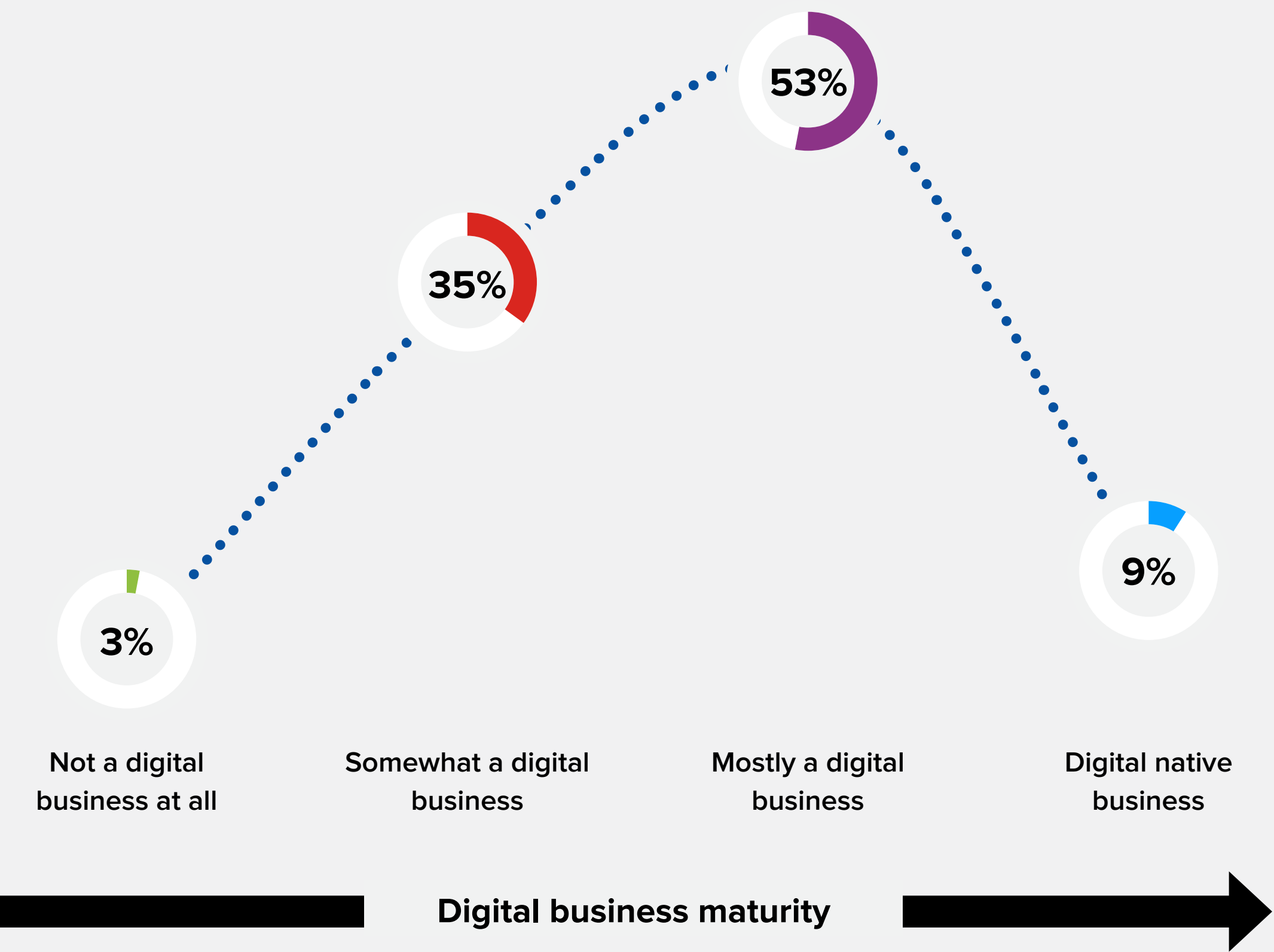


The Business Impact of Internet WAN Connectivity Issues in the Cloud Era

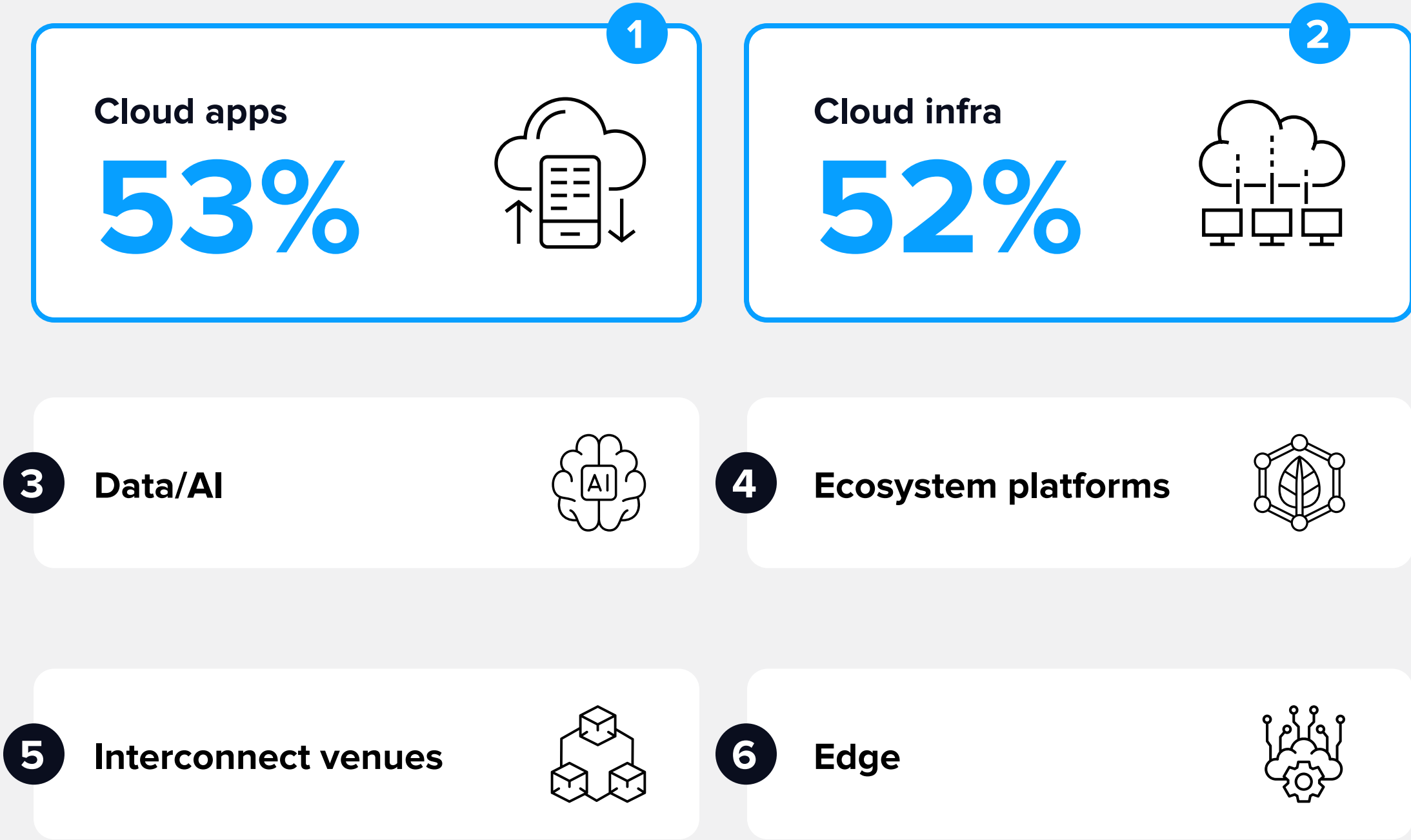
Based on a survey of 300 large businesses
across the U.S., Europe, and Asia Pacific

