



Enterprise Pain Point Survey

Patrick Lewis, Co-Founder

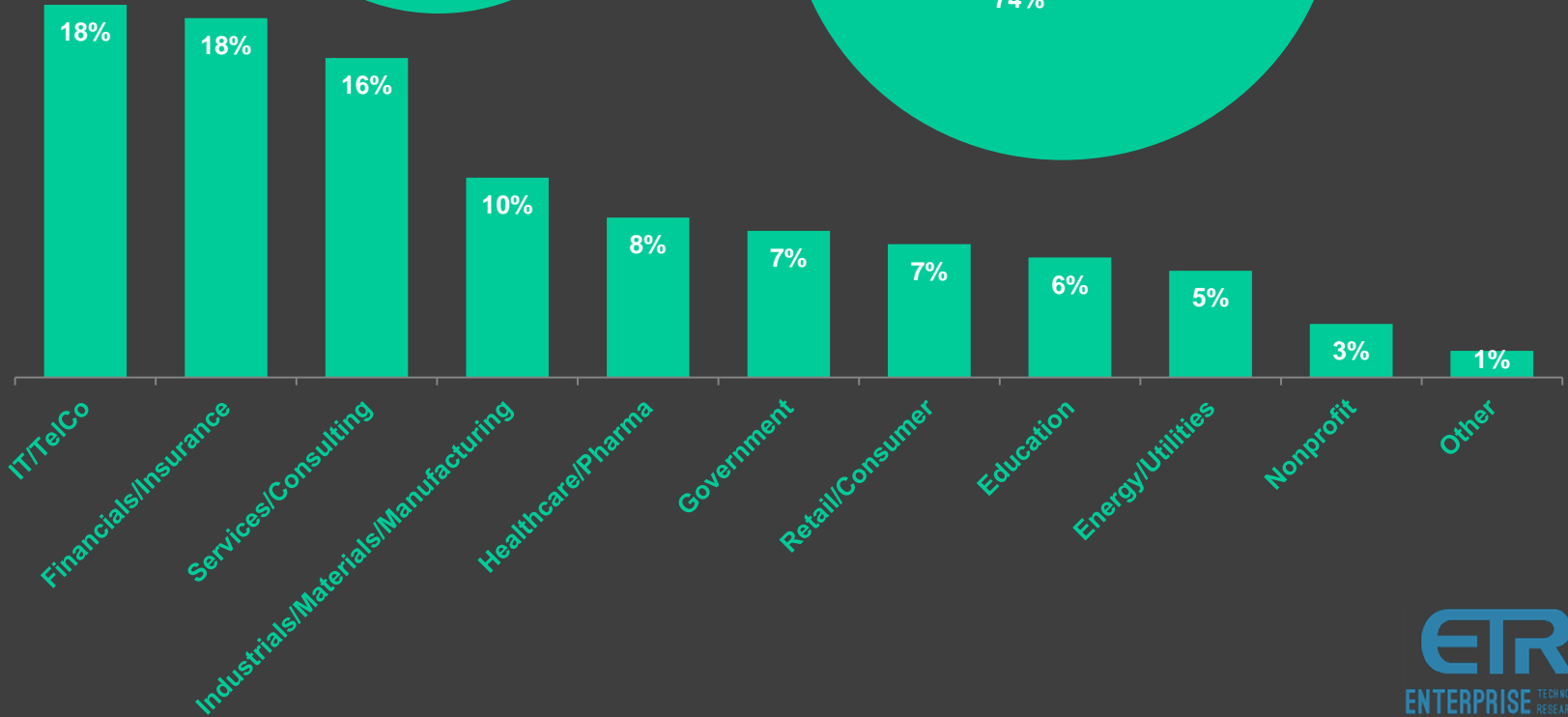
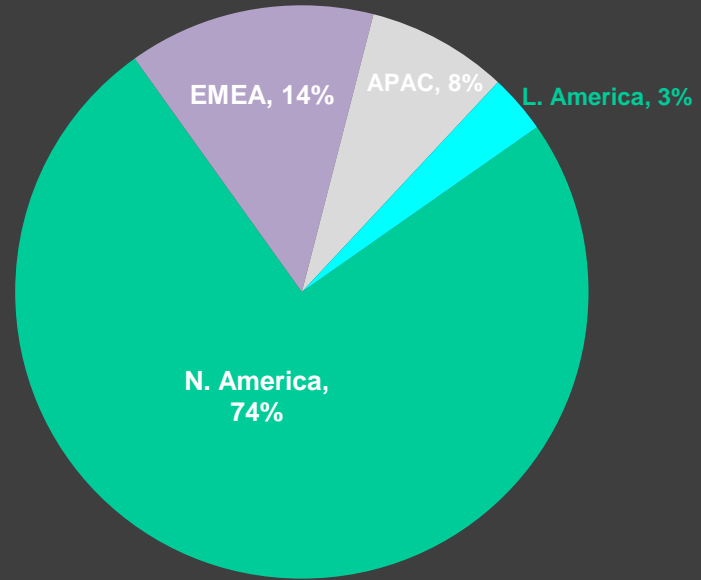
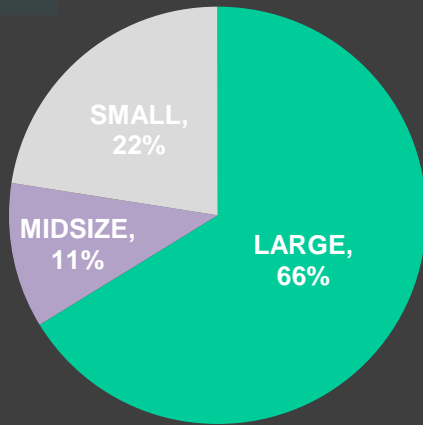
January 2016



Thomas DelVecchio, Director of Research
Sagar S. Kadakia, Head of Statistical Data Analysis
Bradley M. LaScolea, EVP
Vincent Chang, Quantitative Analyst
Julia Xu, Community Analytics Lead



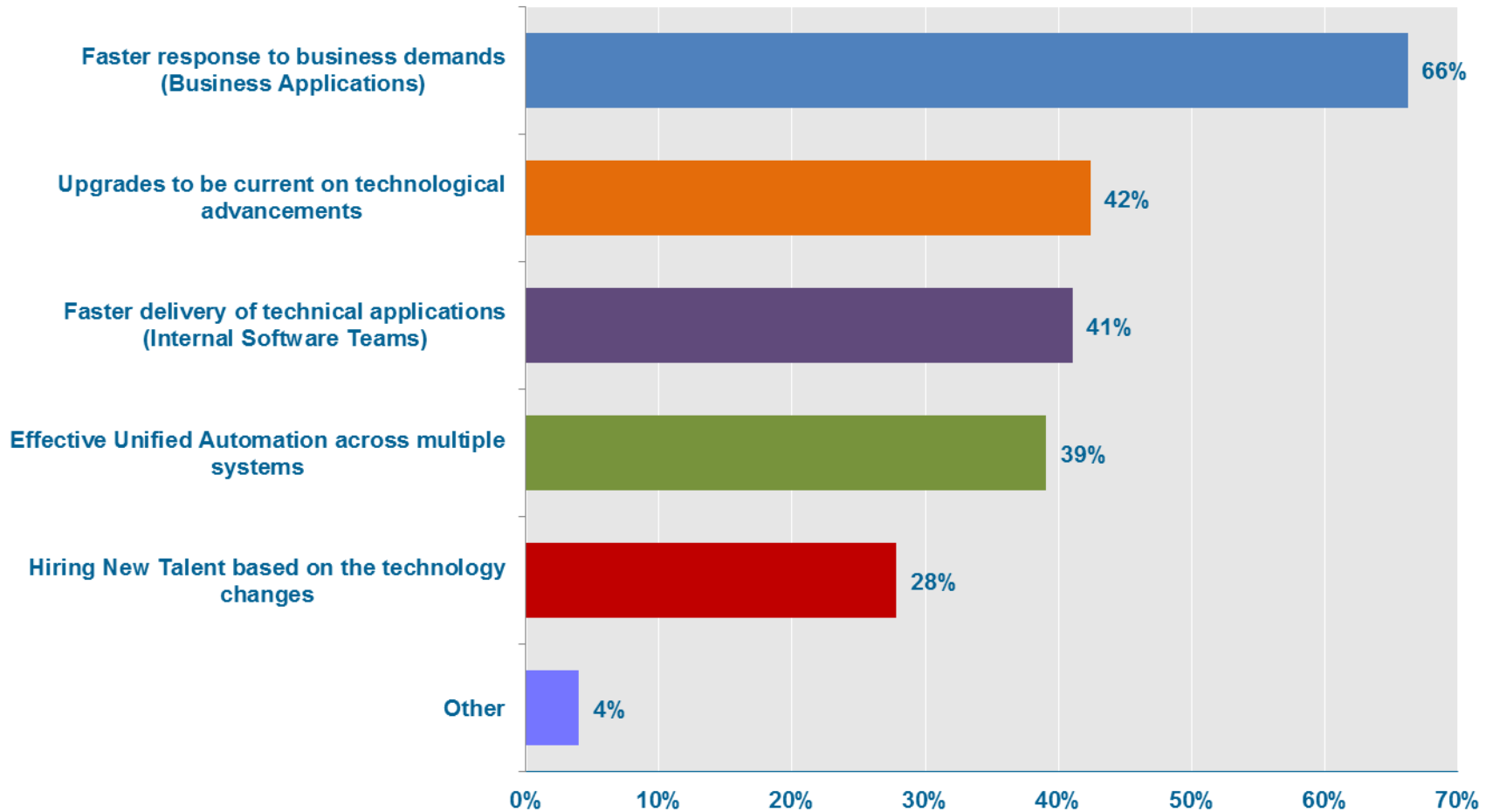
Respondent Composition, N=152



What are your key operational challenges over the next two years where technology solutions could mitigate?



