



Round Table Session II

‘Follow the money: who’s investing in what?’

Introduced and Chaired by:

Manek Dubash
Editorial Director



Guest Speaker Presentation by:

Dan Pitt
Executive Director



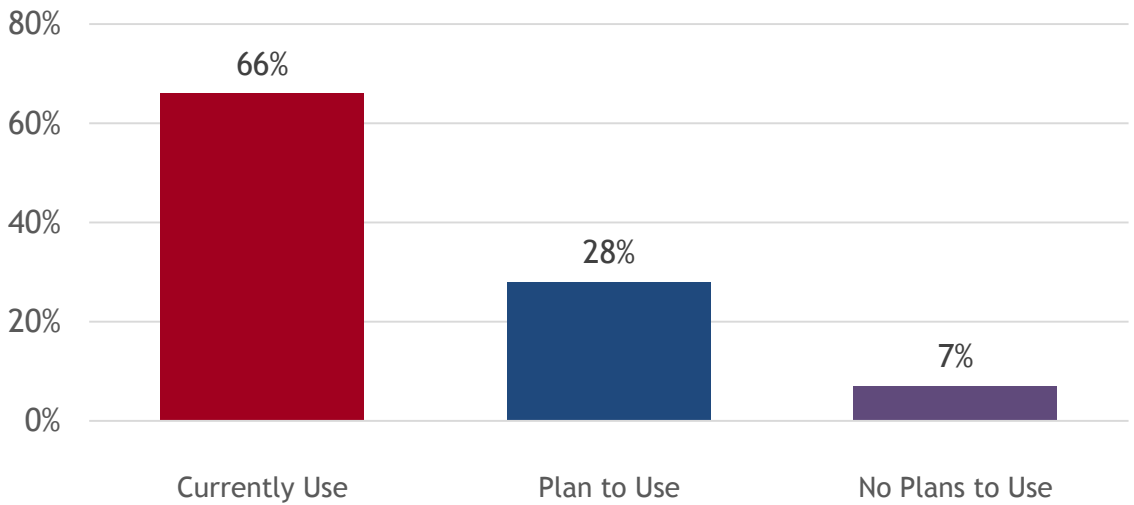


Follow the money: who's investing in what?

Agenda - What are going to talk about?

- Enterprise requirements
- Service provider actions
- Panel discussion

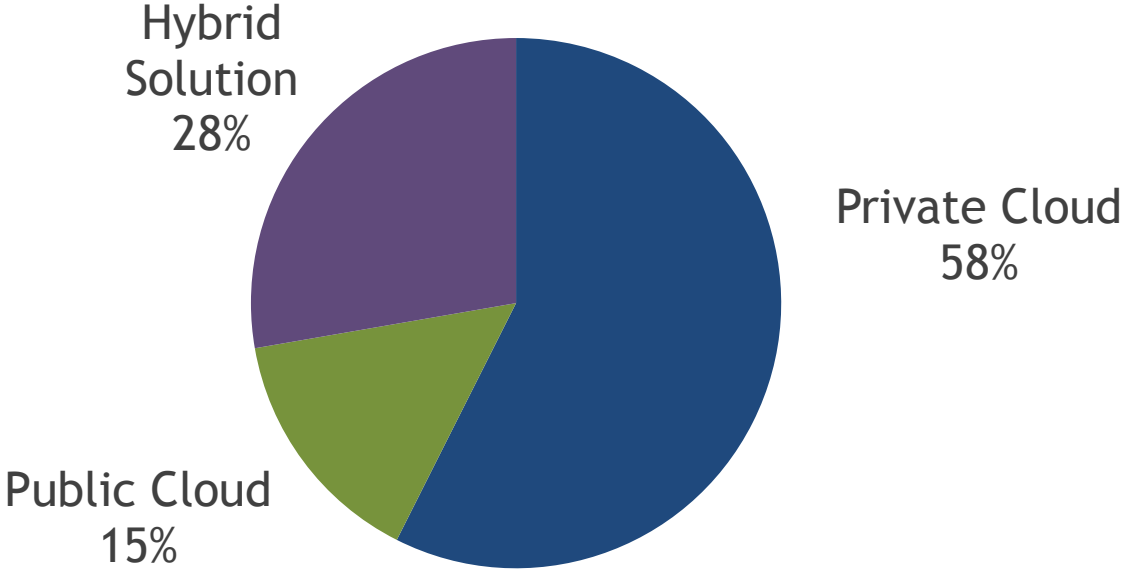
Current and Planned Use of Cloud Services