Enterprises Are Transforming into Digital Businesses, and Cloud Is the Critical Foundation

Over half of enterprises have implemented a digital-first strategy at scale



And cloud is the most important tool to execute that strategy



Enterprises Realize They Must Improve Their Networks to Support Cloud and, as a Result, Digital Business

Current networks are holding enterprises back in their move to cloud...



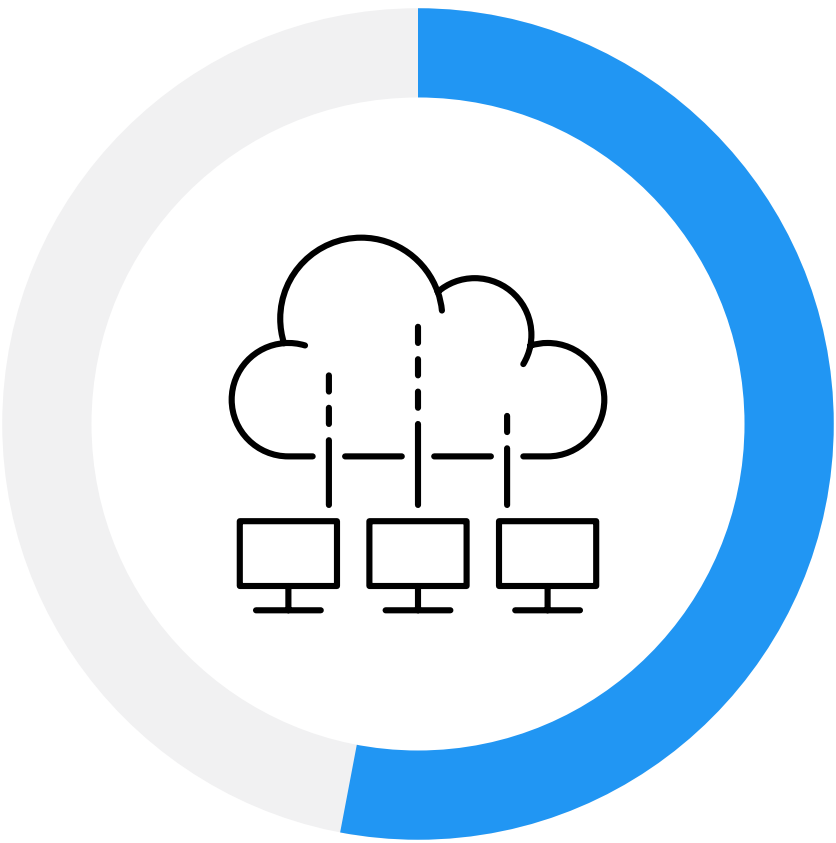
52% Are challenged by **lack of flexibility**, such as the ability to scale on demand



49% Struggle with **performance issues** that are affecting user experience

As a result, improving the performance of cloud connectivity is enterprises' top priority for the WAN...

53%



Which they plan to achieve through investments in on-demand and cloud connectivity