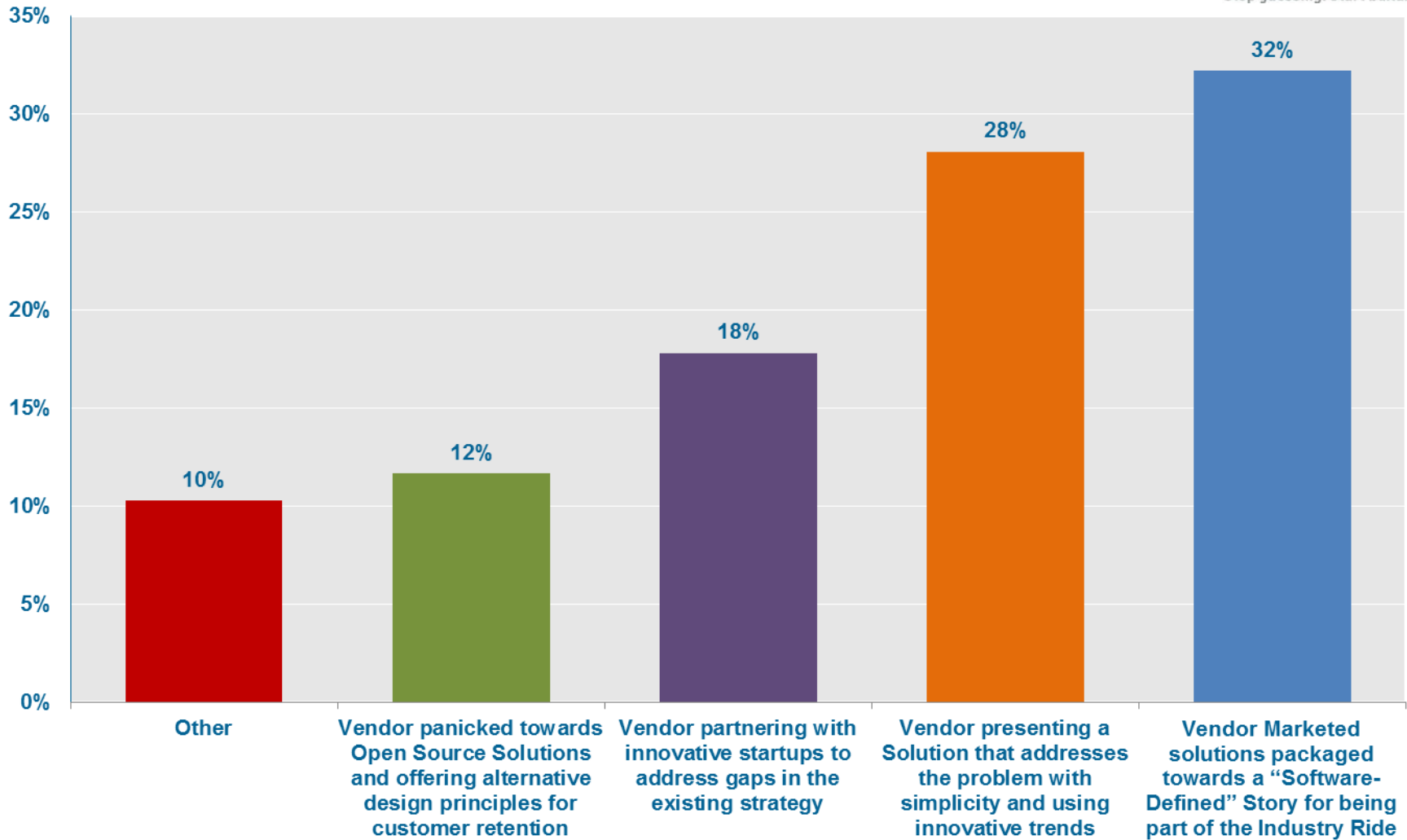
Stop guessing. Start building.



Are your incumbent vendors addressing your operational challenges? How or why not?



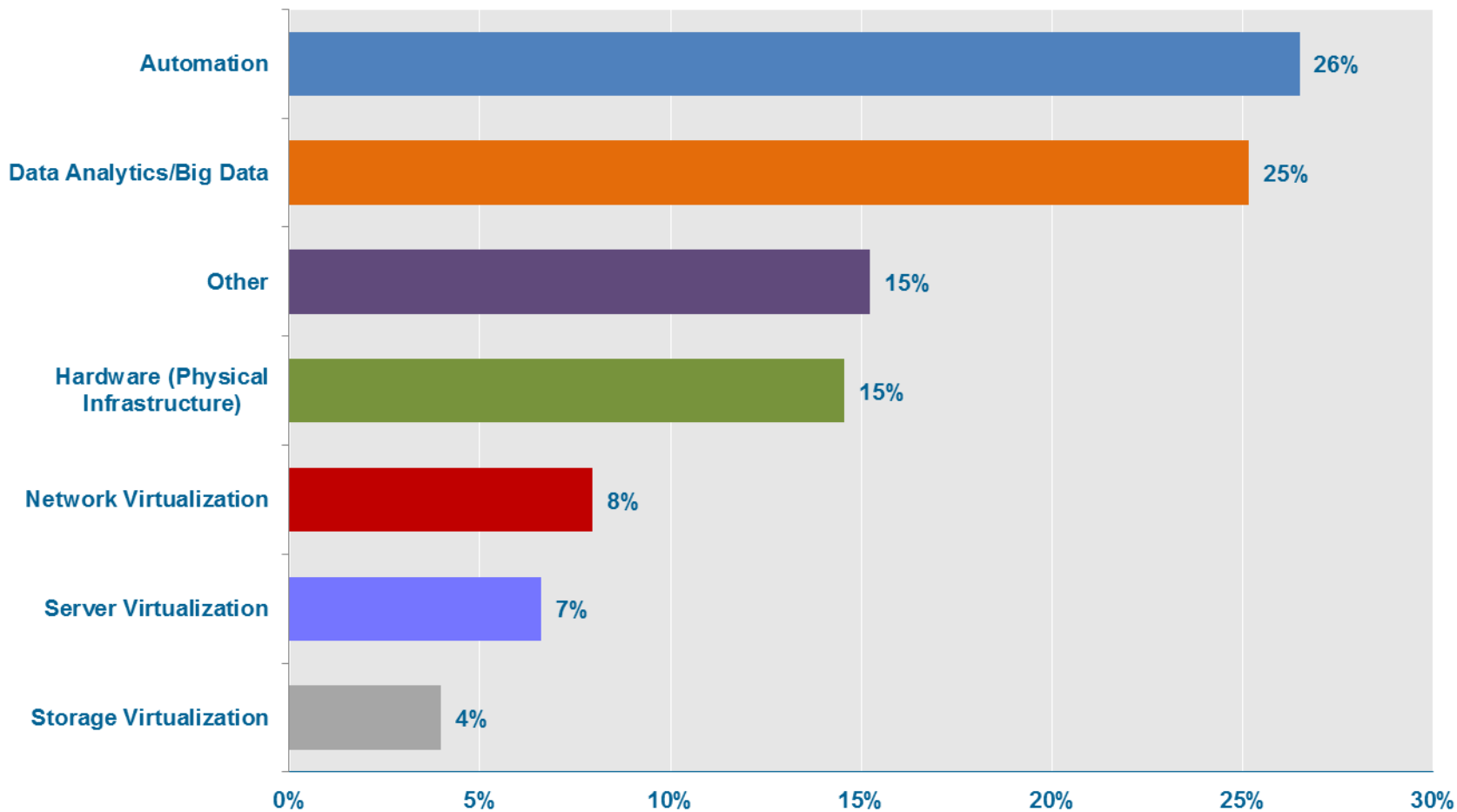
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Where are you experiencing the most pain?



