cloud—with a majority of those users looking to do so in the next year. Respondents that have used cloud-based solutions have quickly seen the business and operational value of the cloud and want to expand that success to other application areas.

Specific survey findings include:



Are you planning on moving additional applications to the cloud?

70 percent of companies using cloud-based services plan to move additional applications to the cloud

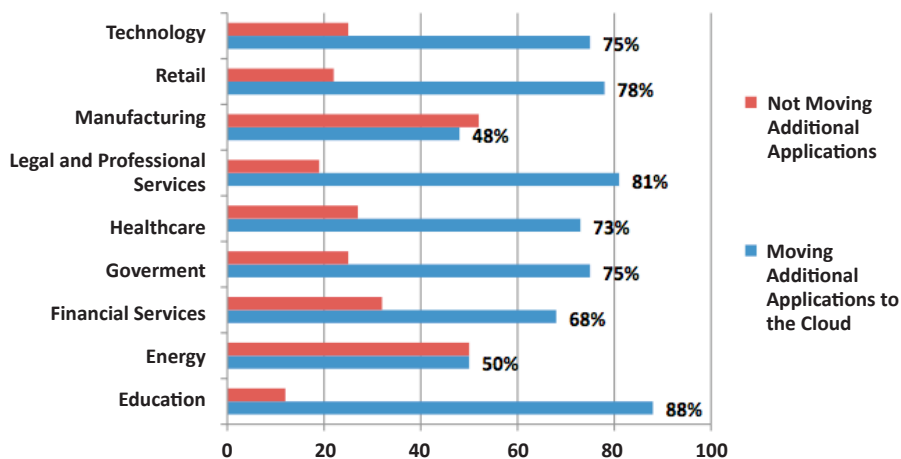


When are you looking to move these additional applications to the cloud?

A majority of those users looking to move additional applications to the cloud are planning on doing so within the next year

Companies planning on moving additional applications to the cloud by industry

After rolling out cloud computing, respondents from several different industries have overcome their fears of the cloud and are planning on rolling out additional applications in the future. The below graphic looks at the percentages within each industry:

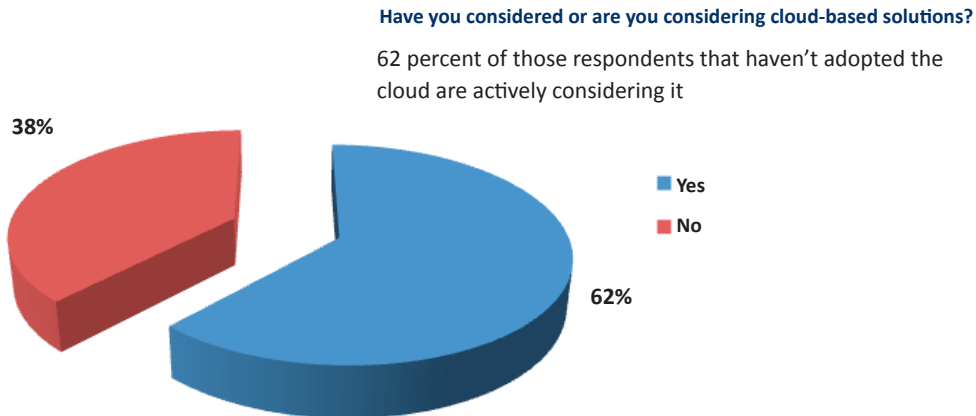
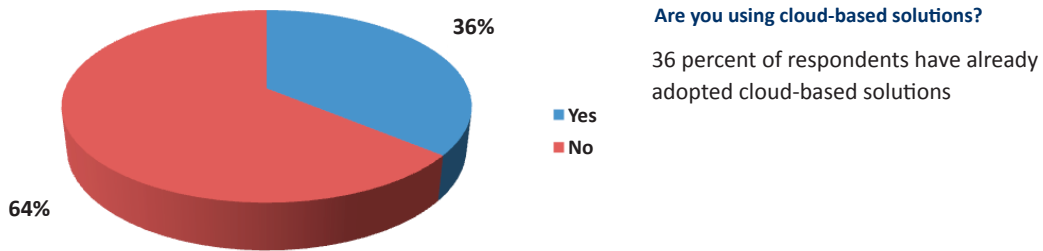


CLOUD COMPUTING IS A PERMANENT PART OF THE IT DISCUSSION

Companies are discussing, evaluating and implementing cloud computing solutions every day. Among respondents, only 36 percent were currently using cloud computing, but among those not currently using the cloud, 62 percent were considering or have considered it.

