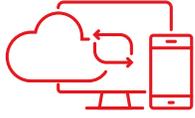


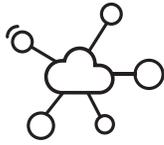
CLEARING THE AIR ABOUT THE CLOUD

ANSWERS TO THE TOP QUESTIONS ABOUT USING THE CLOUD FOR BUSINESS



WHAT'S IN IT FOR US?

Cloud solutions can help you expand your business processes and workflows without investing more time, labor, and money in your IT infrastructure.



IS IT EASY TO GET STARTED?

Absolutely. There's no special hardware or software to buy and you can expand your cloud solution over time and over multiple locations as needed.



WHO USES THE CLOUD?

Almost every business, in one way or another. 73% of IT decision makers have adopted cloud technology. 17% intend to do so in the next 12 months.¹



WHAT CAN WE DO WITH IT?

Anything you want. Every day, cloud service vendors are creating new APIs that can help you streamline business processes and better manage costs.



CAN IT SAVE US MONEY?

Cloud service is an operational expense, not a capital expense. If you're a small or medium size business, it could help boost cash flow and offer tax advantages.



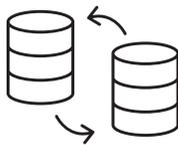
DO WE PAY UP FRONT?

Cloud-based subscriptions often have monthly, quarterly, or annual billing options. Some vendors also offer discounts for multi-year subscriptions.



IS THE CLOUD SECURE?

Brand-name, multi-tenant cloud services are highly resistant to attack, providing a more secure environment than most in-house implementations.



DO WE HAVE TO MIGRATE ALL OUR LEGACY SYSTEMS?

No. A hybrid cloud solution can be used as a connection between your legacy systems and the cloud, as a path for migrating your data center over time, or as an extension of your on-premise infrastructure.

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¹IDG Enterprises. 2018 Cloud Computing Survey.

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