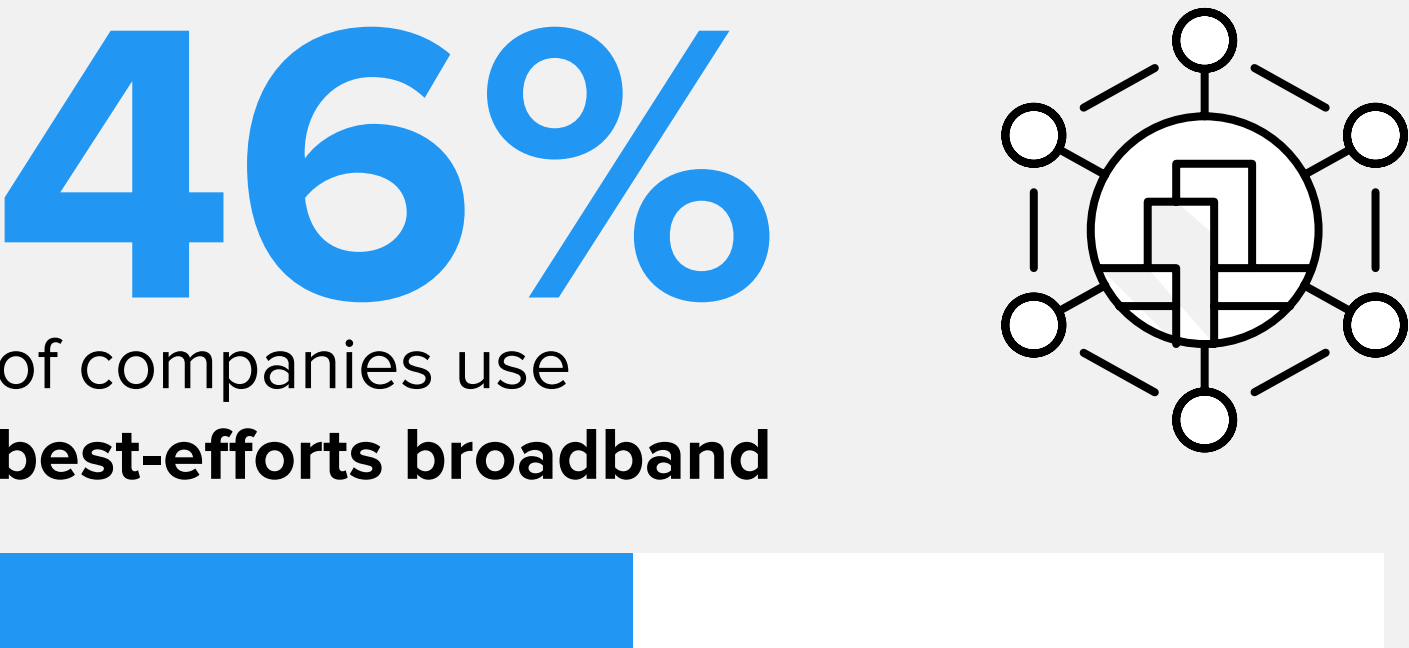


61% Are using **on-demand**, consumption-based network services

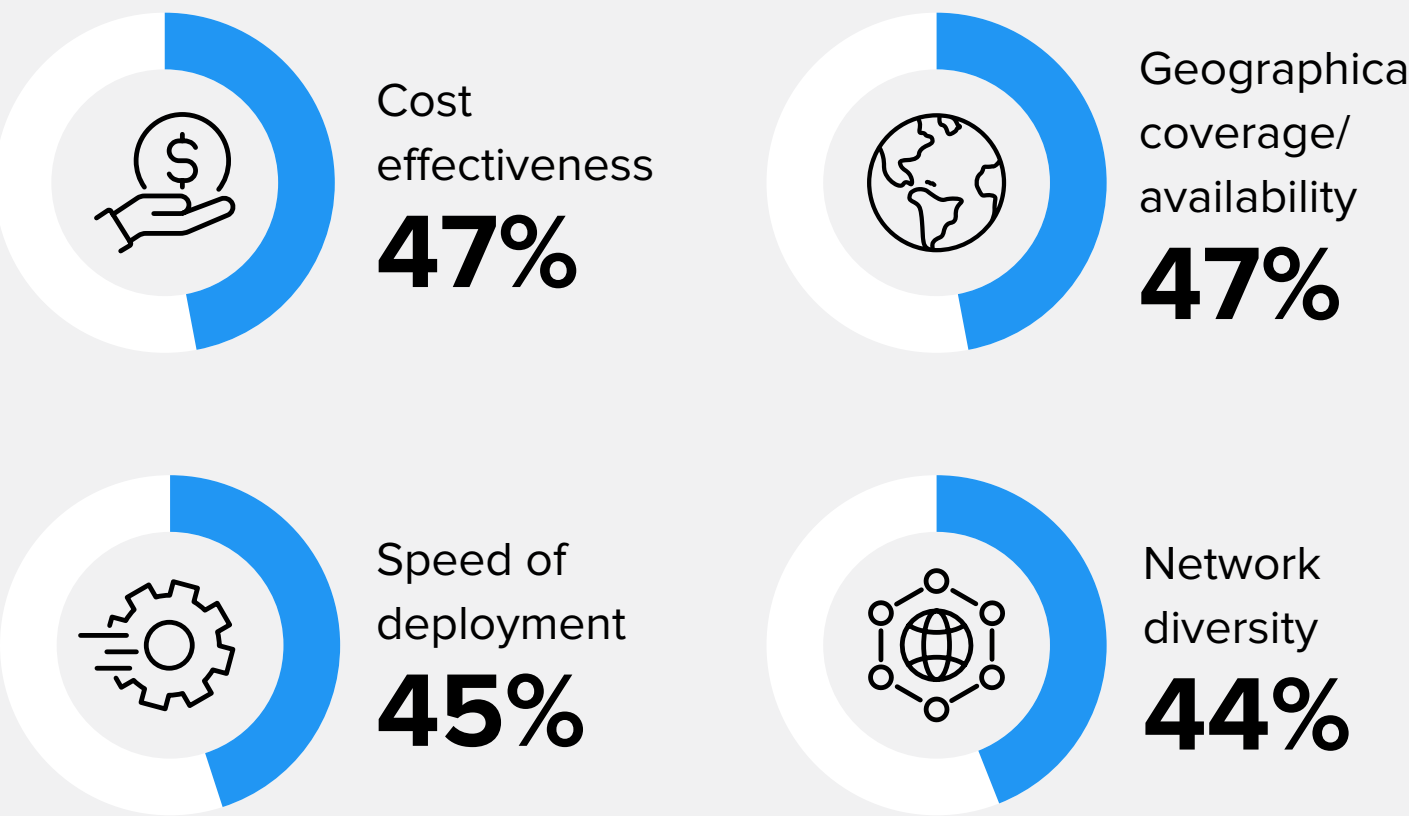


59% Are networking from datacenters **to the cloud**

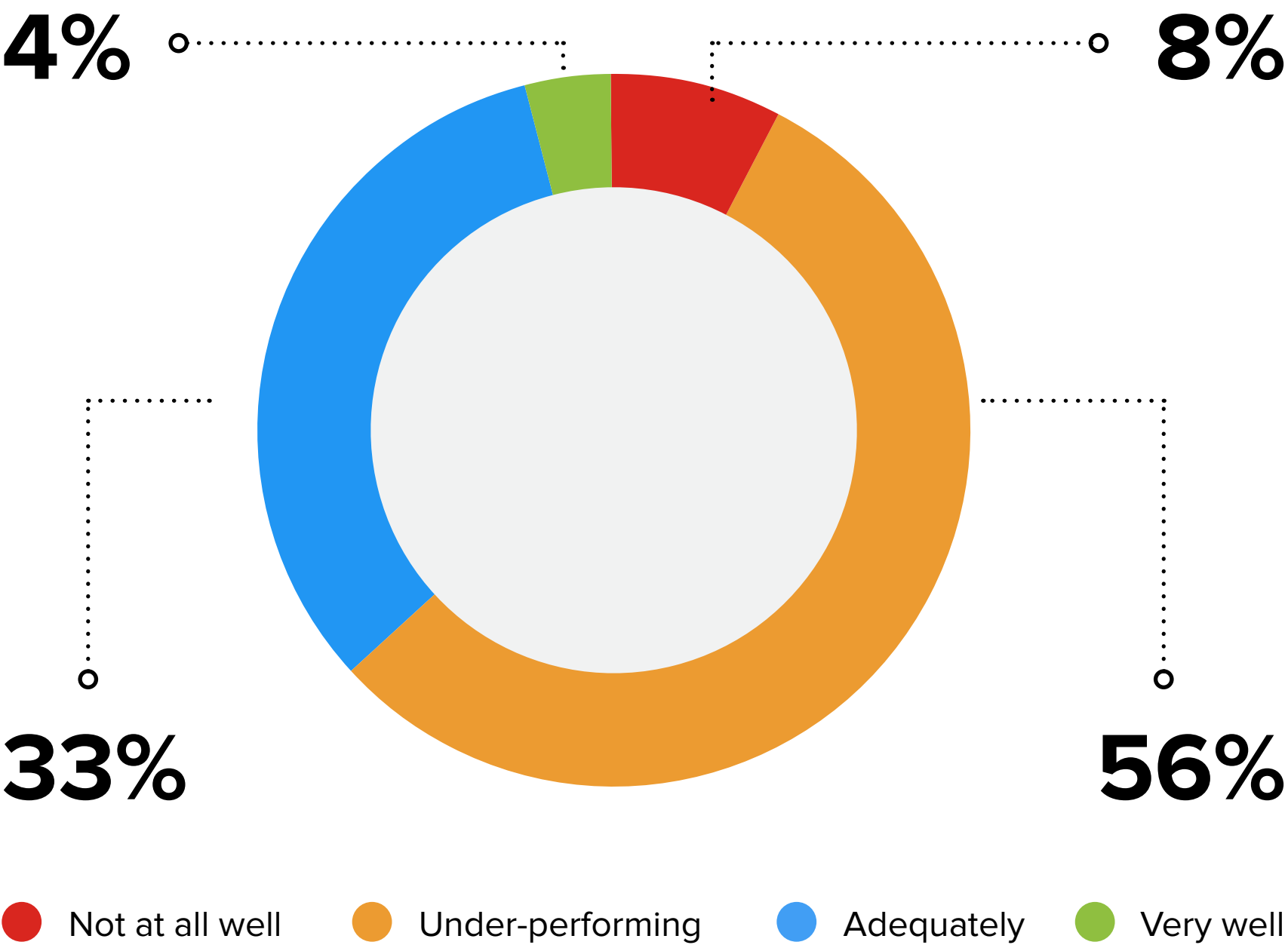
Many Enterprises Use Low-Cost Internet Connectivity at Some Sites, but It Is a False Economy



For seemingly practical reasons



But they admit it is harming, not helping, their digital business strategy
Best-efforts broadband is not supporting digital business strategy well

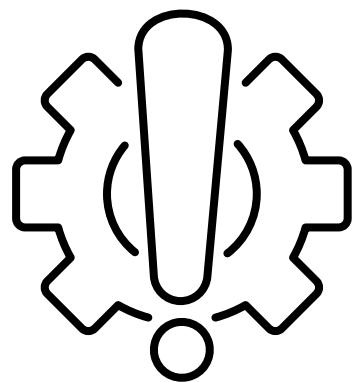


The Problems Created by Low-End Connectivity Have Real Business Impacts

Low-cost, best-effort broadband causes frequent problems — for most enterprises, severe ones

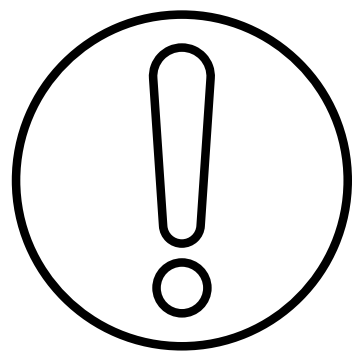
FREQUENCY

67% Experience frequent or constant issues as a result of using best-efforts broadband