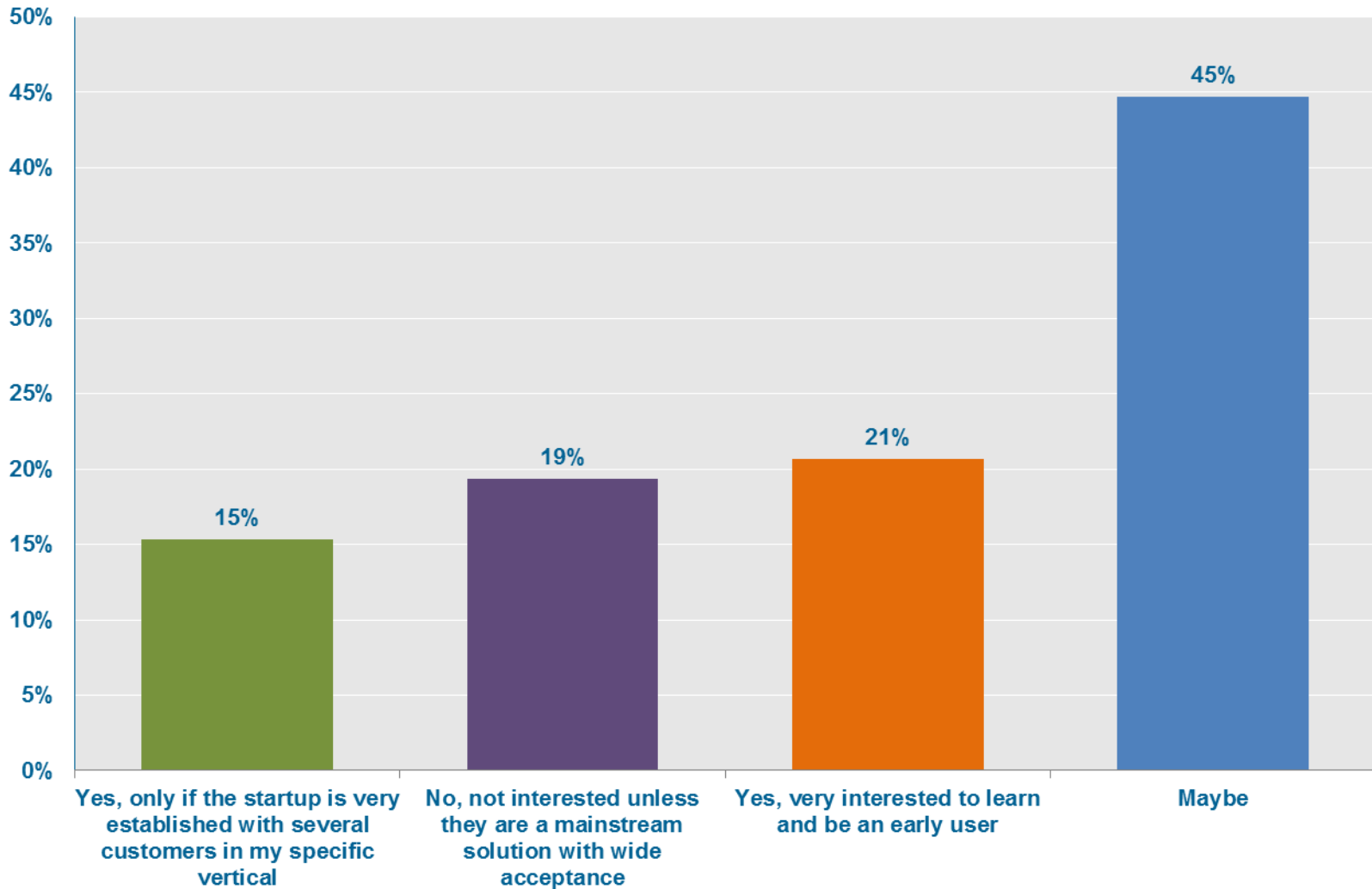
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Would you engage with a startup or other innovators (academia, other R&D sources) to develop these solutions?



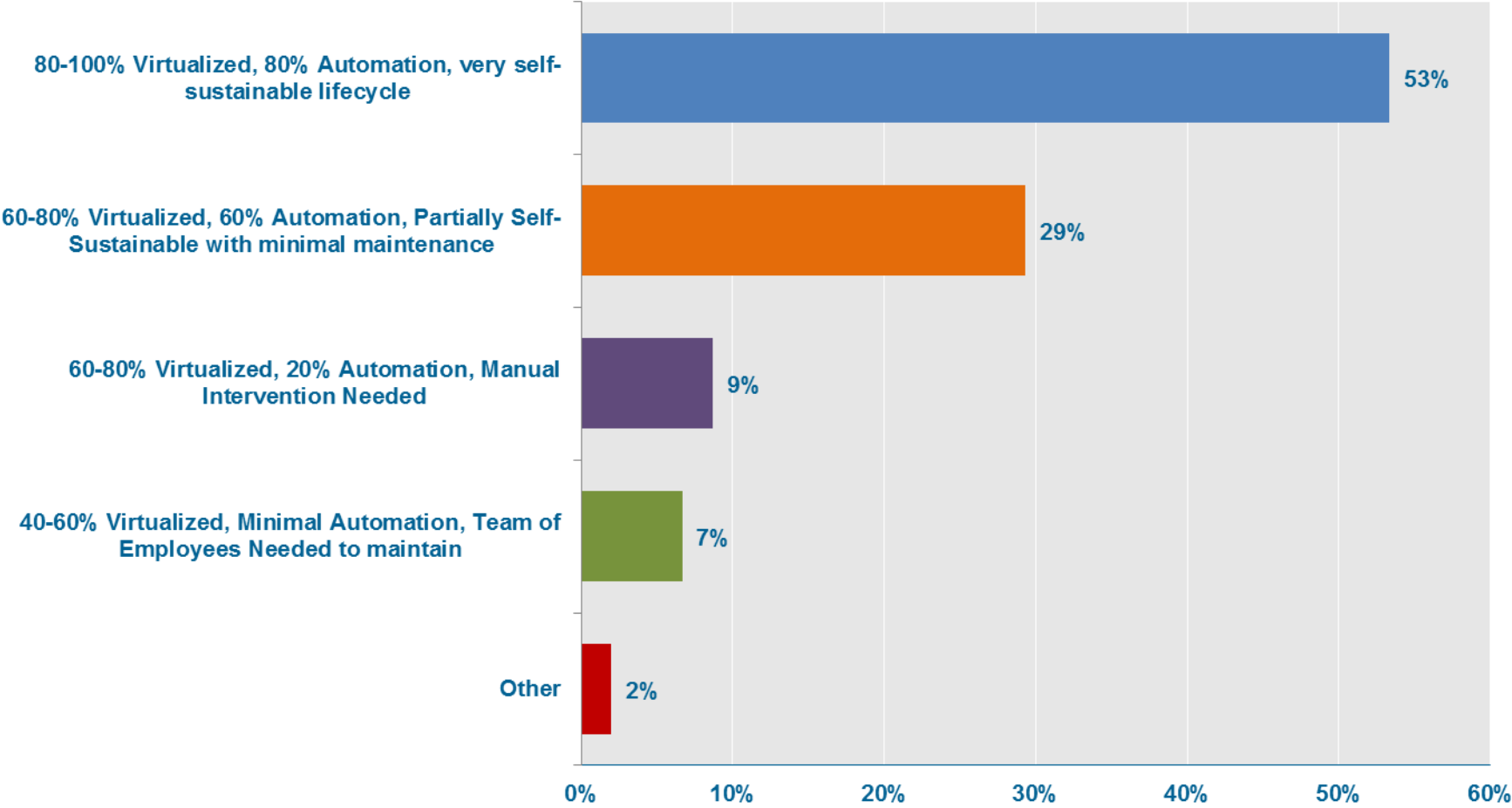
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Where do you want to see your server infrastructure go?



