



Debate Session I

Cloud service innovation: who's investing in what?

Introduced and Chaired by: Jeremiah Caron
Senior Vice President - Analysis



***Current* Analysis[®]**

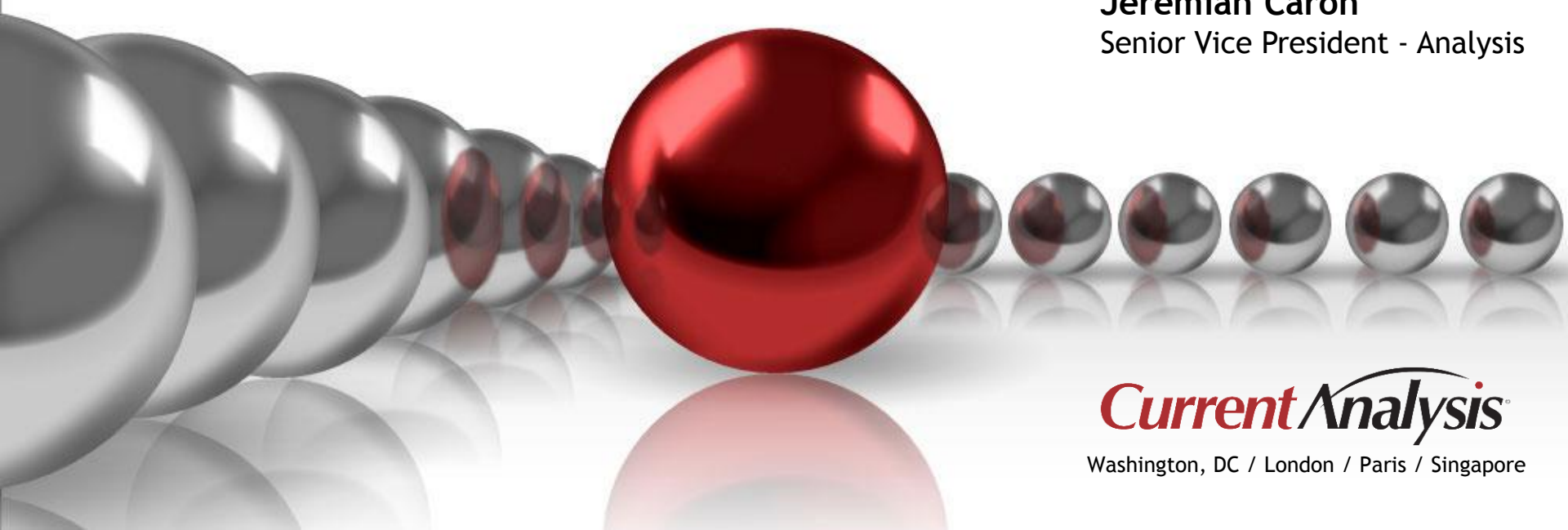


Innovations in Cloud Services

NetEvents
April 2015

Chaired by:

Jeremiah Caron
Senior Vice President - Analysis



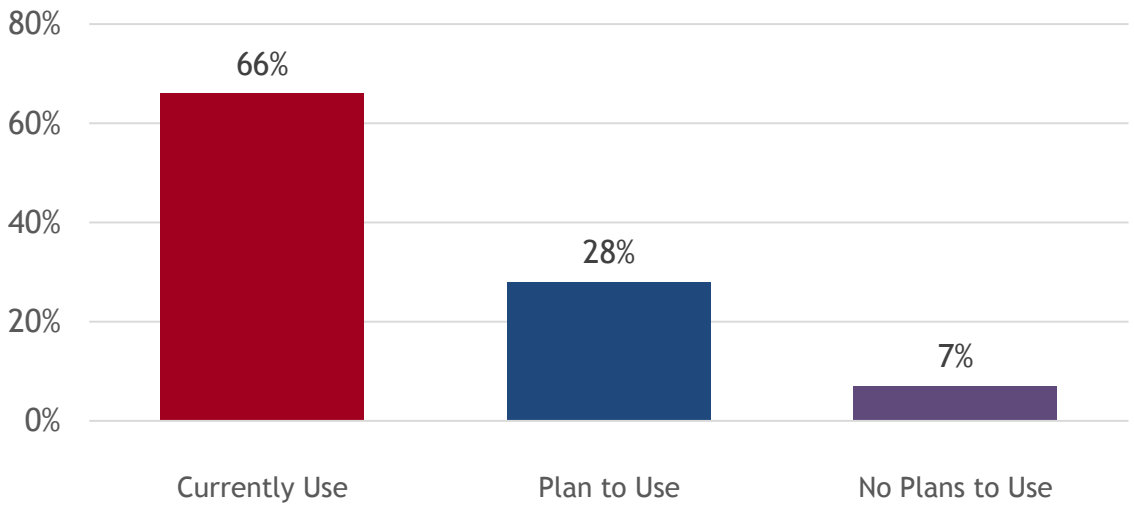
Agenda

What Are We Going to Talk About?

- enterprise requirements
- service provider actions
- panel discussion



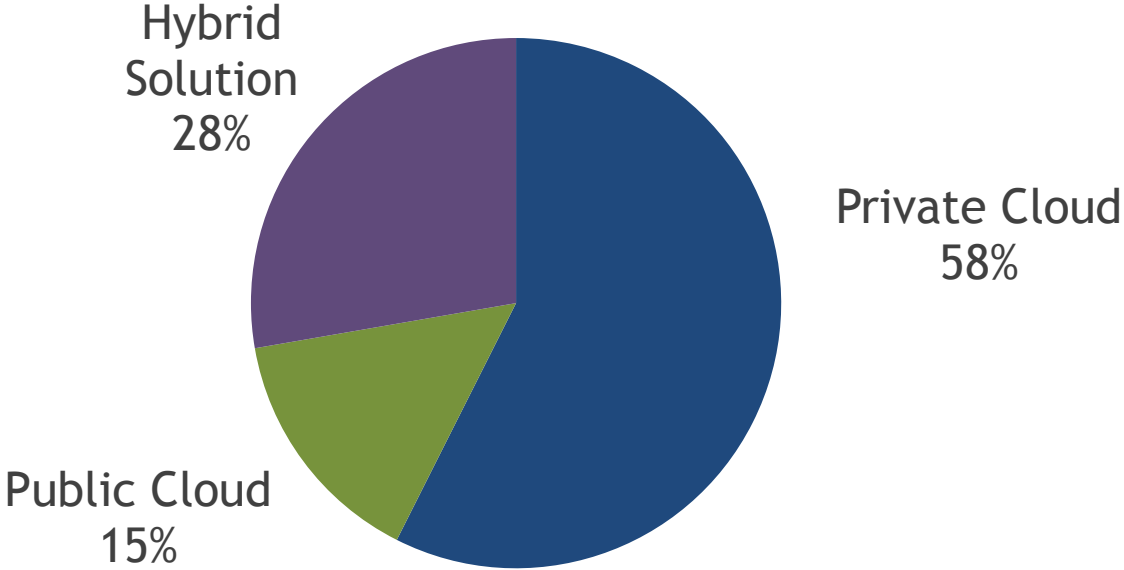
Current and Planned Use of Cloud Services