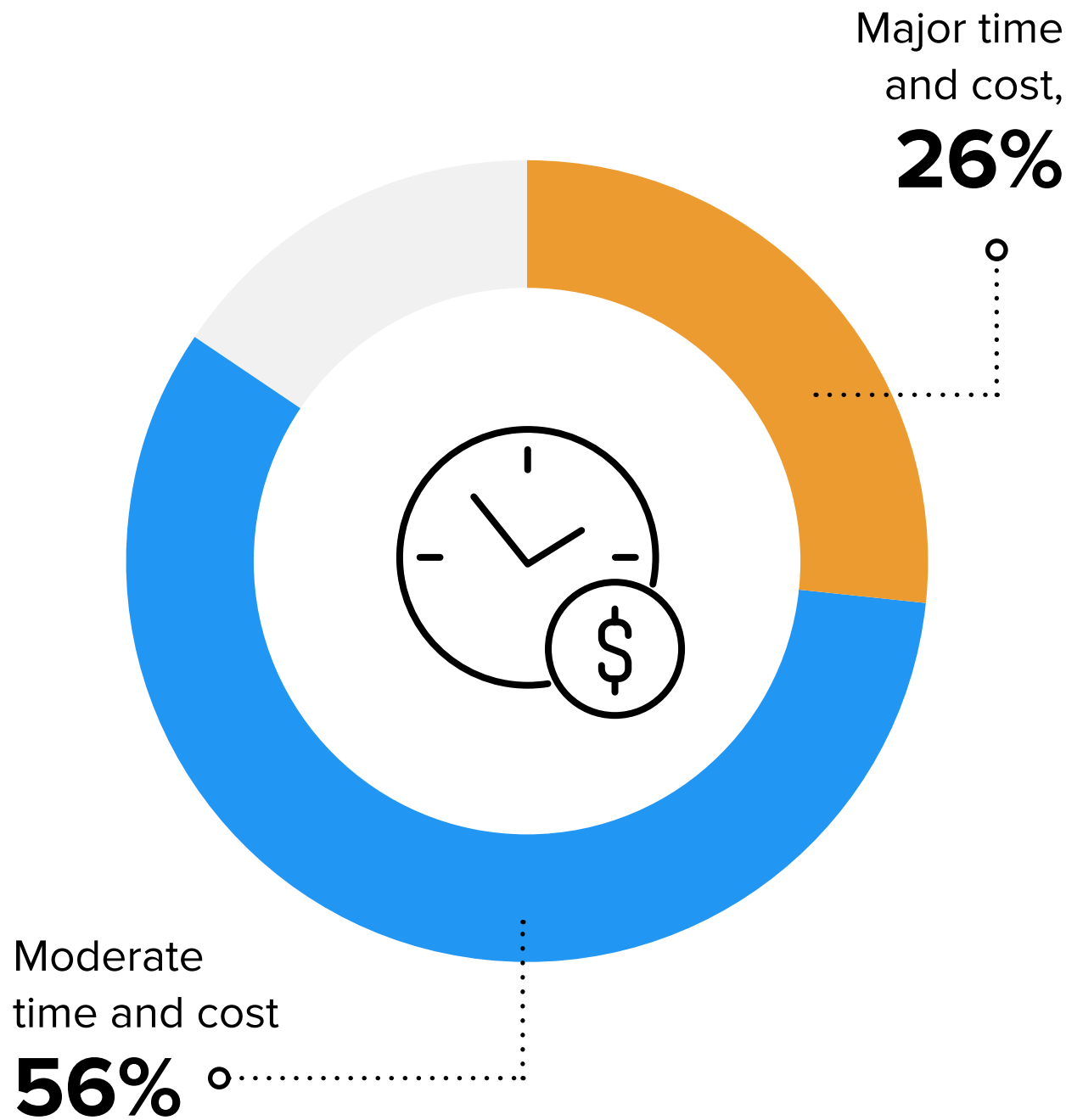


SEVERITY

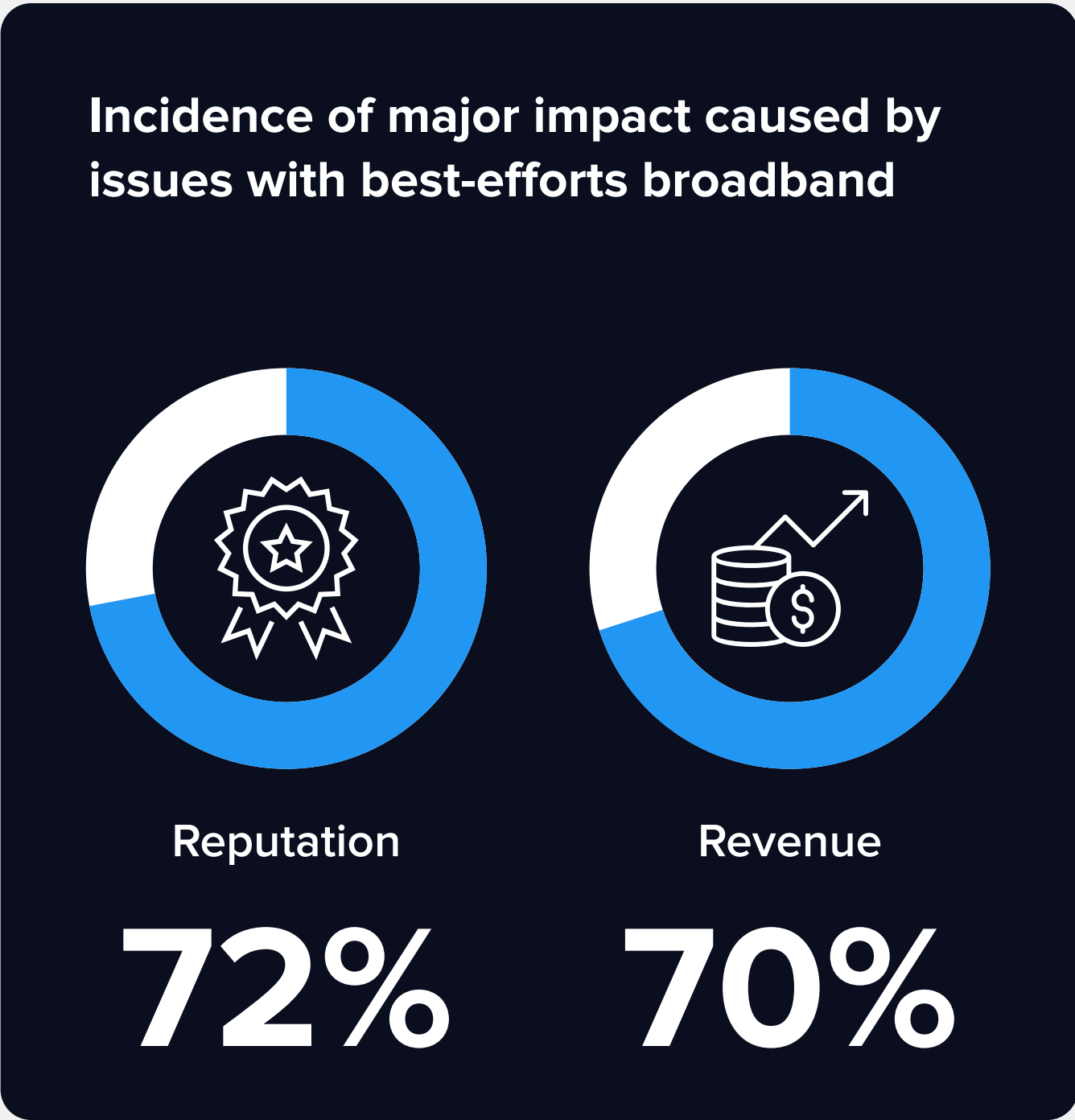
72% Have experienced moderately or very severe problems as a consequence