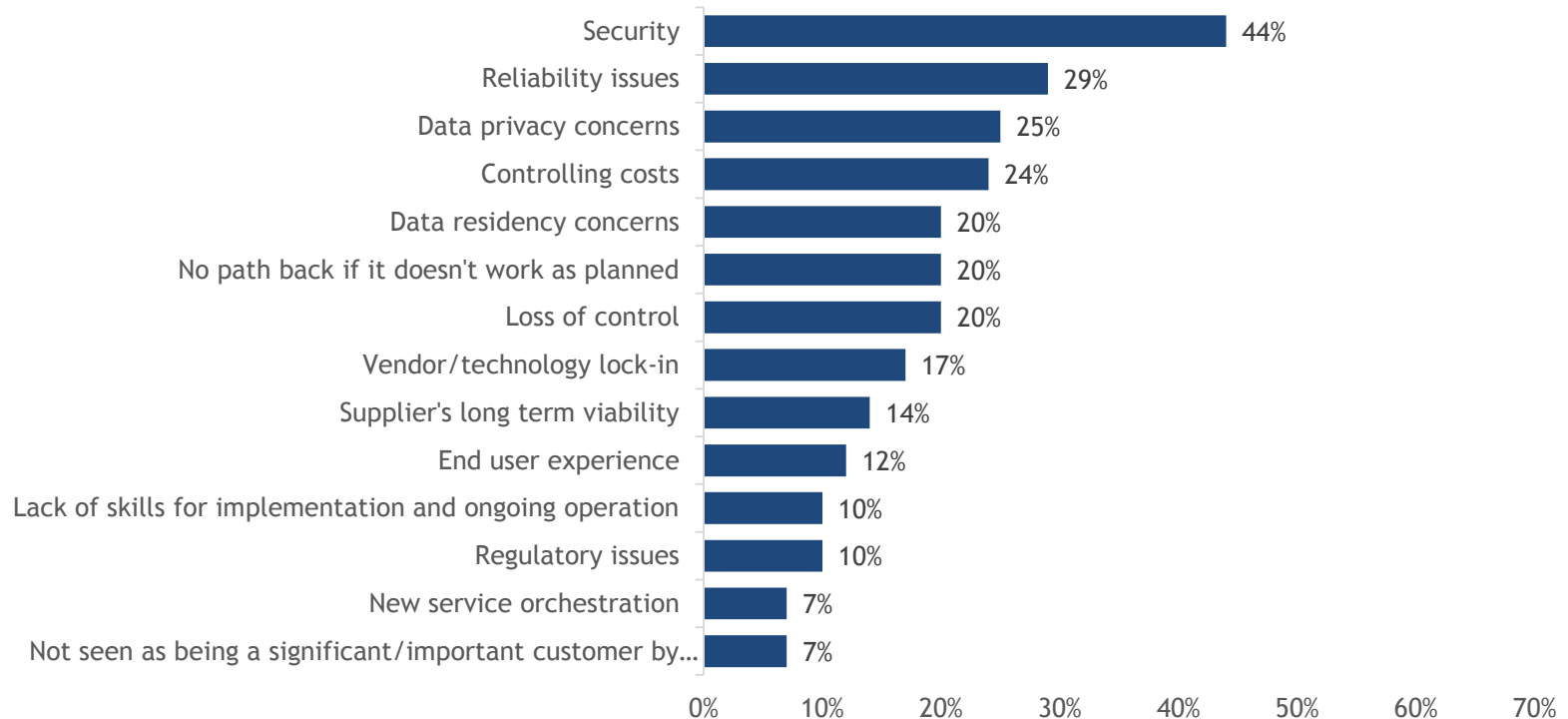
Q: Does your organization currently use or plan to use any Cloud-based services in the next 24 months?
Source: Current Analysis 2014 Enterprise Investment Plans Survey



Type of Cloud Currently Used



Concerns in Moving to a Cloud-Based Strategy



Q: In moving to a Cloud based strategy, what were your biggest concerns? (select up to 3)