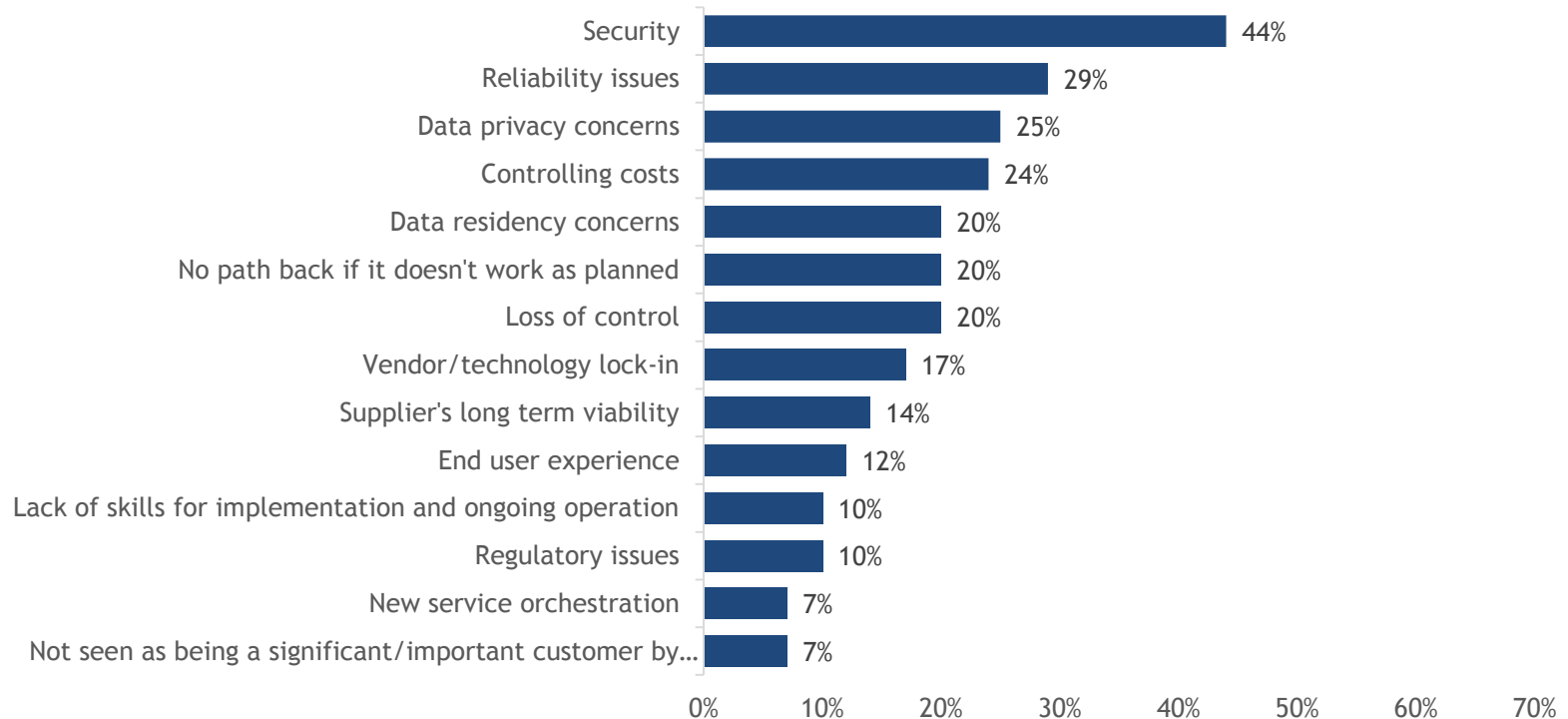
Q: Does your organization currently use or plan to use any Cloud-based services in the next 24 months?
Source: Current Analysis 2014 Enterprise Investment Plans Survey