The time and cost needed to remediate those problems is significant

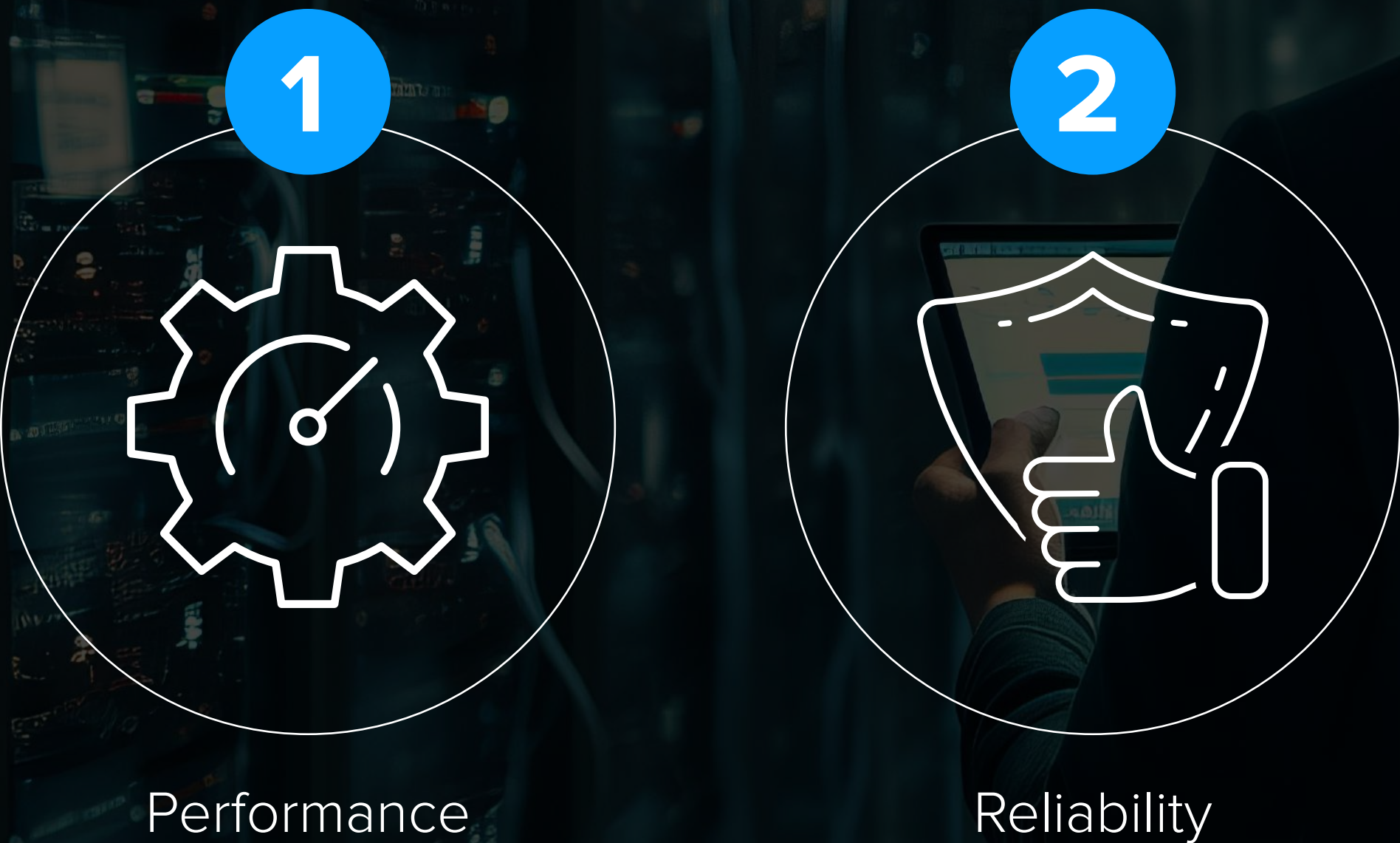


More importantly, those problems are causing revenue and reputational damage

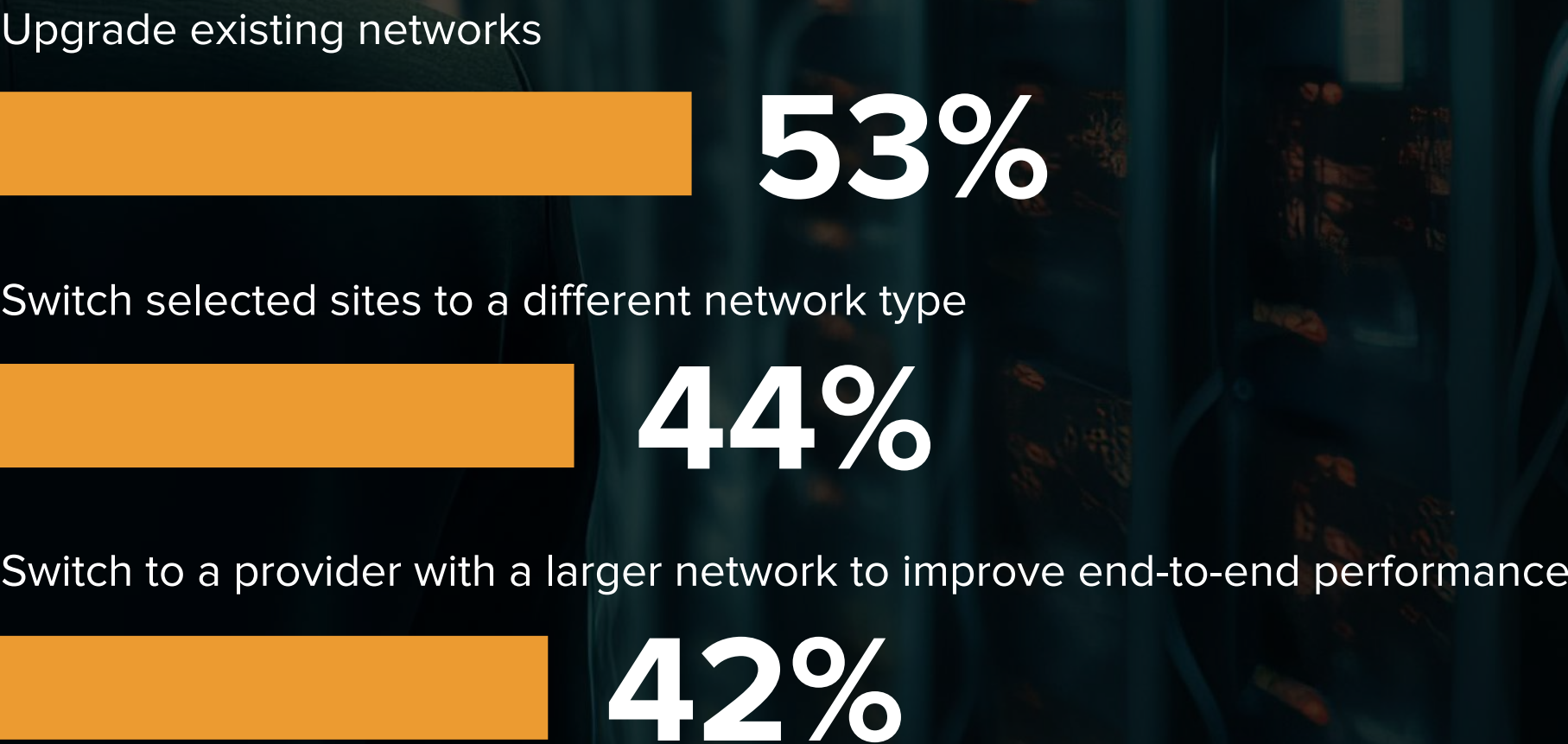


As a Result, Enterprises Are Taking Steps to Improve Their Networks

The top two characteristics that enterprises most need from their networks in order to support digital business are foundational:

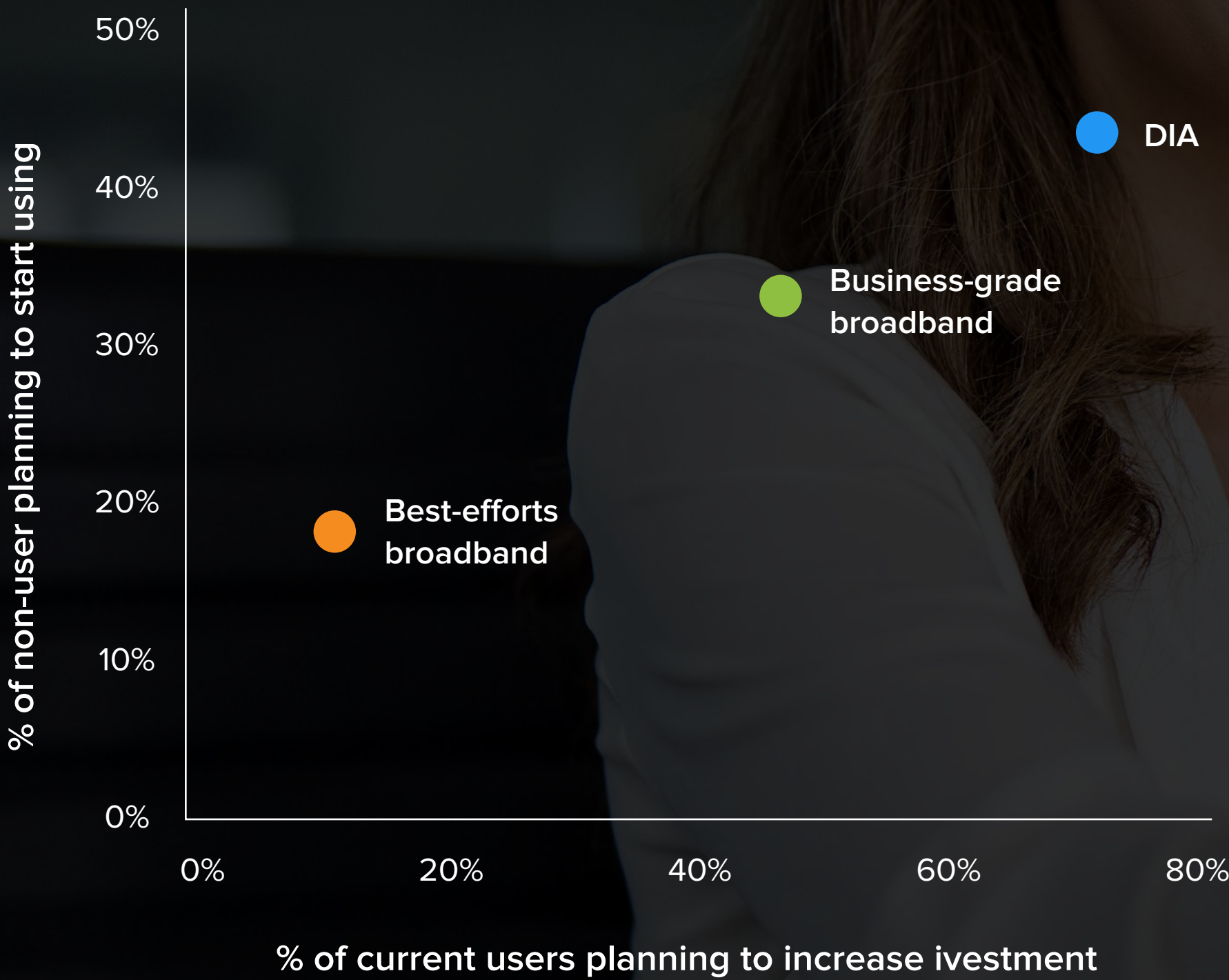


To get those foundations right, and to reduce the impact of connectivity issues, enterprises are actively looking at either upgrading or switching from what they have today