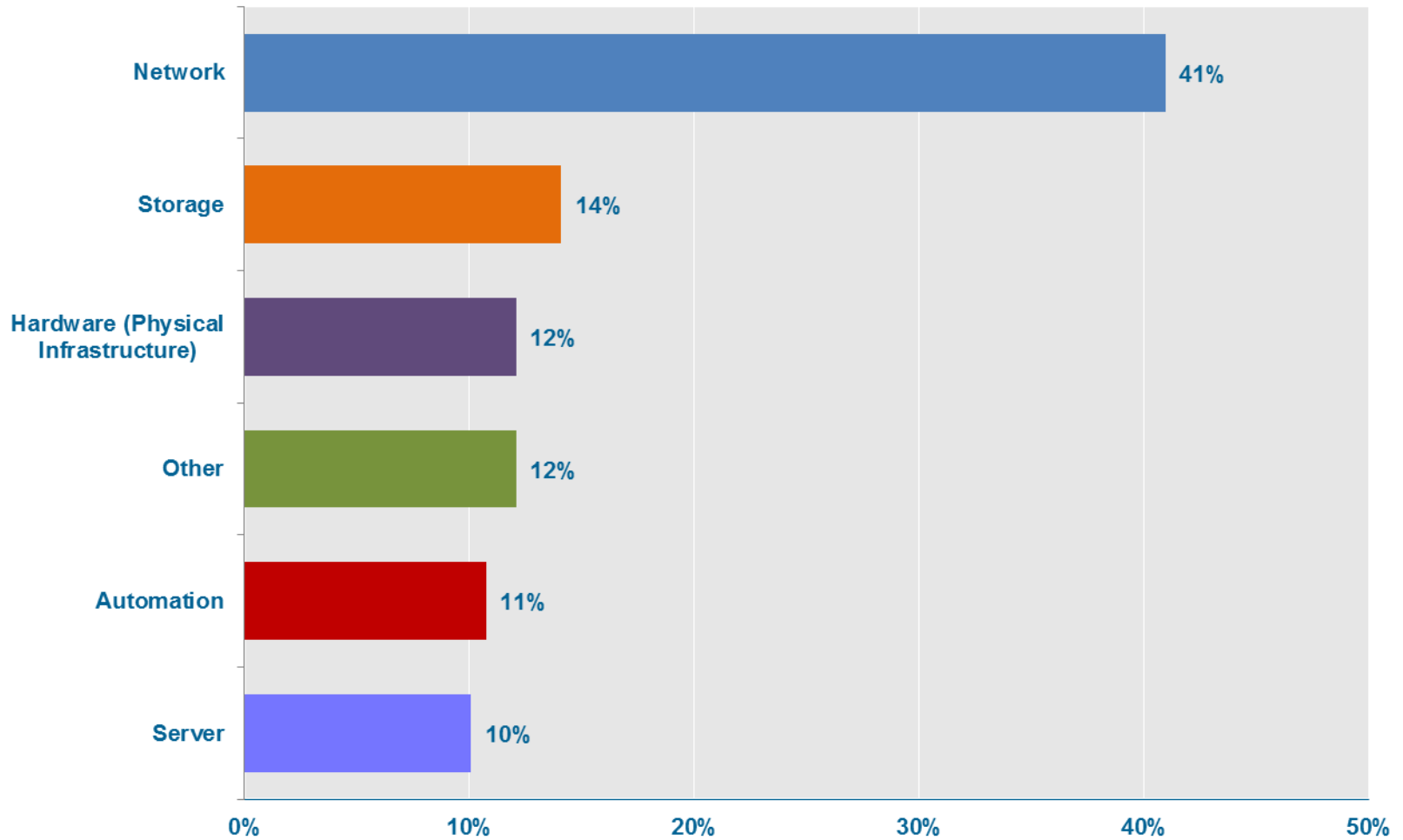
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Which segment of your infrastructure has caused the maximum downtime or impact to your business SLAs in the past 12-18 months?



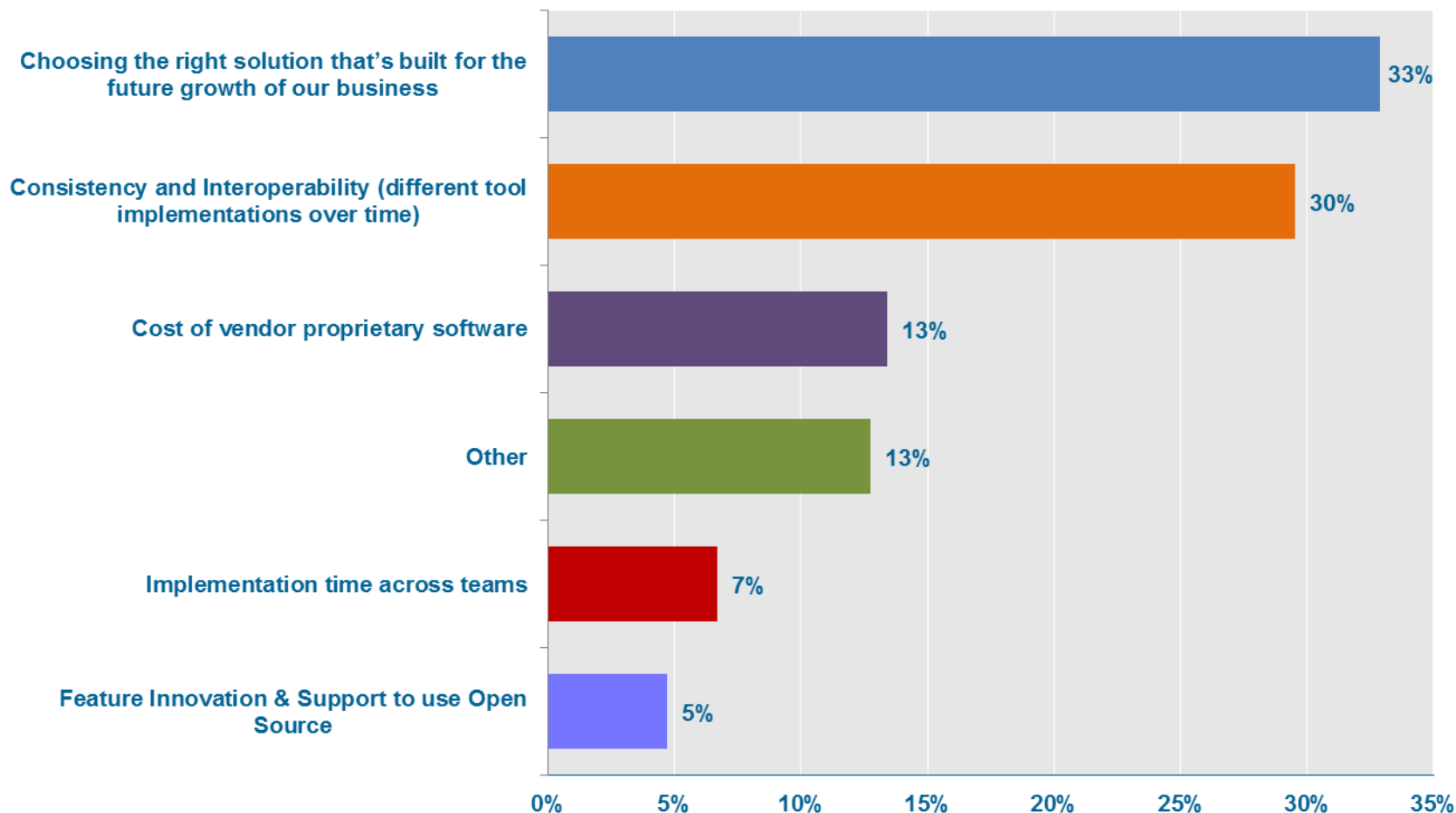
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What is your biggest concern with cloud automation for your environment?



