

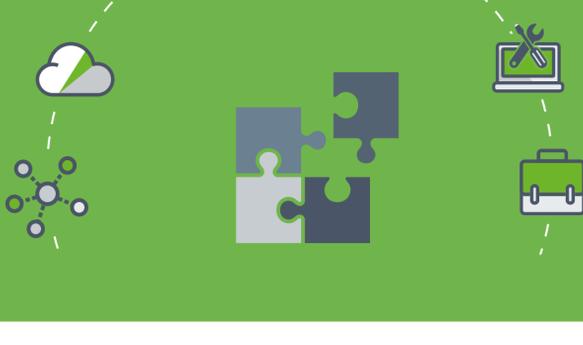
Find your perfect combination

Hybrid cloud trends in 2018 to impact your business

Take charge of your IT environment

Choosing the right cloud deployment model is hard. Dimension Data has predicted the key trends in hybrid IT for 2018, so your organisation can make the right considerations when it comes to employing essential enterprise applications.

Putting the pieces of the jigsaw together



The seven hybrid cloud trends that will impact your organisation in 2018

One

Transforming customer experiences and targeted business outcomes with the Internet of Things (IoT)

In 2018 we predict that the IoT will deliver on its promise and continue to provide tangible benefits to organisations. Provided they have a clear business need and plan in mind.



Services built on top of software will enable IoT to generate **\$300 billion** in incremental revenue¹



Expect a **shift** from stand-alone intelligent things to a swarm of collaborative intelligent things²



The largest companies will exploit intelligent apps, big data and analytics tools to **improve customer experience**³

Two

Hybrid cloud cost containment is a pervasive issue

Many organisations have realised that their objectives around the public cloud have not been met. Public cloud is proving more expensive than anticipated as costs continue to escalate. In the next twelve months we'll see organisations carefully assess their return on investment in first-generation cloud projects and an increase in building of private clouds.



1/3 of early migrators cite high fees for passing the data between systems as a challenge⁴



59% of enterprise decision-makers are adopting hybrid cloud⁵



38% of enterprise decision-makers say they are building private clouds in 2018⁶

Three

Increasing understanding of the platform economy

2018 is set to be the year of the platform economy. Businesses will recognise its true potential and the impact on their operating models and the changes they will need to make, including digital front-ends and a higher level of risk.



Within **five years** corporate valuations will be based on their platform ecosystems⁷



82% of companies with platform strategies believe platforms will be the 'glue' that brings organizations together in the digital economy⁸



By 2018, digital business will require **50%** less business process workers and **500%** more key digital business⁹

'Smaller cloud providers hope that by creating very industry-specific hybrid cloud offerings, they'll be able to lure organisations away from the likes of AWS and Microsoft Azure.'

Four

Hybrid cloud solutions are becoming verticalised

Vertical cloud solutions are one of the big trends we see taking off in 2018. Smaller cloud providers are looking for differentiation from hyperscalers - finding ways to drive scale and grow market share.



Cloud adoption strategies will influence over **50%** of IT outsourcing deals by 2020¹⁰



By 2020, **62%** of all CRM software will be cloud-based¹¹



The global SaaS industry will continue to expand in **2018** (and to around \$50 billion by 2024)¹²

Five

The rise of hybrid cloud management solutions

2018 will see a continued commitment to multi-cloud architectures, both public and private, and from several providers. Organisations need to find ways to simplify their management systems within their environments, resulting in a higher demand for specific workload-centric management solutions that run across multiple platforms.



By 2018 **80%** of all IT budgets will be committed to cloud apps and solutions¹³



Over **85%** of enterprise IT organisations will commit to multi-cloud architectures by 2018¹⁴



By **2018**, industry cloud creation will be a top market-entry strategy for IT providers and industrial firms¹⁵

Six

Industry skills and talent pool continue to shrink

In the coming year organisations will have to deal with the continued shrinkage of the talent pool for architecting, implementing, and operating hybrid cloud solutions. However, this will generate new opportunities for managed services providers that can deliver highly automated services.



47% of early migrators have over 50 people dedicated to their migration process¹⁶



49% of businesses are delaying cloud deployment due to cybersecurity skills gap¹⁷



16% private cloud creation in services companies due to lack of IT security skills¹⁸

Seven

Expectation for service providers to deliver a unified, embedded cybersecurity posture - across all platforms and services



By 2018, **90%** of organisations worldwide will implement at least one form of Data Loss Prevention (DLP)¹⁹



92% of Microsoft Partners will include cybersecurity as part of their services by 2018²⁰



78% of Microsoft Partners expect security concerns will help retain business in 2018²¹

Our hybrid cloud expert

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Be the business embracing next-generation technology

www.dimensiondata.com/2018ITTrends

¹www.accenture.com/technology/interconnectivity-and-the-iot-revolution - ²www.gartner.com/SmarterWithGartner/top-10-strategic-technology-trends-for-2018 - ³www.assets.lipng.com/content/dam/lipng/ux/pdf/2017/06/2017-global-ecs-outlook.pdf - ⁴www.zdnet.com/article/cloud-computing-migration-more-expensive-and-complicated-than-you-thought - ⁵www.superoffice.com/blog/customer-experience-2018-05 - ⁶www.cio.com/article/3137946/cloud-computing/6-trends-that-will-shape-cloud-computing-in-2017.html - ⁷www.accenture.com/fr-fr/_acnmedia/PDF-2/Accenture-Platform-Economy-Technology-Vision-2016-France.pdf - ⁸www.accenture.com/fr-fr/_acnmedia/PDF-2/Accenture-Platform-Economy-Technology-Vision-2016-France.pdf - ⁹www.gartner.com/newsroom/id/2868617 - ¹⁰www.gartner.com/newsroom/id/3016411 - ¹¹www.forbes.com/sites/kevincoyne/2015/06/20/2015-2016-crm-will-be-cloud-based-and-the-cloud-computing-migration-will-reshape-it-2015/#5d5e202010 - ¹²www.lesingsolutions.org/gas.com/wp-content/uploads/sites/5/2017/04/BNP-Paribas-Leasing-Solutions-As-a-Service.pdf - ¹³www.forbes.com/sites/loisicolumbus/2017/04/23/2017-state-of-cloud-adoption-and-security/#7e359b21848 - ¹⁴IDC FutureScape Worldwide IT Industry 2017 Predictions - ¹⁵www.idc.com/research/viewdoc.jsp?containerId=255940 - ¹⁶www.zdnet.com/article/cloud-computing-migration-more-expensive-and-complicated-than-you-thought - ¹⁷www.forbes.com/sites/loisicolumbus/2017/04/23/2017-state-of-cloud-adoption-and-security/#7e359b21848 - ¹⁸Ibid - ¹⁹www.gartner.com/newsroom/id/3496117 - ²⁰www.bctnews.com/2017/06/10/msp-security-talent-shortage - ²¹Ibid