

# Overcoming 4 COMMON CONCERNS about Managed Cloud Services

Managed cloud services can be a boon for business, but many IT leaders fear the switch.

NEXT STEPS

Your IBM Account Executive can show you how Cloud Managed Services can optimize your business. Ask for our white paper:



*Ensuring the Success of Your Managed Cloud Service Deployment: Six Lessons from Managed Cloud Service Users.*

## Migrating My Data Will Be Too Hard or Disruptive to the Business

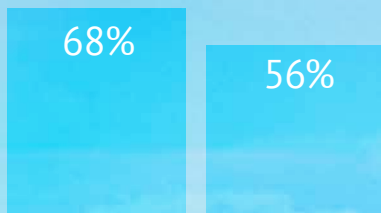
1



IBM offers tools and expertise that facilitate a **better migration** experience



**82%** said the assistance was extremely or very important to success



Used Chosen Managed Services Provider for Migration | Used Provider's Consultation Services

## I'm Afraid My Information Won't Be Secure

2



IBM offers **deep security expertise**

Adoption of managed cloud services



Reduced hardware and software maintenance burden



Improved disaster recovery and business continuity capability



Increased experience of SAP and Oracle workloads

## I Won't Know Where My Data Is or if It Is Compliant With Applicable Regulations

3



IBM is able to help meet **compliance requirements**

**76%** said their compliance capabilities improved for SAP or Oracle workloads

## I Won't Achieve Adequate ROI for My Managed Cloud Service

4



**97%** were highly satisfied with IBM as a managed cloud services provider

**68%** are able to provide better customer service

**60%** are better able to optimize their SAP and Oracle workloads

**70%** cite faster delivery of services to the business

Sources: Frost & Sullivan research. The 2017 Frost & Sullivan Managed Cloud Services Survey was conducted via Web in June 2017. Responses were collected from 254 US-based IT decision-makers representing a range of company sizes and industries.

Definition: **Managed Cloud**—Managed cloud solutions create a partnership between the enterprise and the service provider in which the provider contributes cloud technology, infrastructure, and expertise, and the enterprise retains control and oversight of application performance.