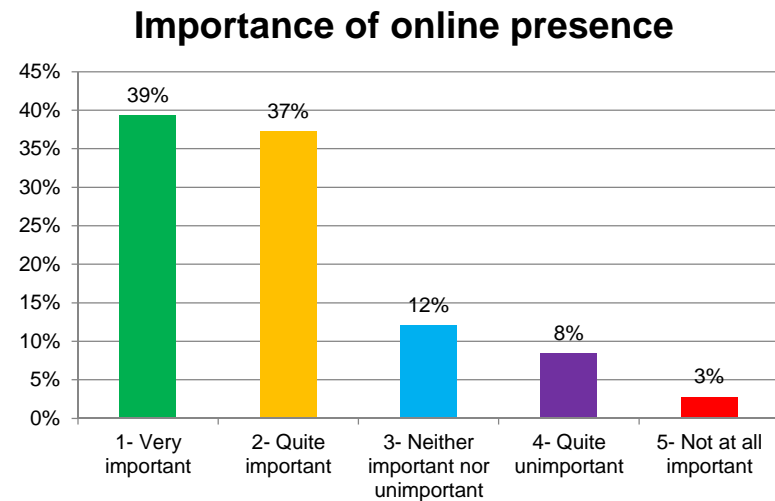


IT Infrastructure Outsourcing Survey 2013

Outcomes all regions
U.S. / U.K. / NL

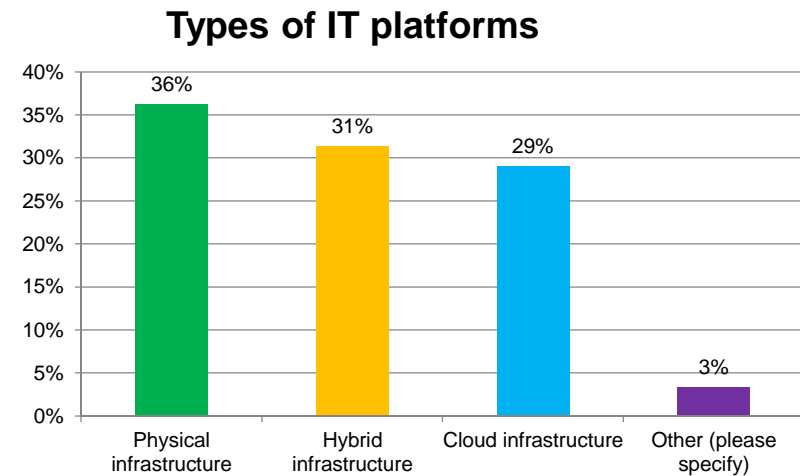
Importance of online presence

- Majority of the respondents, 76%, find that having an online presence is important
- Of which 39% find it very important and
- 37% quite important



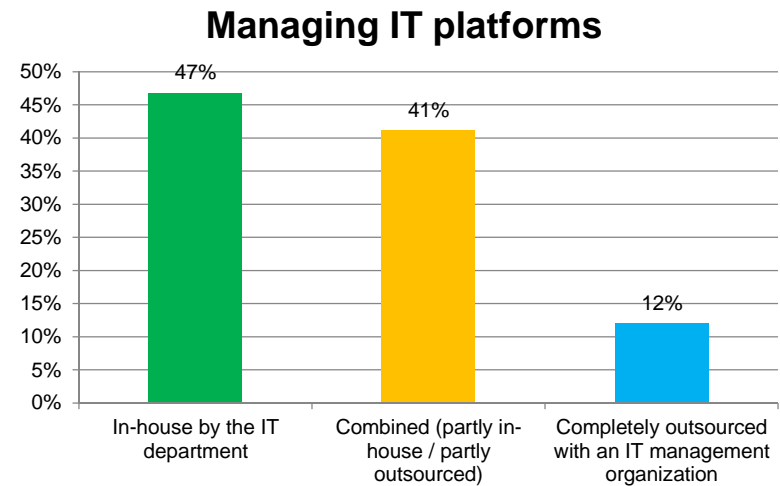
Types of IT platforms

- The most common type of IT platform is the physical infrastructure (36%)
- Followed by hybrid infrastructure (31%) and
- Cloud infrastructure (29%)



Managing IT platforms

- 47% manage their IT platforms in-house, through their IT department
- Followed closely by 41% who use a combination of partly in-house and partly outsourced
- Very few (12%) have completely outsourced their IT management