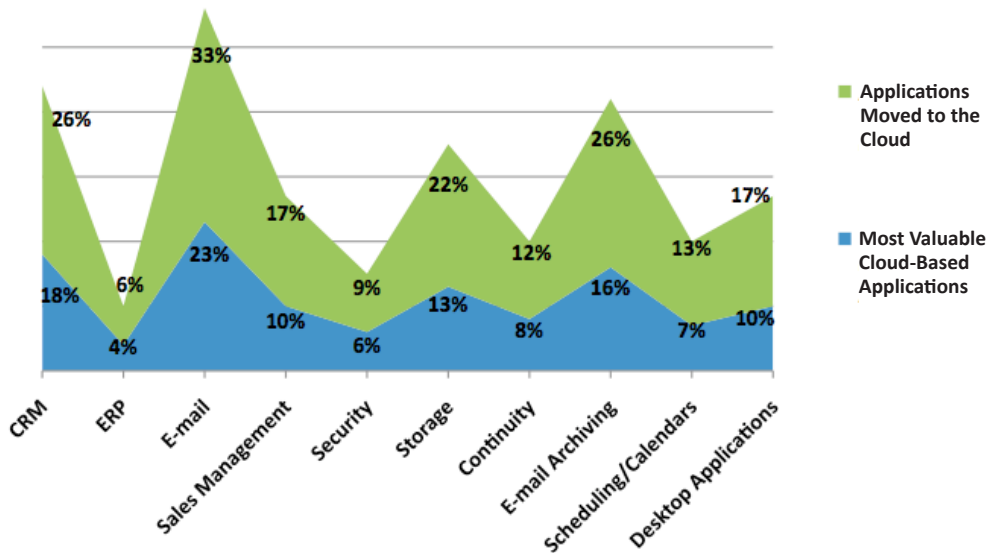
In addition, a majority of those respondents currently using cloud computing had already moved E-mail to the cloud, followed closely by CRM (22 percent), archiving (26 percent) and storage (22 percent)—with E-mail and CRM applications being ranked the most valuable.

Specific survey findings include:



Applications moved to the cloud

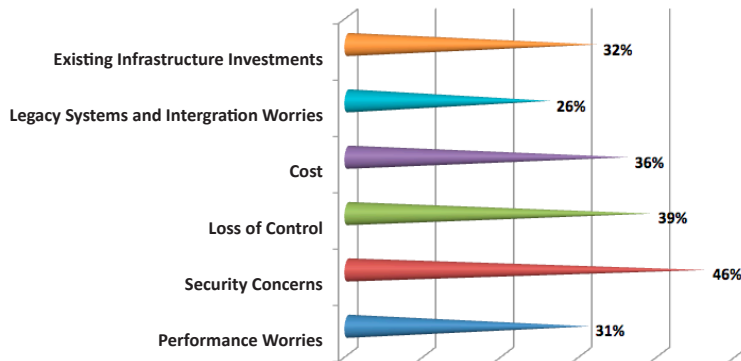
Among those respondents that have already adopted cloud computing, E-mail applications have proven to be the most adopted (33 percent) and the most valuable (23 percent), with CRM closely behind (26 percent and 18 percent, respectively) :



SECURITY CONCERNS AND INTEGRATION WITH EXISTING INFRASTRUCTURE ARE BIGGEST ROADBLOCKS TO FURTHER ADOPTION

Companies remain hesitant to move applications to the cloud because of fears around security, investments made in current IT infrastructure and worries about integration. Between the time and effort spent building their current infrastructure, data loss fears and concerns about losing control or integrating existing systems into the cloud, respondents and their companies have been reluctant to abandon what they know.

Specific survey findings include:



Why did you decide against moving to the cloud?

Security was the leading response given by respondents in all categories for not moving forward with cloud-based applications (46 percent), with 32 percent citing existing infrastructure investments and 26 percent stating that the similar category of legacy systems and integration worries turned them away from the cloud