Source: Current Analysis 2014 Enterprise Investment Plans Survey

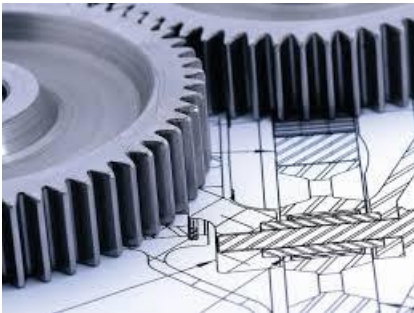




- **Building Momentum for Hybrid Solutions**



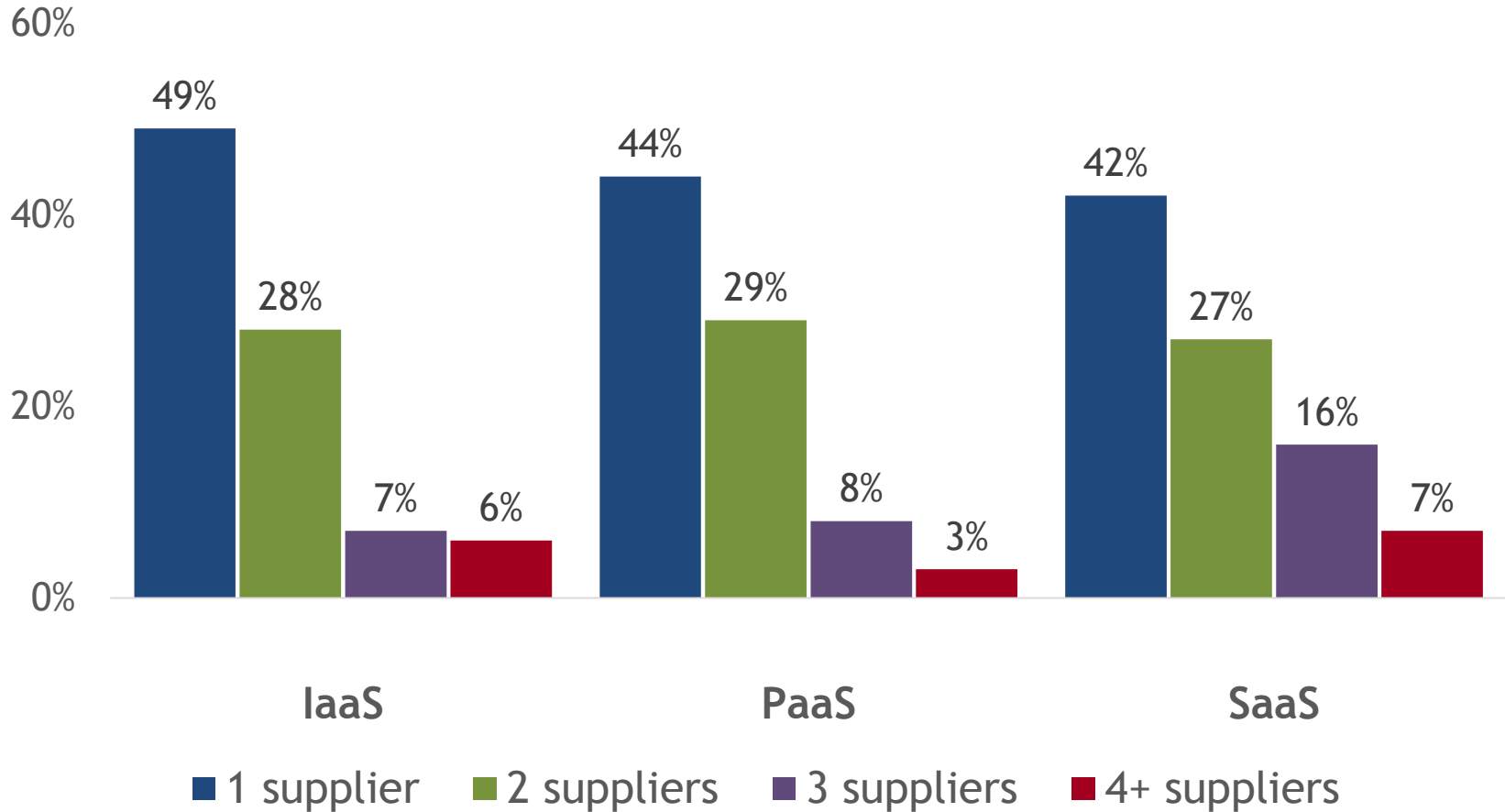
- **Security Dominates the Discussion**

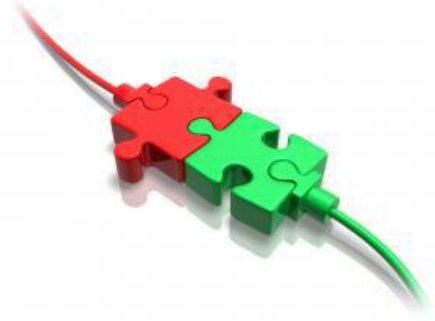


- **Enter Engineered Systems**



Number of Suppliers for IaaS, PaaS and SaaS





- **Cloud Interoperability Takes Hold**



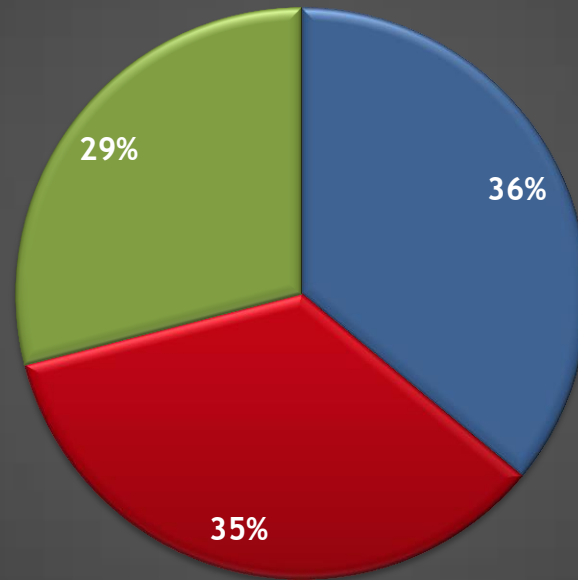
- **Coopetitive Partnerships will Abound**