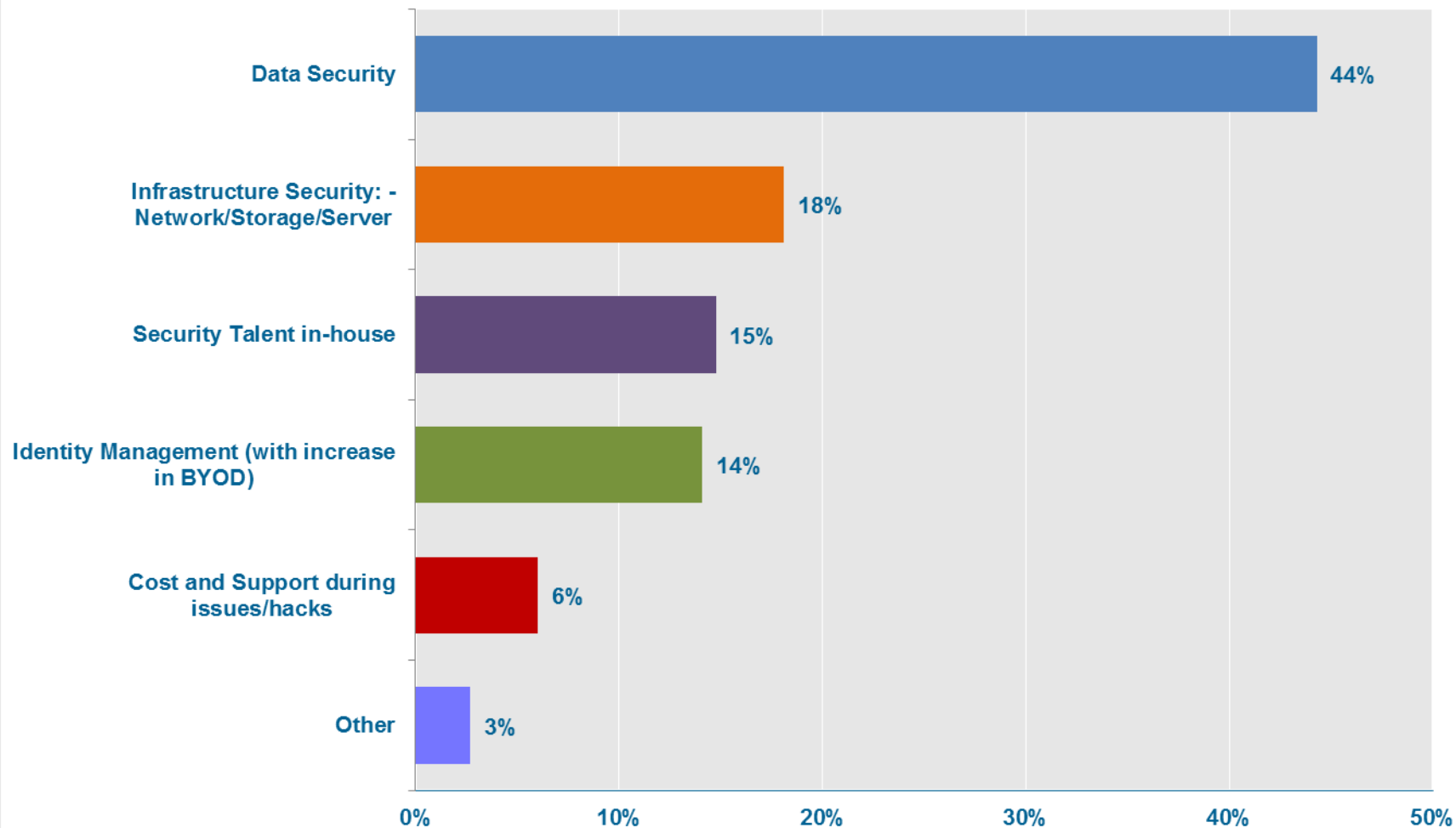
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What is your biggest concern with Security for your environment?



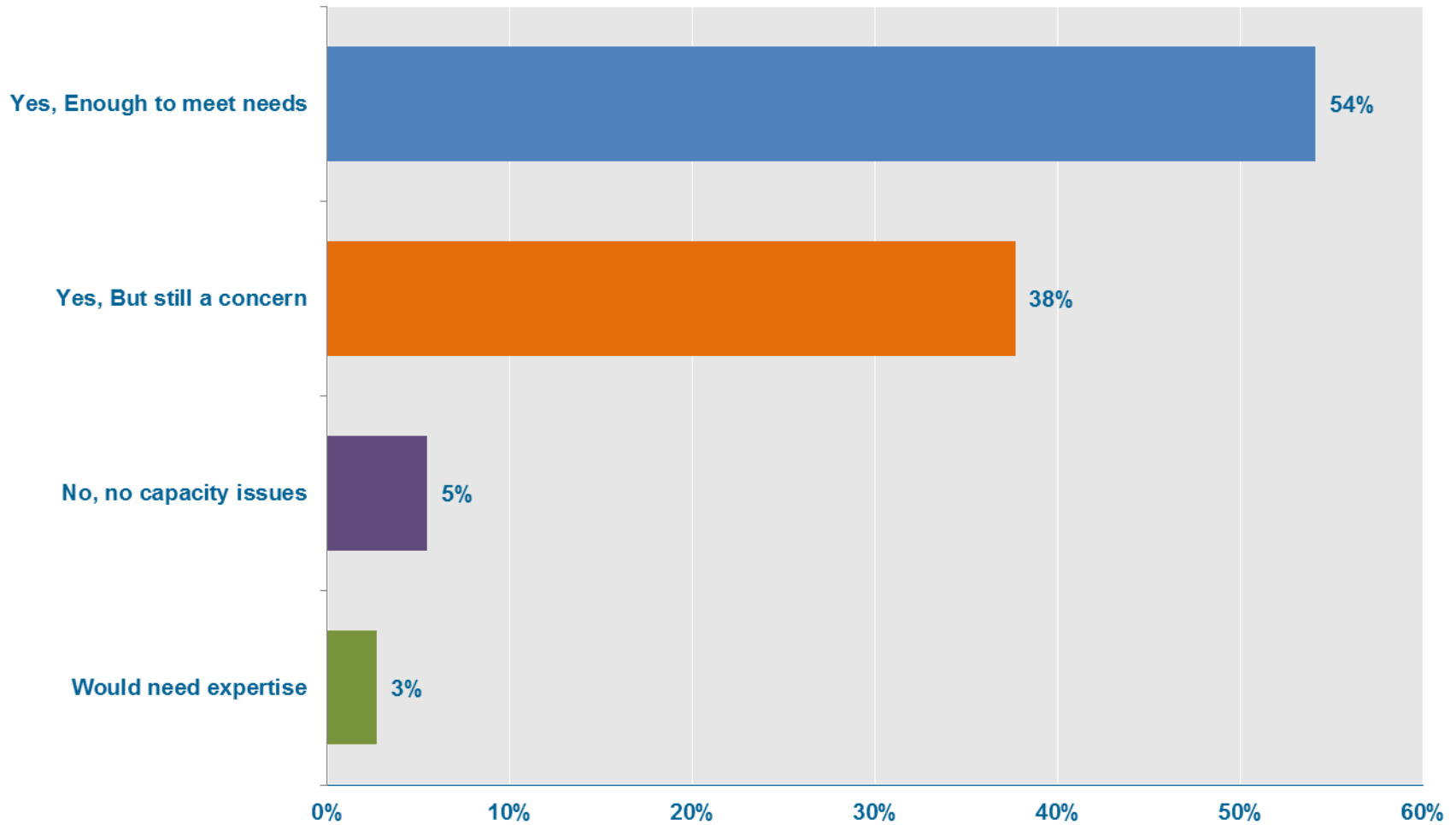
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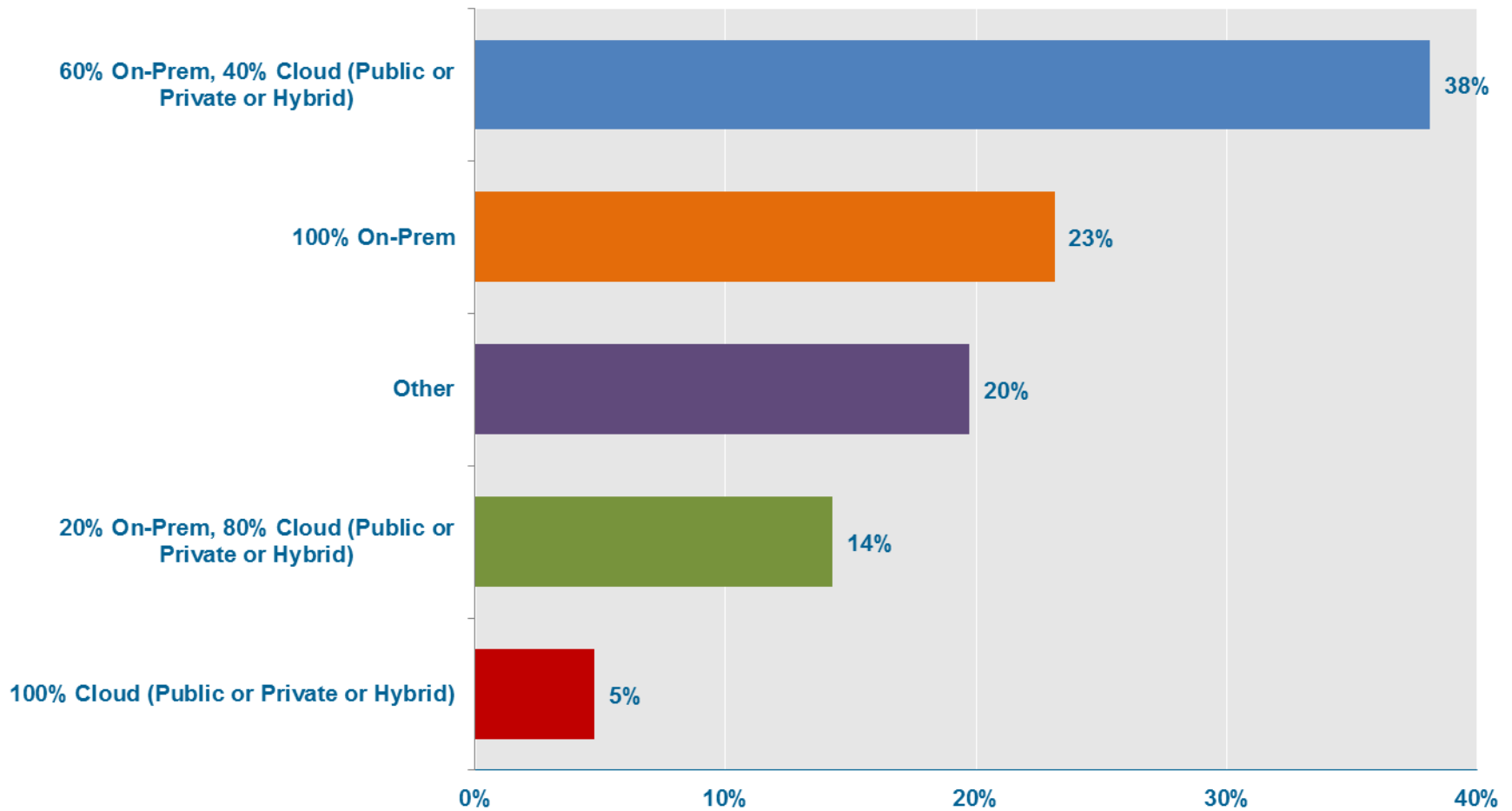
Are you able to increase data center capacity for your Applications through consolidation & virtualization?