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

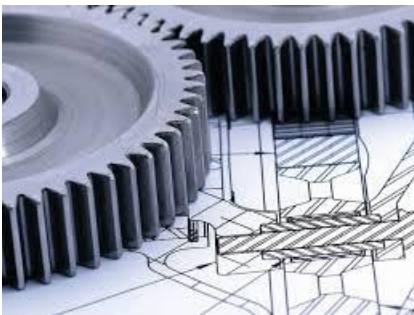




- **Building Momentum for Hybrid Solutions**



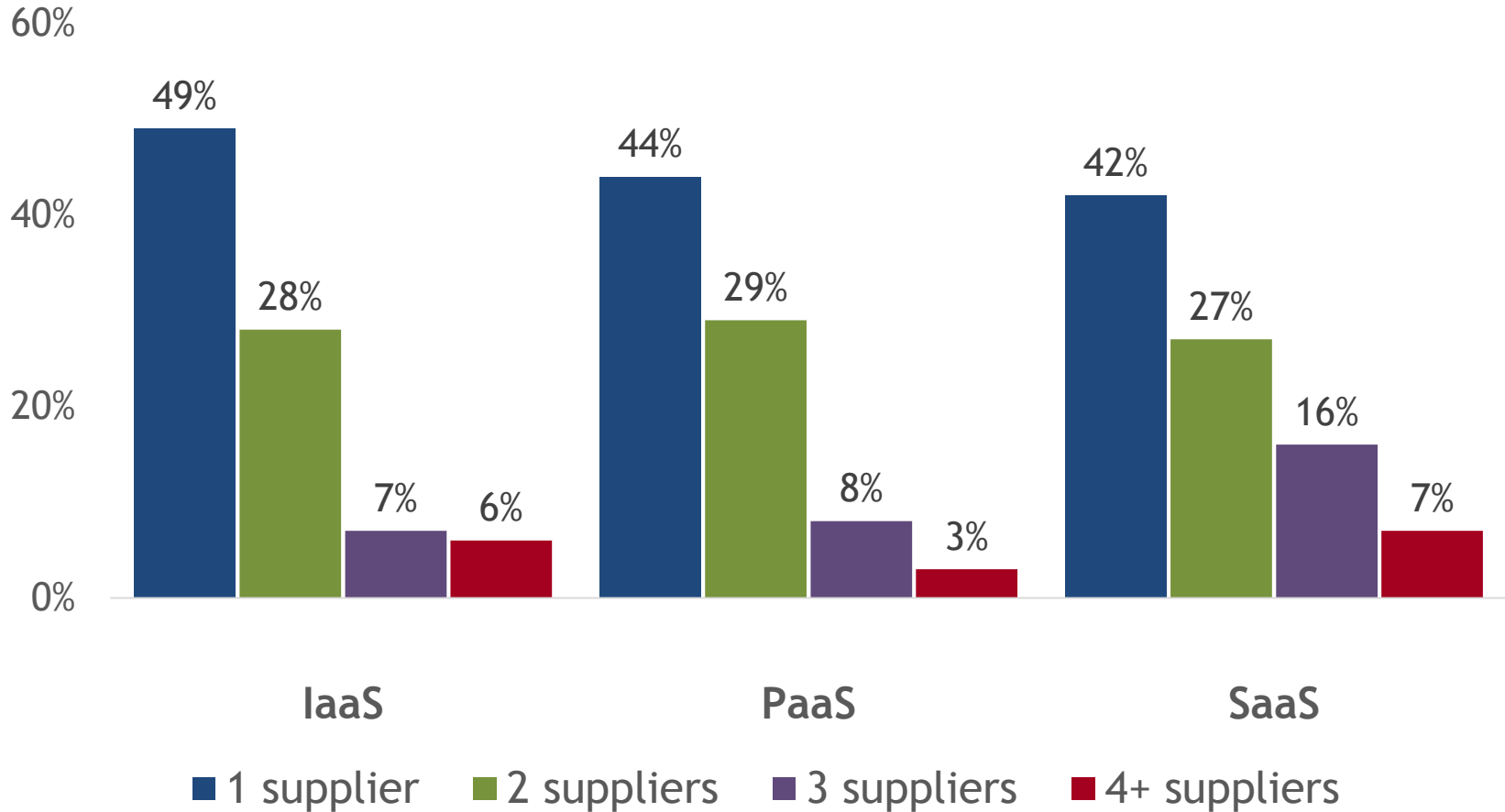
- **Security Dominates the Discussion**

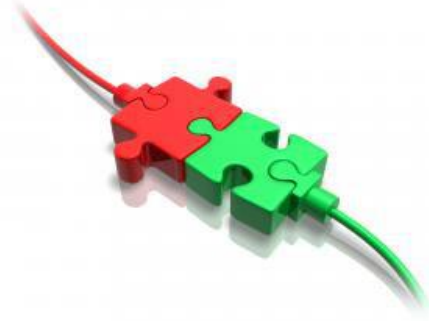


- **Enter Engineered Systems**



