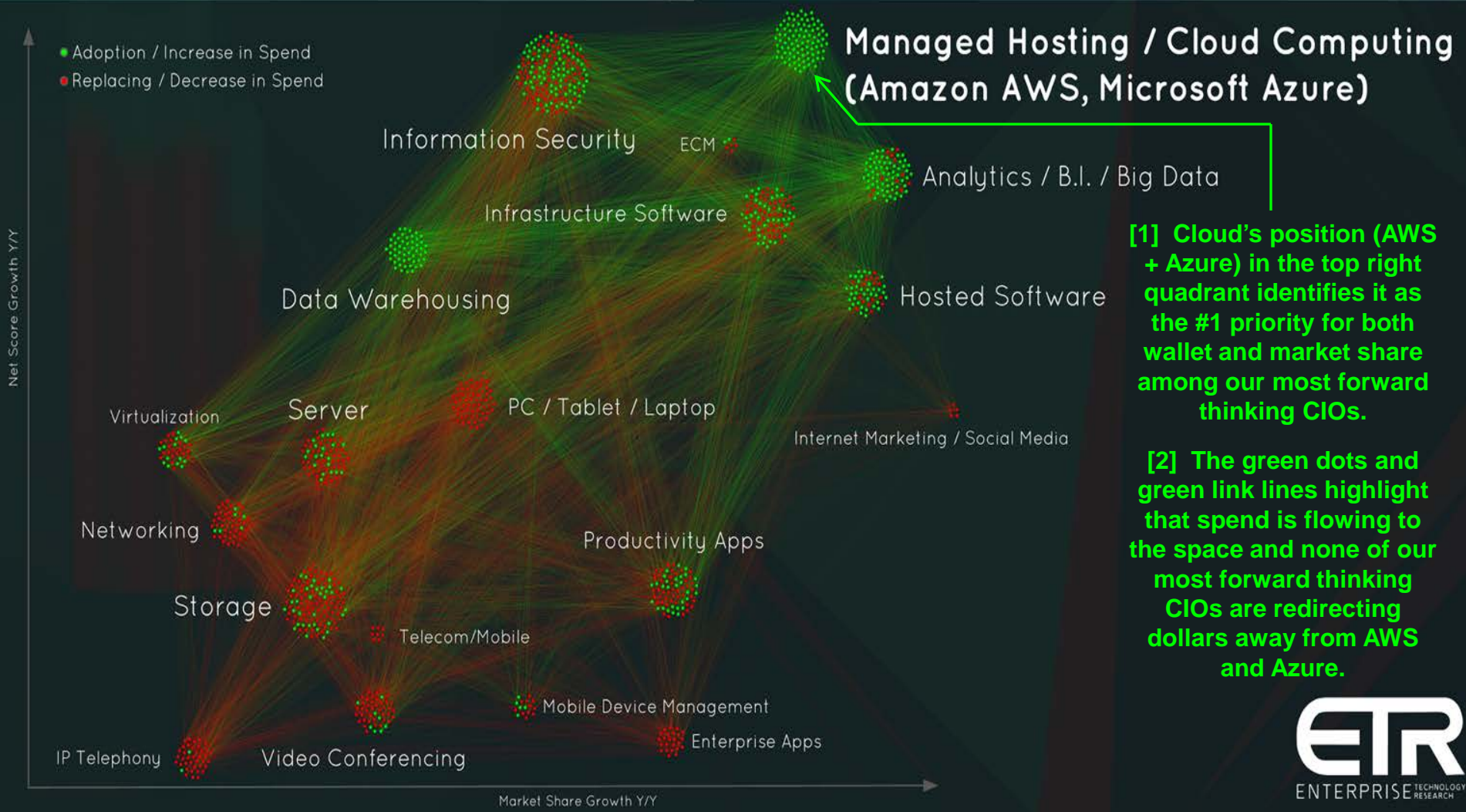


Number 1 Enterprise Priority

Shifts in IT Architecture Amongst Forward Thinking CIOs

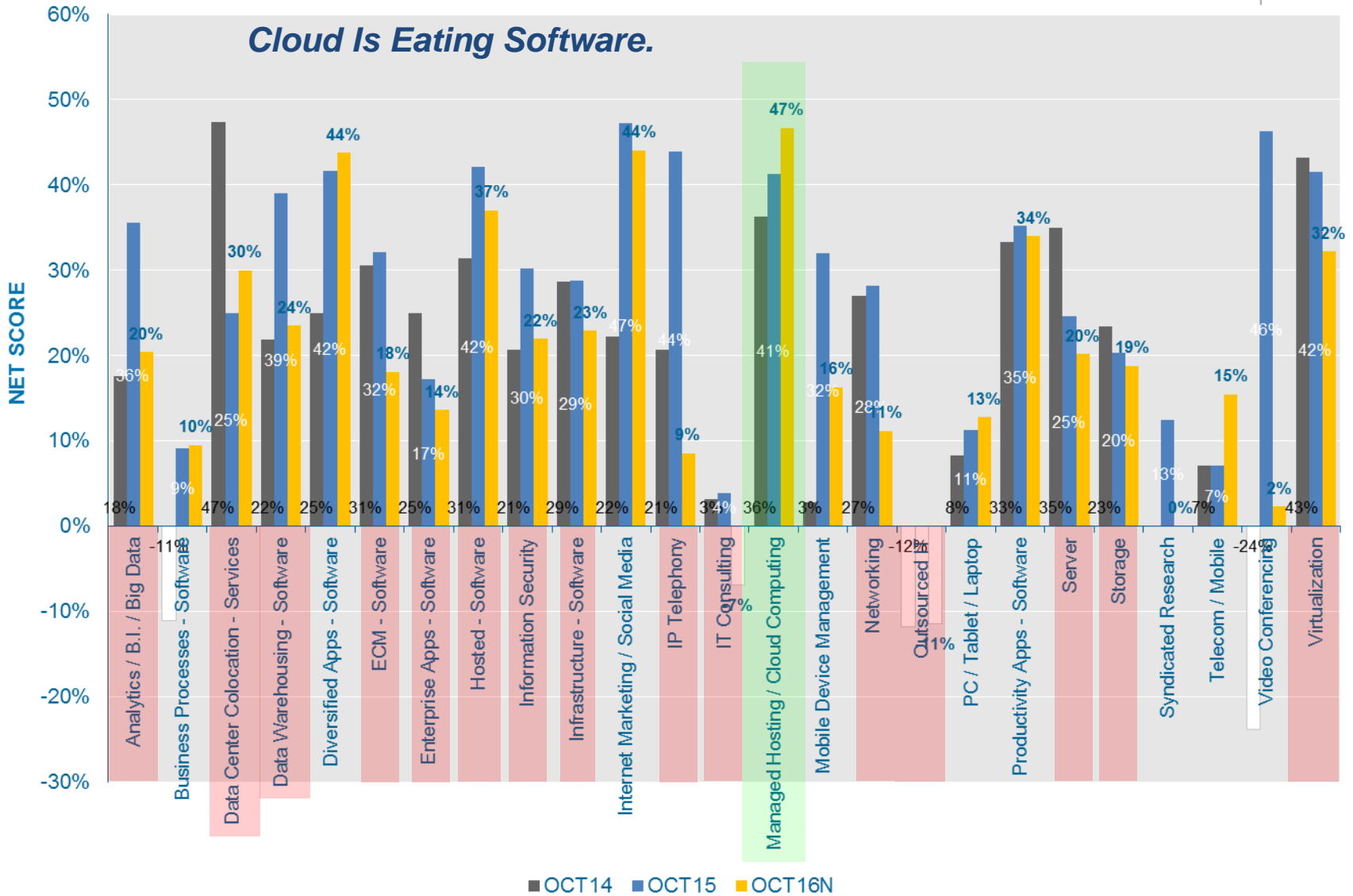


[1] Cloud's position (AWS + Azure) in the top right quadrant identifies it as the #1 priority for both wallet and market share among our most forward thinking CIOs.

[2] The green dots and green link lines highlight that spend is flowing to the space and none of our most forward thinking CIOs are redirecting dollars away from AWS and Azure.

Sector Net Scores (Fortune 100 Cut)

October 2014 vs. October 2015 vs. October 2016 Normalized



Sector Net Scores (Fortune 500 Cut)

October 2014 vs. October 2015 vs. October 2016 Normalized