Stop guessing. Start building.



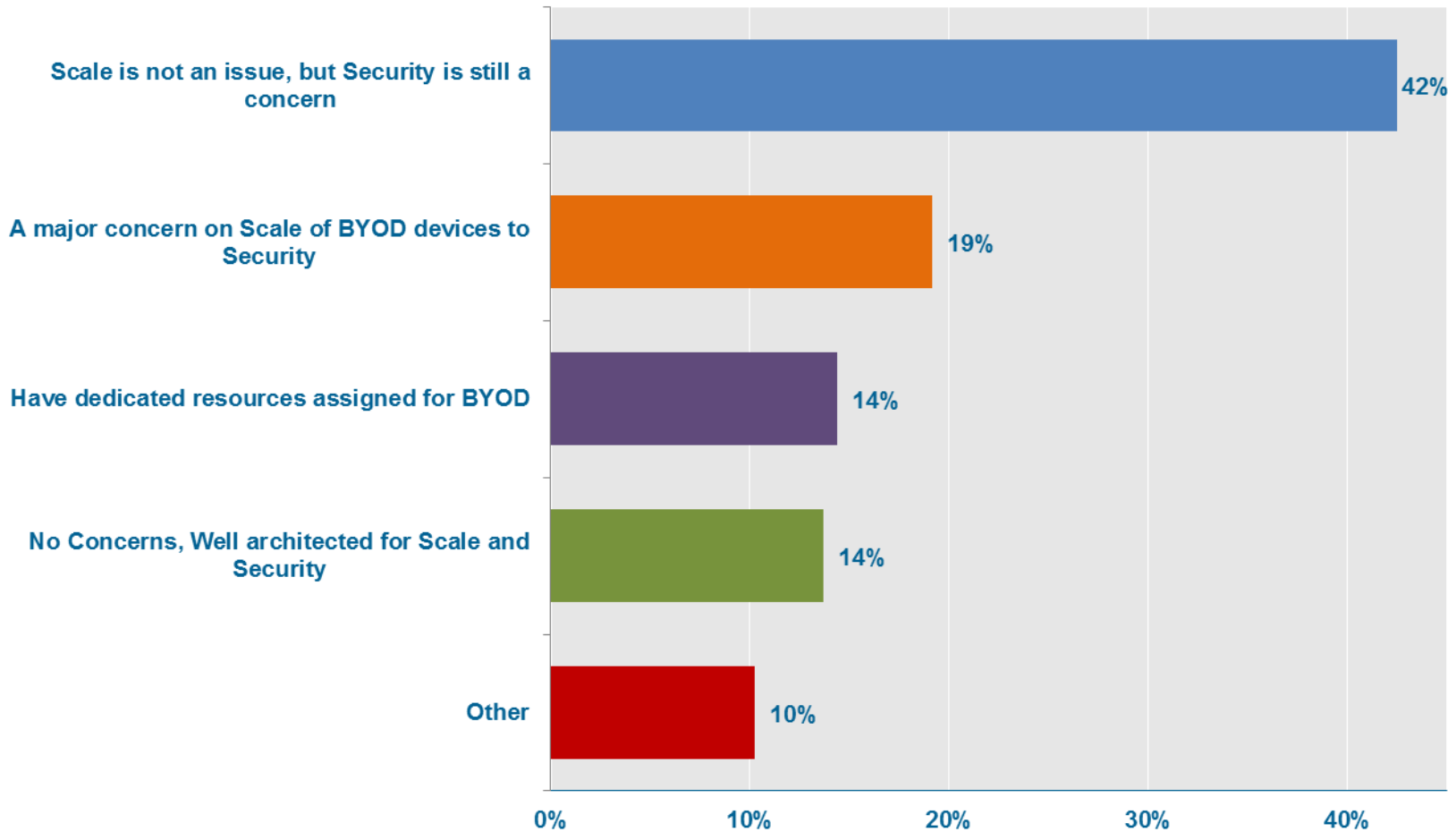
Where do your applications sit (instances)?



Is your IT maintaining, updating and keeping the application deployment on smartphones (Employee BYOD) secure?



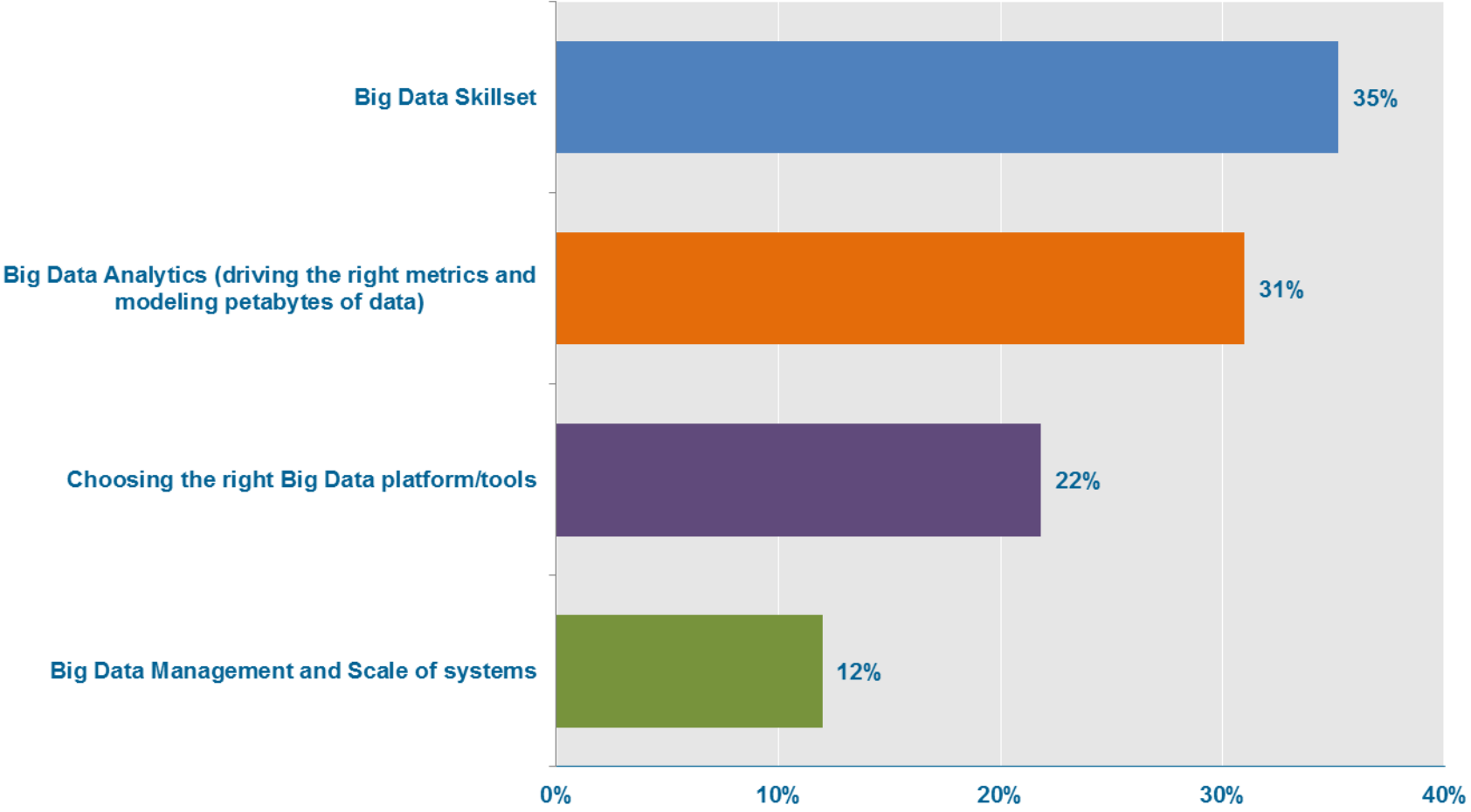
Stop guessing. Start building.