Number of Suppliers for IaaS, PaaS and SaaS





- **Cloud Interoperability Takes Hold**



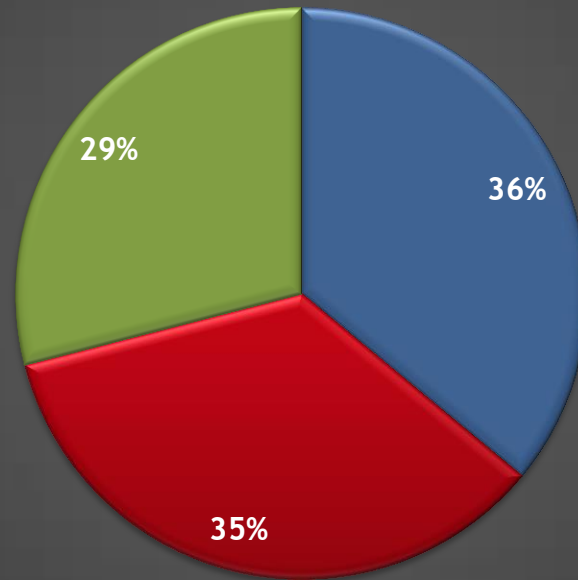
- **Coopetitive Partnerships will Abound**



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



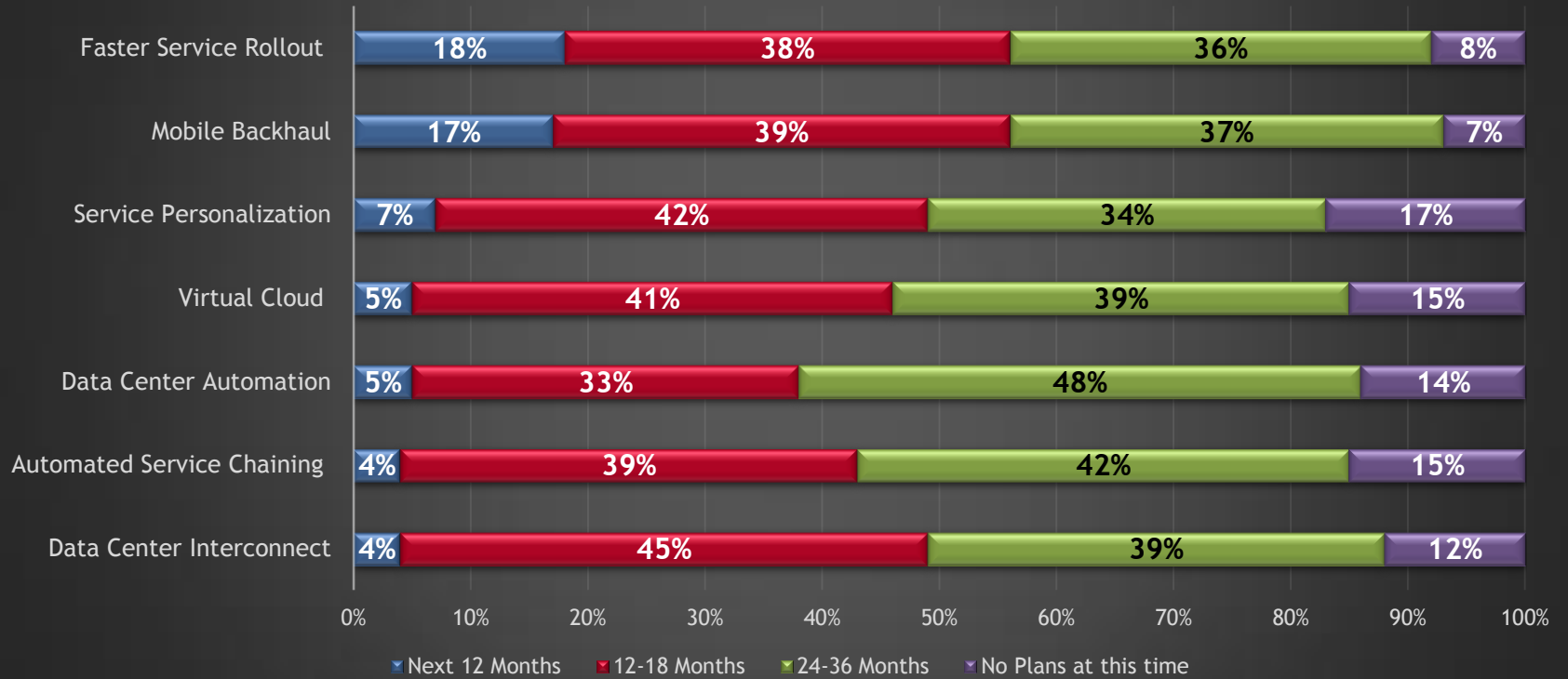
What is your company's primary driver for SDN/NFV Deployments