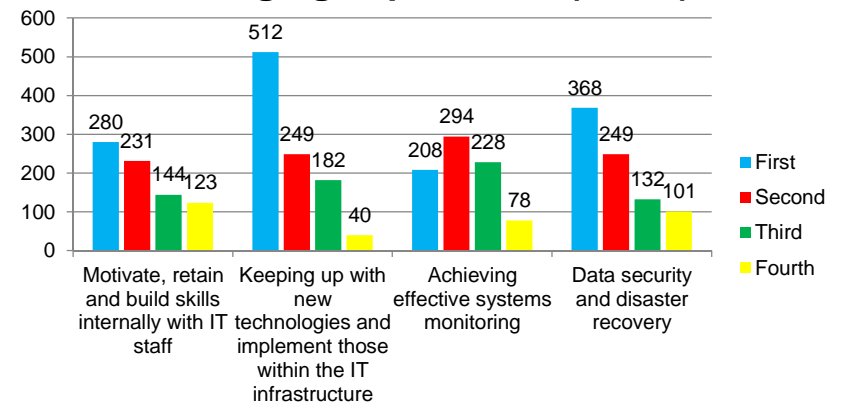
Priority for biggest challenges in managing IT platforms (score)

- ☉ The biggest challenge (also ranked as priority) in managing IT platforms is keeping up with new technologies and implementing those within the infrastructure
- ☉ Followed with data security and disaster recovery

☉ Rank:

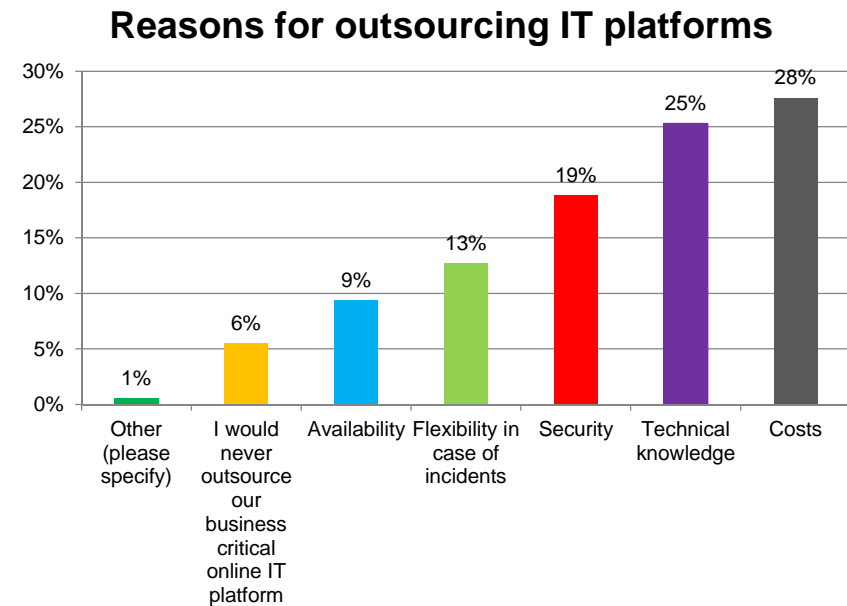
- ▶ 1. Keeping up with new technologies
- ▶ 2. Data security
- ▶ 3. Build skills with IT staff
- ▶ 4. Achieving effective monitoring

Priority for biggest challenges in managing IT platforms (score)



