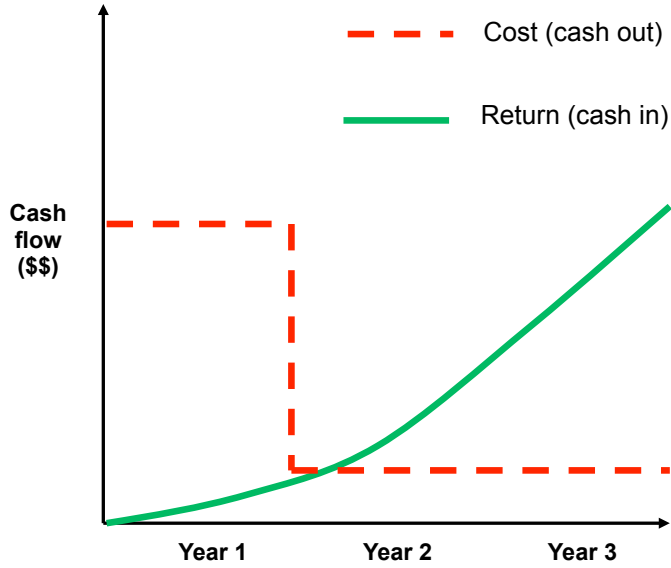


It's Early Days For Cloud Computing

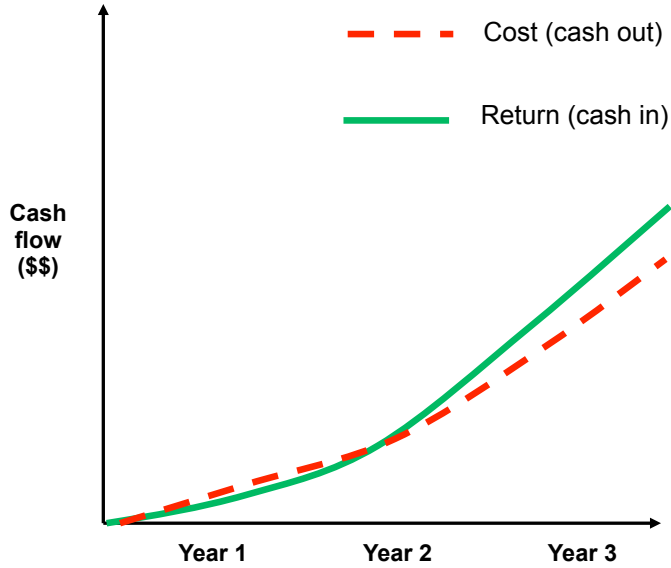
Ted Schadler
Vice President & Principal Analyst
Forrester Research

March 20, 2010

On-premises solutions require up-front payments



Cloud-computing costs rise as demand (and return) grows



Cloud computing encompasses three layers

	<u>Number of providers by 2019</u>
<u>Software-as-a-Service (SaaS)</u> Cisco WebEx, Google Apps, Microsoft Exchange Online, salesforce.com	10,000s
<u>Platform-as-a-Service (PaaS)</u> Google AppEngine, Microsoft Azure Services Platform, salesforce Force.com, EngineYard	<10
<u>Infrastructure-as-a-Service (IaaS)</u> Amazon EC2 & S3, Rackspace, Terramark, Savvis, AT&T	100s

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What do you get from each layer?

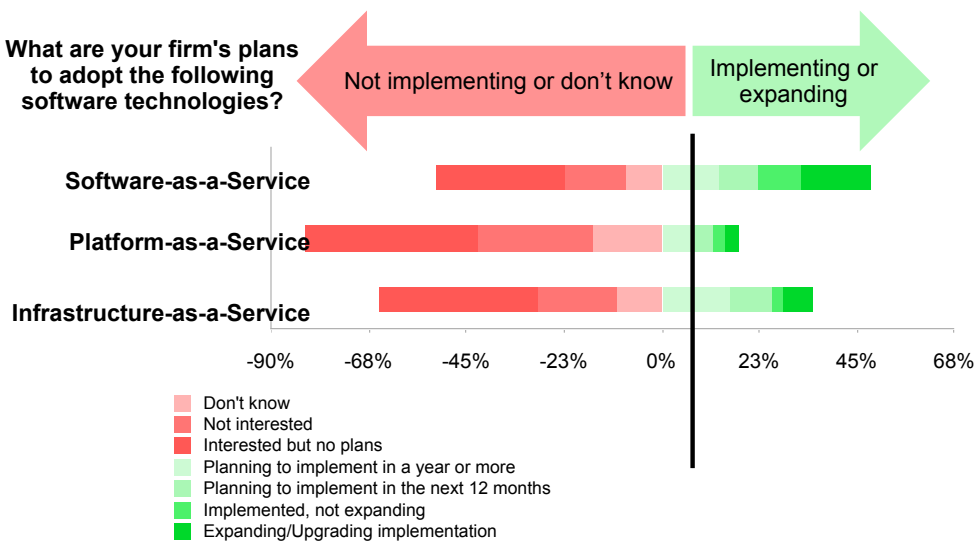
IaaS: servers and storage

PaaS: platforms to build and host new applications

SaaS: applications and application components like payment processing or maps or identity management

SaaS leads in the US cloud conversion

What are your firm's plans to adopt the following software technologies?



Source: Hardware Survey, Q3 2009

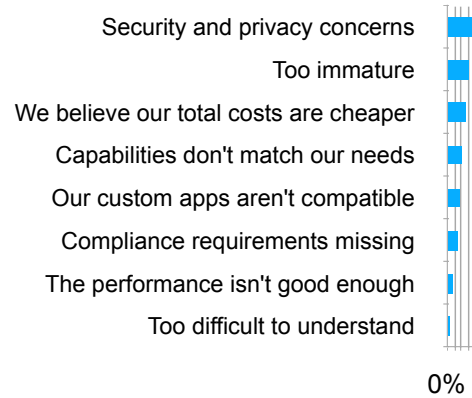
Base: 301 European IT decision-makers

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Security and maturity lead the worry list

Why isn't your firm interested in pay-per-use hosting of virtual servers (also known as cloud computing)?



Source: Hardware Survey, Q3 2009

Base: 407 US IT decision-makers

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Thank you

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