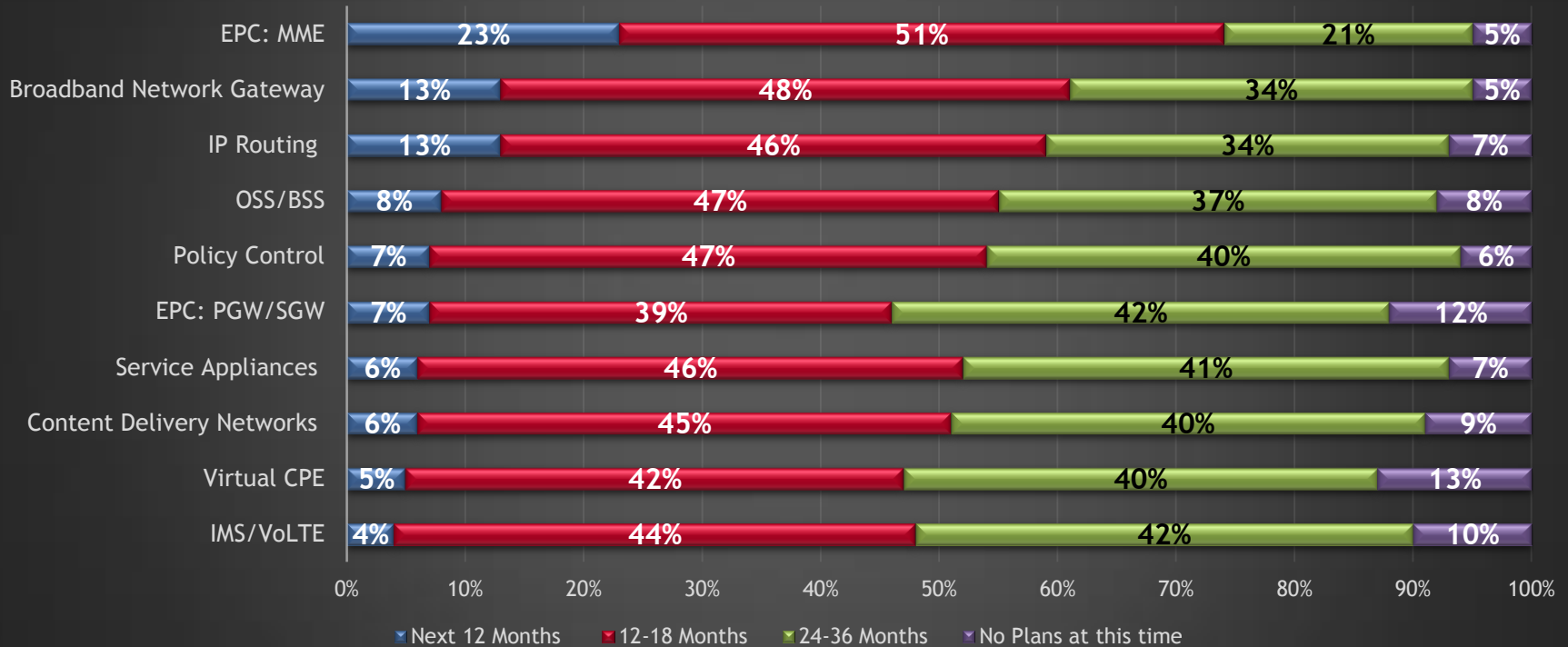
■ Support Existing Services ■ Service Enablement ■ Cost Savings



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



For Each NFV Use Case, Describe Your Time Horizon for Investment/Deployment





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Juan Tellez, Senior Architect, Apcera;



Arpit Joshipura, VP Strategy, Product Management and Marketing



Kevin Vachon, Chief Operating Officer



Mike McBride

Tom Gowen, Director of Services Integration



NTT America