What is your biggest concern with Big Data for your environment?



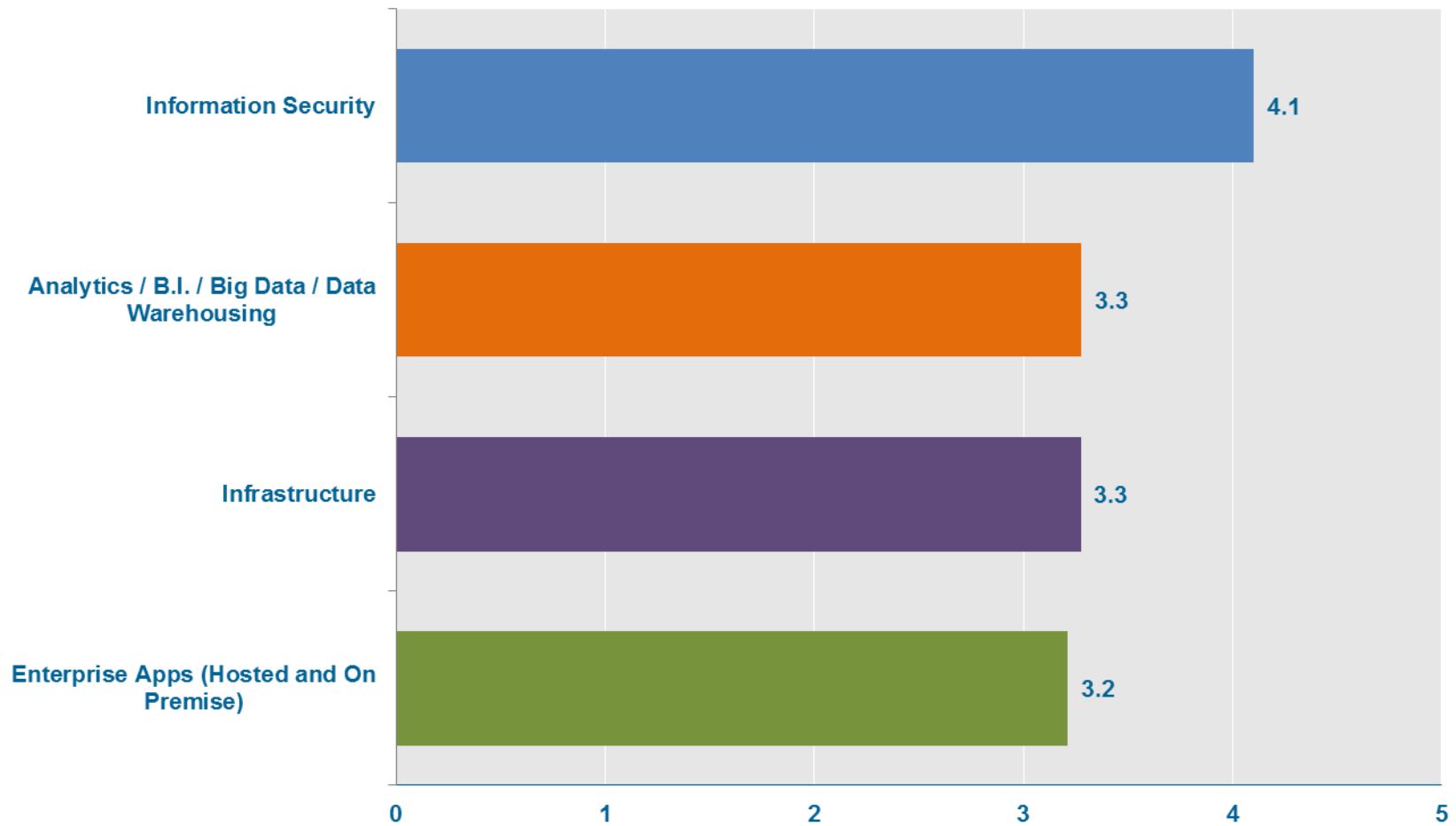
Stop guessing. Start building.



On a scale of 1-5 please rank these categories as relative pain priority sector



Stop guessing. Start building.