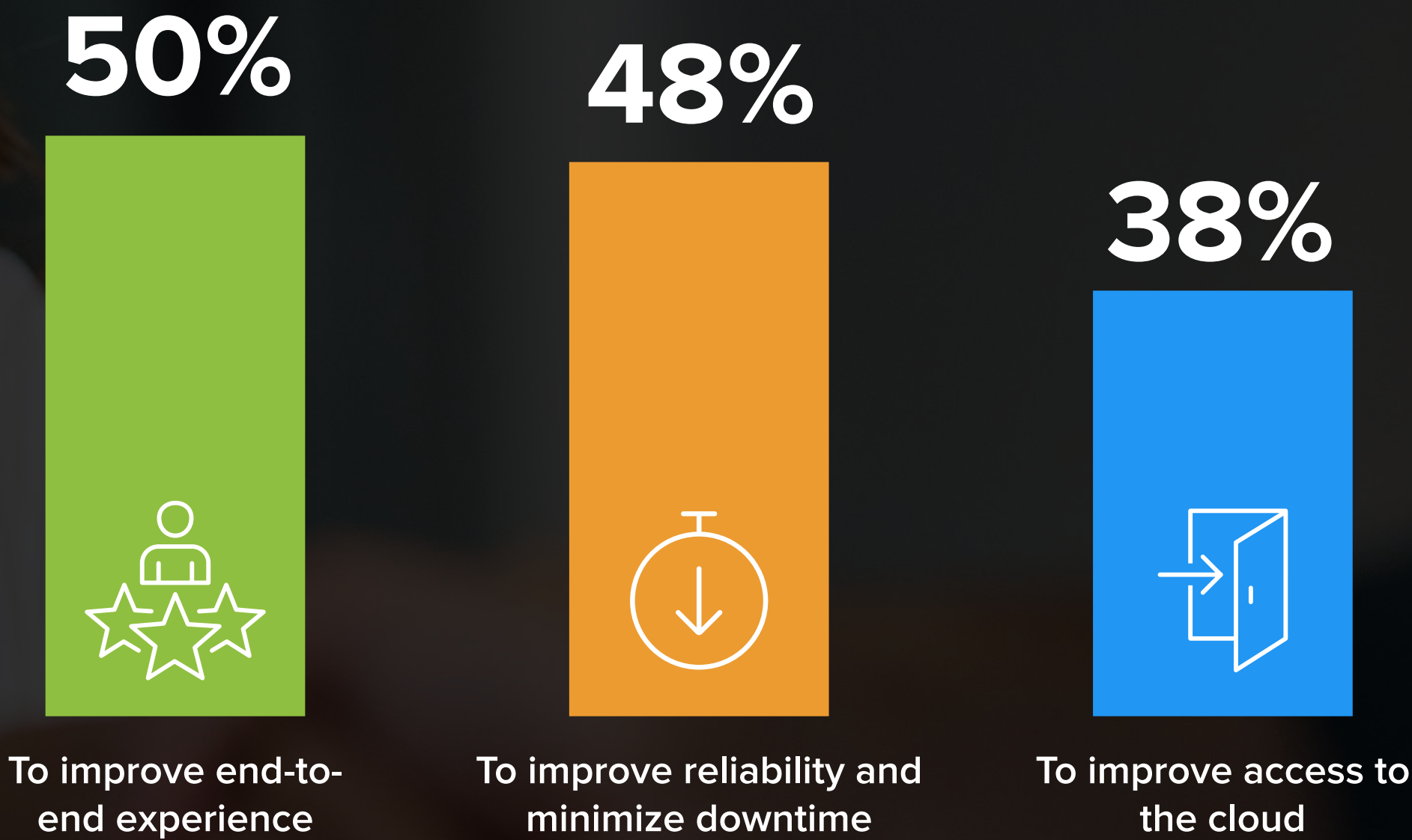


Enterprises Are Investing in Business-Grade Broadband and DIA

Over the next two years, enterprises plan to move away from low-cost, best-efforts Internet connectivity towards higher-performance, business-grade networks

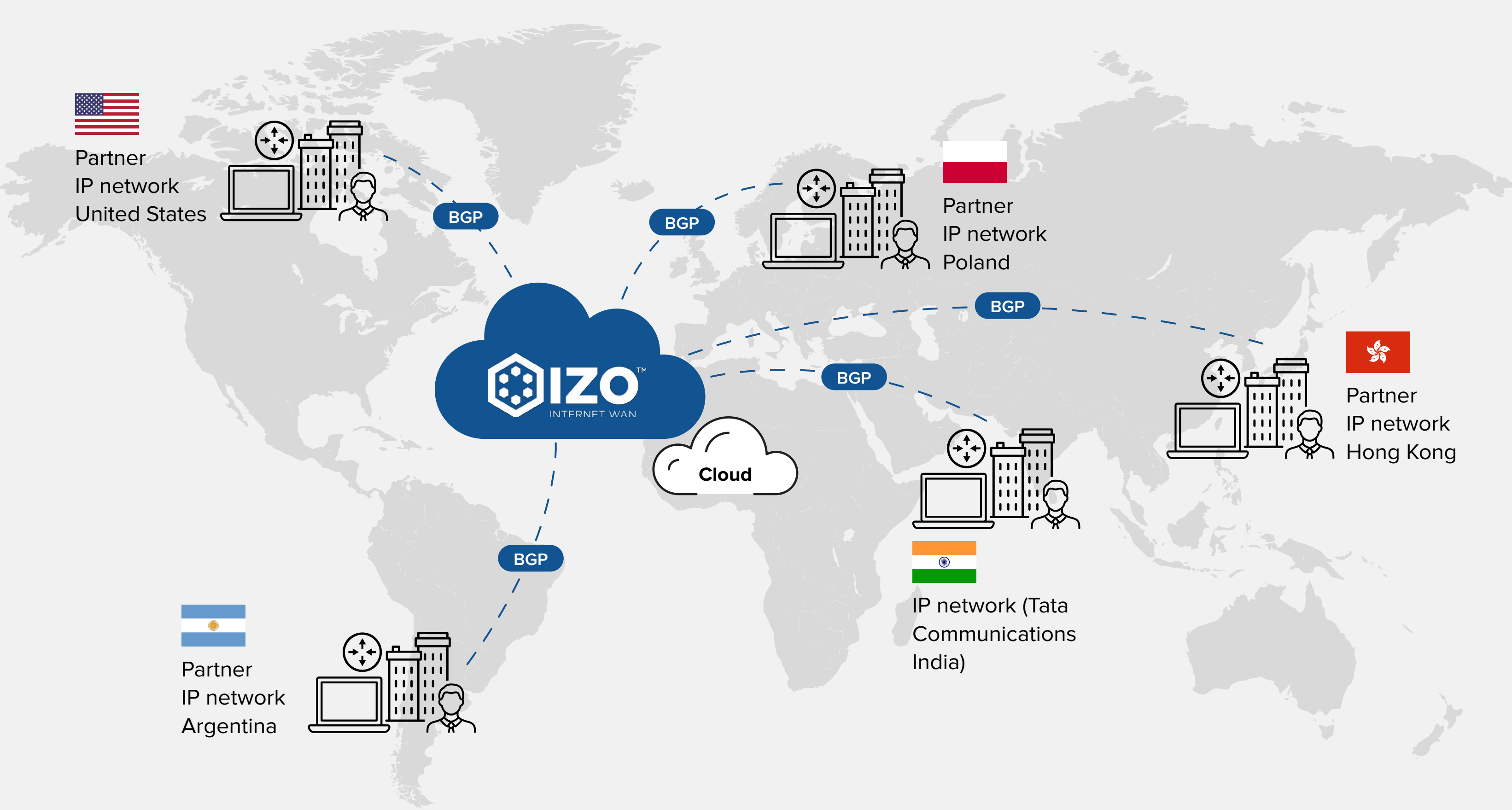


They are making the move to improve aspects of their networks needed for a successful digital business strategy: **performance**, **reliability**, and **cloud connectivity**



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Achieve faster deployment times while reducing your network total cost of ownership by up to 30%

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IDC UK

5th Floor, Ealing Cross, 85 Uxbridge Road, London, W5 5TH, United Kingdom
T 44.208.987.7100



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