- **SDN, NFV, API & Portal Tie-up**



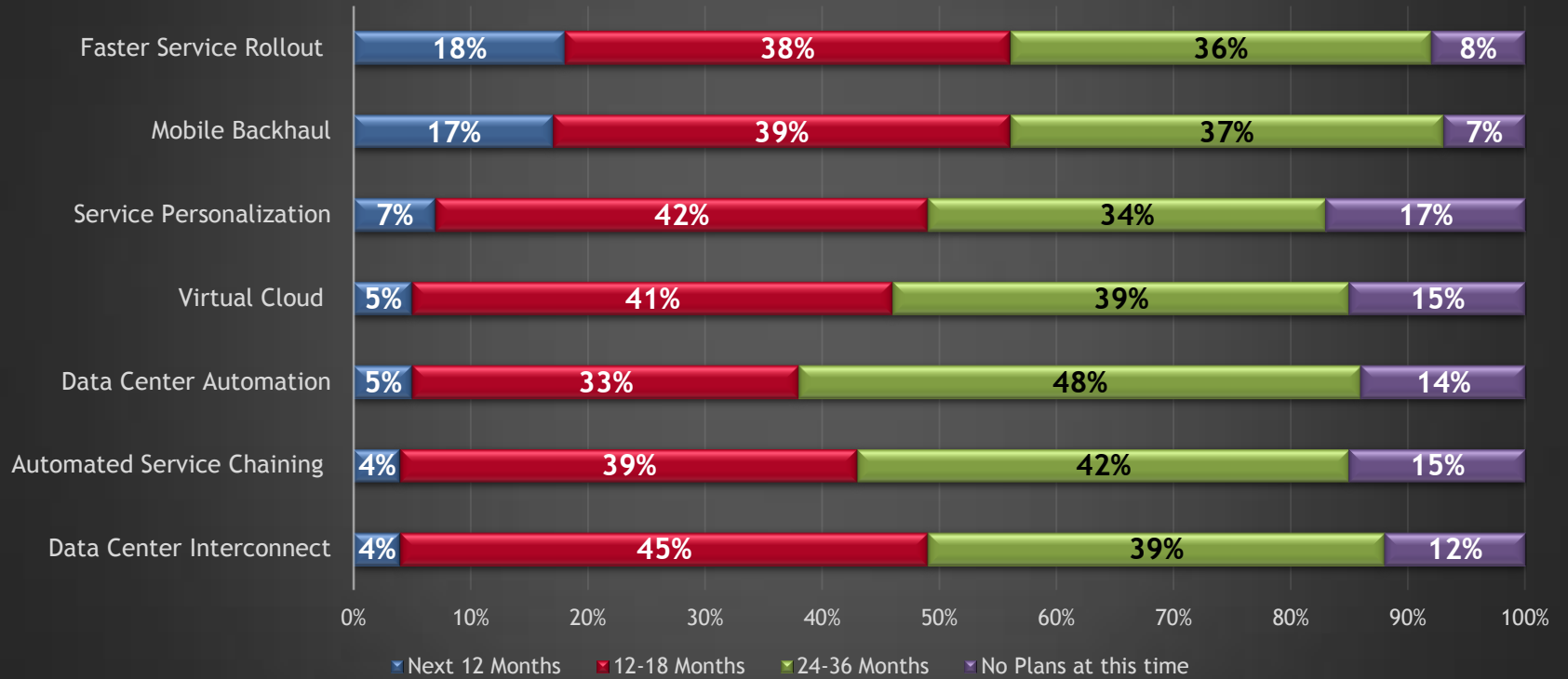
What is your company's primary driver for SDN/NFV Deployments



■ Support Existing Services ■ Service Enablement ■ Cost Savings



For each SDN Use Case, Describe Your Time Horizon for Investment/Deployment





Debate Session II

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OPEN NETWORKING
FOUNDATION

Dan Pitt, Executive Director

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Amit Sinha Roy, Vice President



**Chris Rezentes, Regional Manager, Partner
& Product Strategy – Asia Pacific**