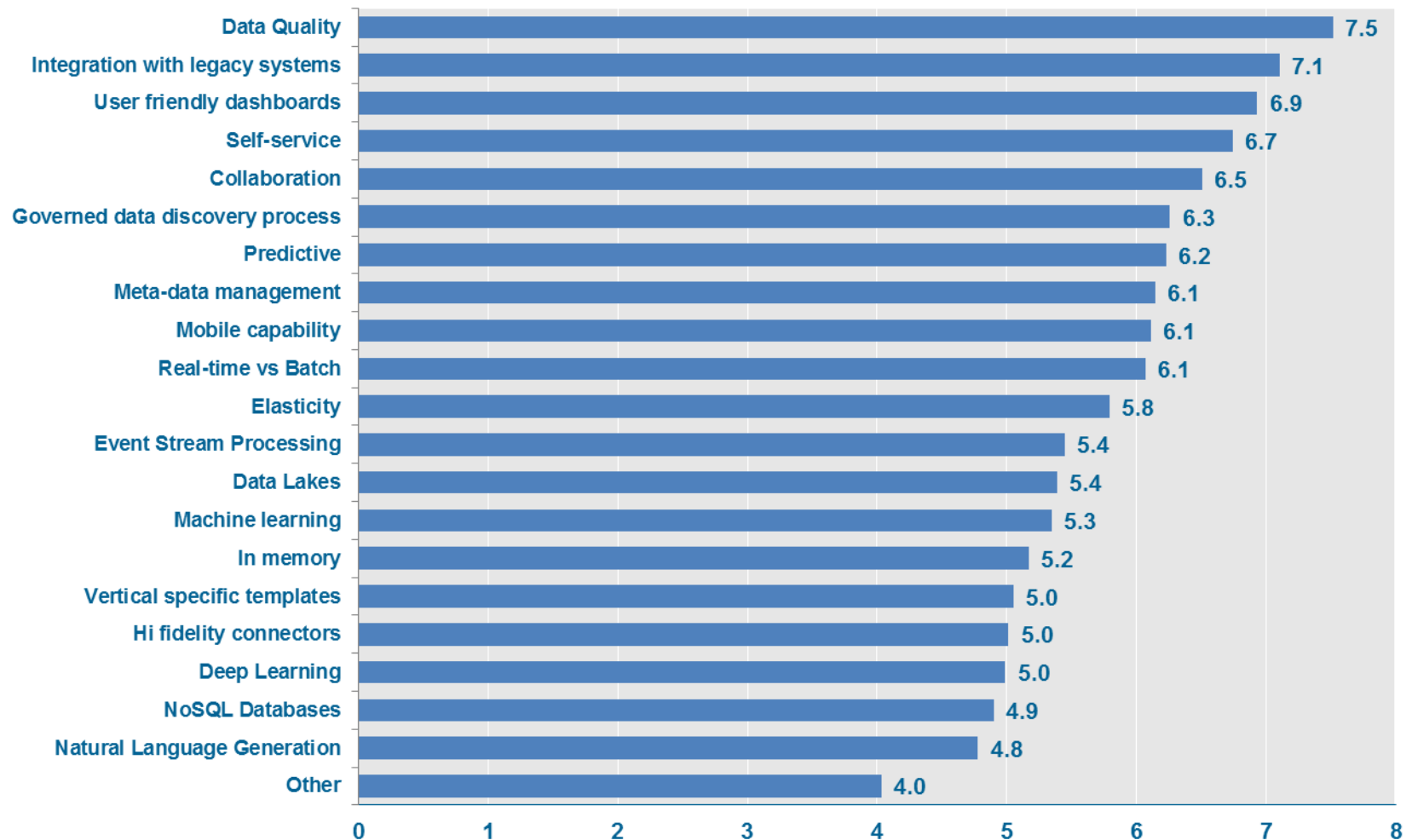




Analytics / B.I. / Big Data / Data Warehousing

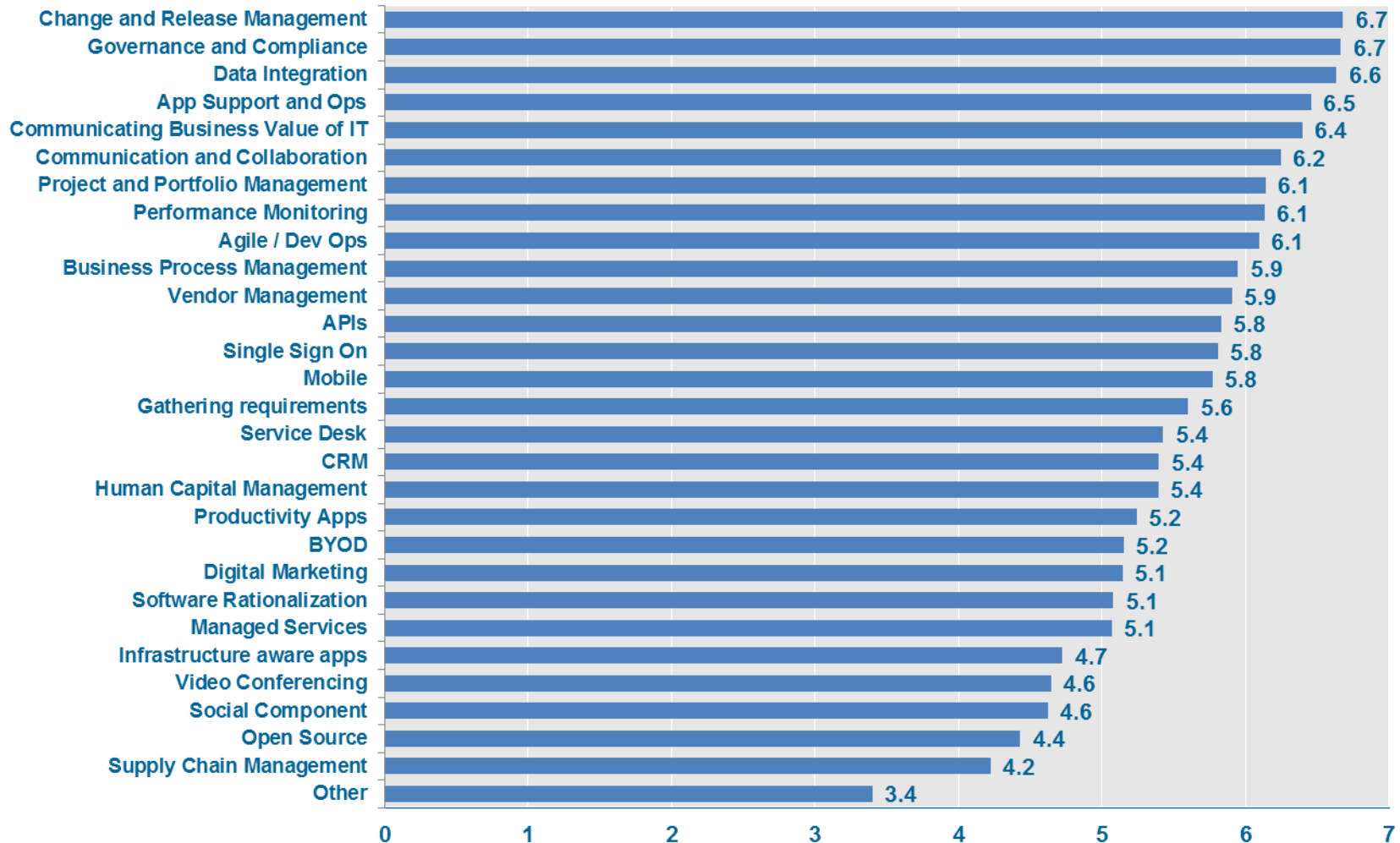
On a scale of 1-10 (with 10 being highest), rank this category as a relative pain

Stop guessing. Start building.



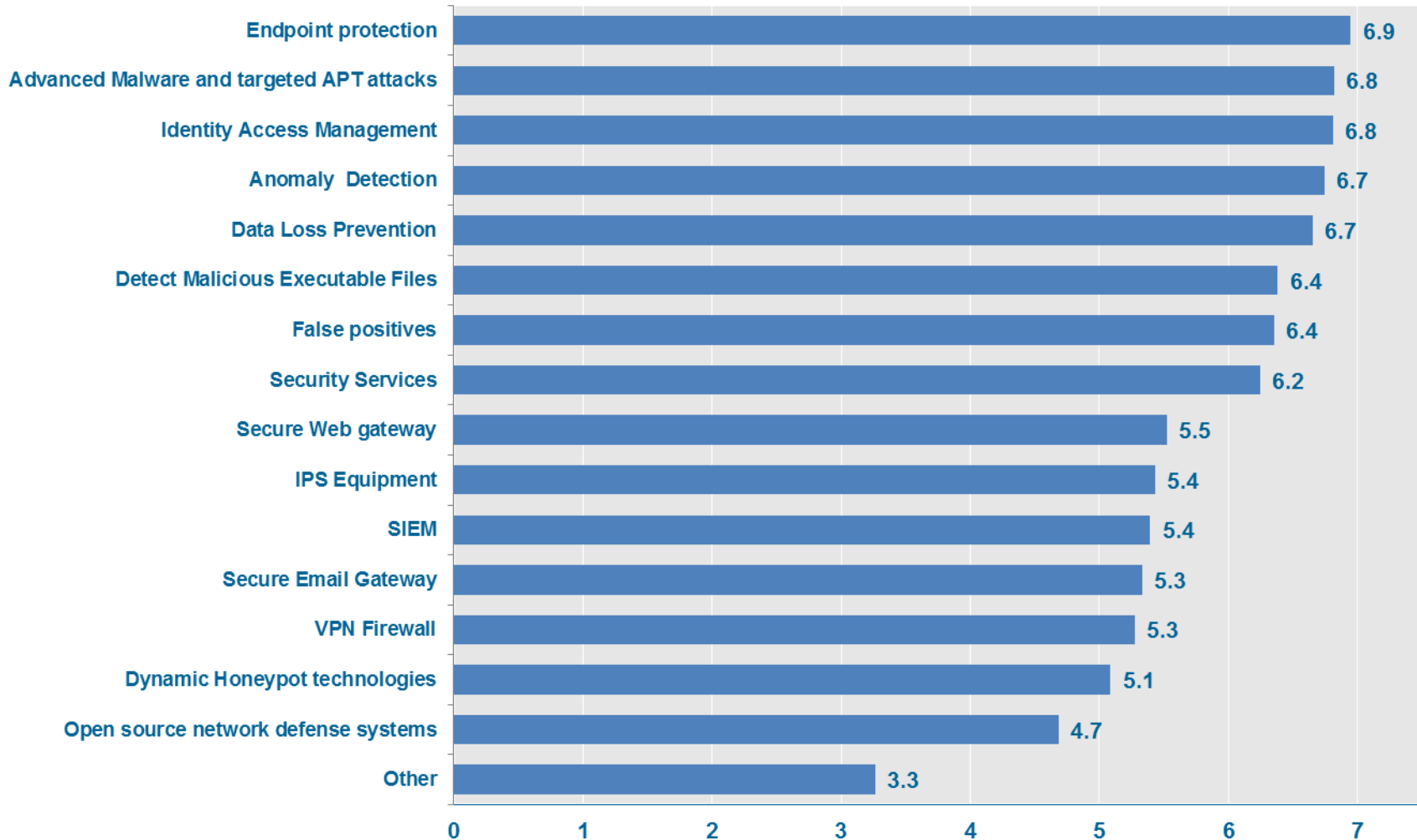
Enterprise Apps (Hosted and On Premise)

On a scale of 1-10 (with 10 being highest), rank this category as a relative pain point



Information Security

On a scale of 1-10 (with 10 being highest), rank this category as a relative pain point



Infrastructure

On a scale of 1-10 (with 10 being highest), rank this category as a relative pain

Stop guessing. Start building.