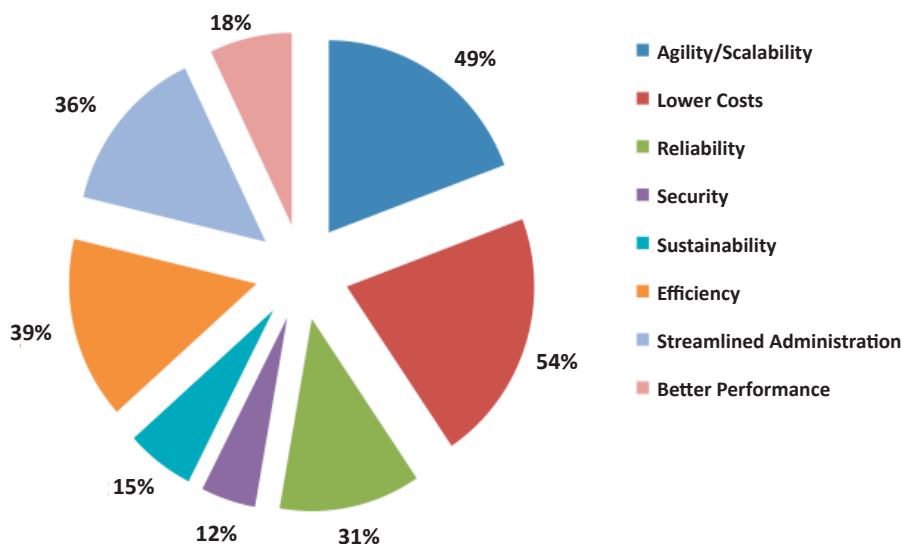
COST SAVINGS IS STILL THE PRIMARY MOTIVATION FOR MOVING TO THE CLOUD, BUT AGILITY IS GAINING

As expected, the leading motivation for respondents to adopt cloud-based services was cost savings (54 percent). Cost savings are usually touted as the major reason for cloud computing, but the survey findings indicate that other business benefits of cloud computing are starting to be recognized by IT decision-makers. For instance, 49 percent of respondents said they moved application(s) to the cloud because of the agility/scalability the cloud offered. In addition, 39 percent said efficiency drove them to the cloud and 36 percent were attracted by streamlined administration.

Specific survey findings include:

Why did you move applications to the cloud

Lower costs were still the number one driver for cloud adoption at 54 percent, but agility was right behind at 49 percent



SOME INDUSTRIES ARE MOVING FASTER THAN OTHERS

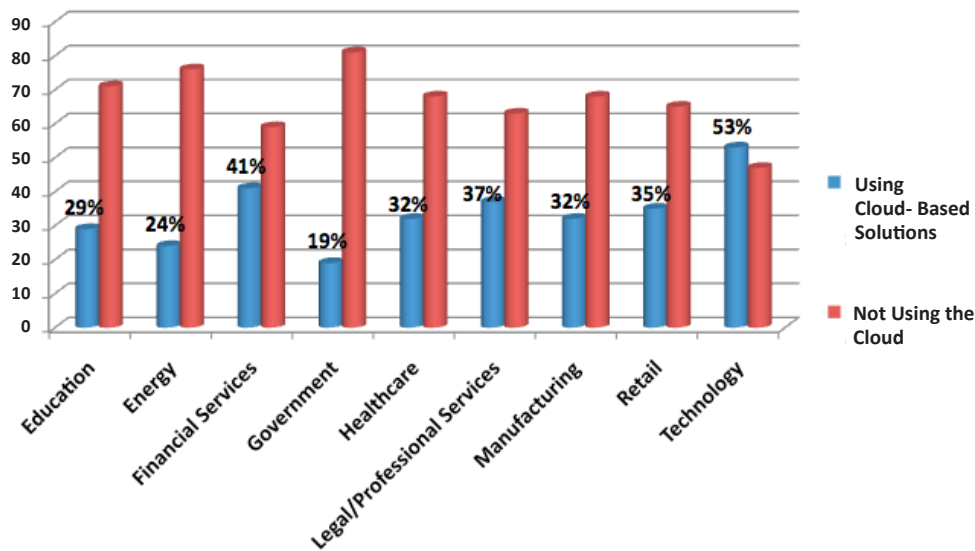
Some industries are faster adopters of new technology, and this trend is no different when it comes to cloud computing. The top three industries adopting cloud computing were technology (53 percent), financial services (40 percent), and legal (37 percent). Government is the slowest adopter, with only 19 percent adopting cloud-based services.

It is interesting to note that technology is the only industry where more respondents were adopting cloud-based services than weren't (47 percent).

Specific survey findings include:

Cloud computing adoption by industry

The technology, financial services and legal/professional services industries lead the way in terms of cloud computing adoption



ABOUT THE SURVEY

The goal of The Cloud Computing Adoption Survey was to examine the perception and adoption of cloud computing solutions. The study was conducted in October 2009 via Zoomerang, an online survey services provider, and culminated in 565 responses from IT decision-makers across the U.S. and Canada. This survey has a margin of error of +/- 4 points.

ABOUT MIMECAST

Mimecast (www.mimecast.com) delivers SaaS-based enterprise email management including archiving, discovery, continuity, security and policy. By unifying disparate and fragmented email environments into one holistic solution that is always available from the cloud, Mimecast minimizes risk and reduces cost and complexity, while providing total end-to-end control of email. Founded in the United Kingdom in 2003, Mimecast serves approximately 2,500 customers worldwide and has offices in Europe, North America, Africa, the Middle East and the Channel Islands.