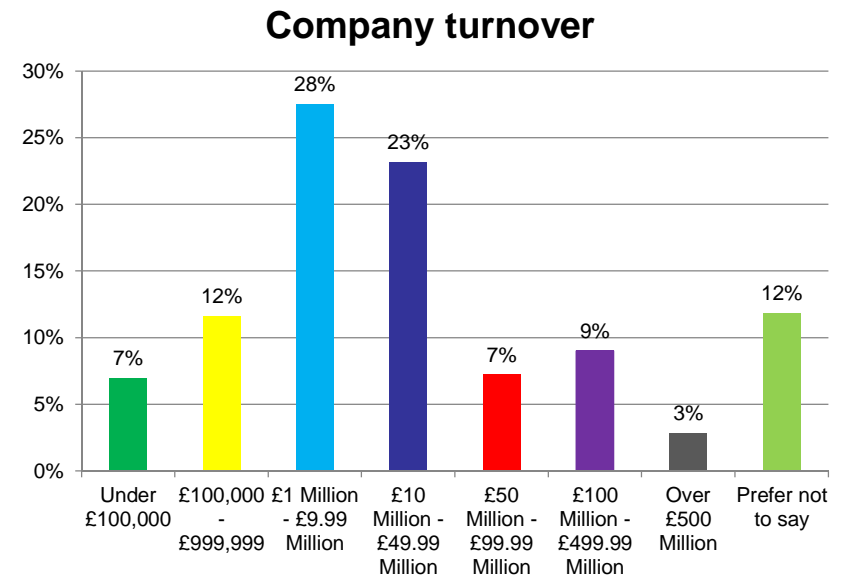
Reasons for outsourcing platforms

- The most important reason why IT platforms have or would be outsourced is due to Costs (28%)
- Followed closely by Technical knowledge (25%)
- And security (19%)



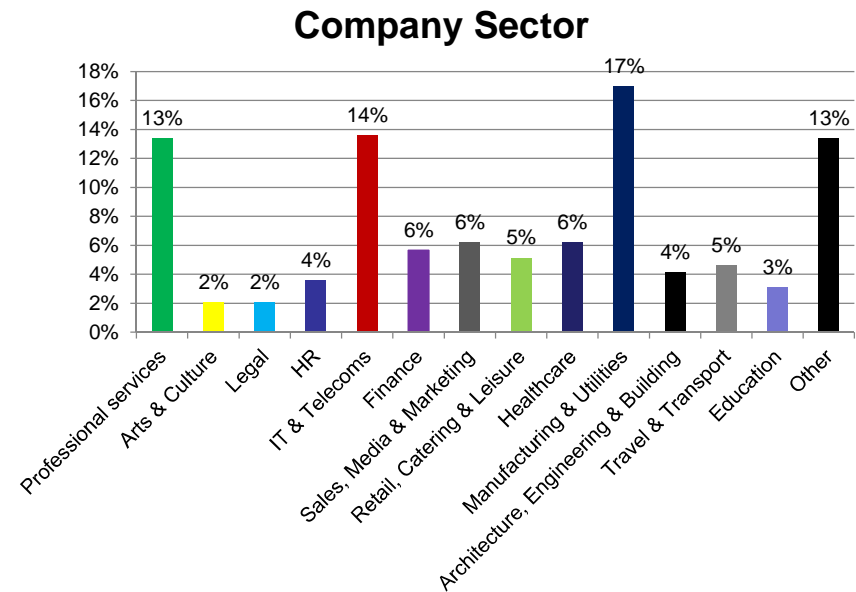
Company turnover

- 51% have between £1m-£50m company turnover
- The most common turnover within this group is £1-£10m, which represents 28% of all responses
- Followed closely by 23% having a turnover of £10-50m
- 19% have a turnover of under £1m and equally, 19% have a turnover of £50m and over



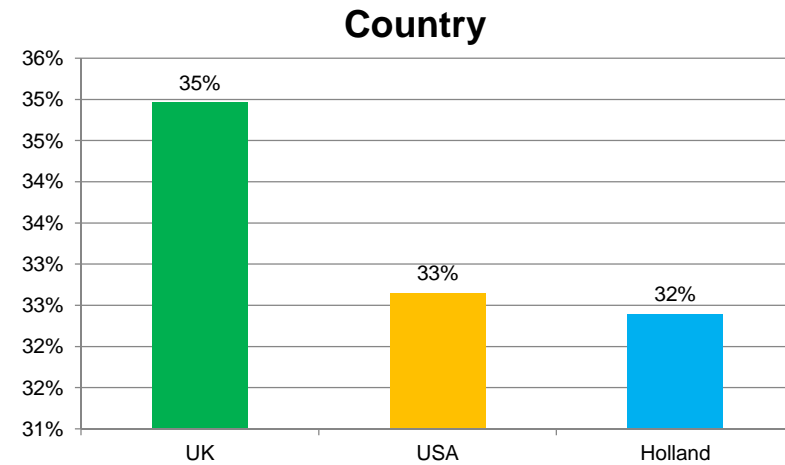
Company sector

- 17% of responses are from the Manufacturing & Utilities sector
- 14% IT & Telecoms and
- 13% are from Professional Services.



Country

- 35% of respondents are from United Kingdom
- 33% are from USA and
- 32% are from Holland



Level / status of employment

- 59% of respondents are Middle Managers / Professionals and
- 28% are Senior Managers / Professionals

