

How to get your organization closer to the cloud

Enterprises using Managed Service Providers more likely to turn to cloud for IT needs

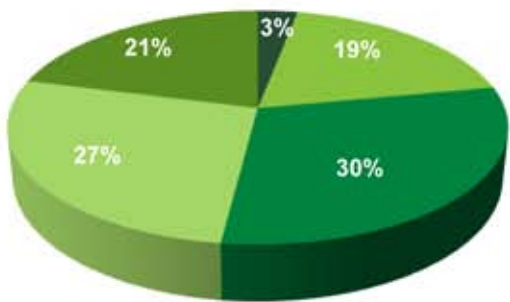
You're facing the challenges of Big Data. You have bigger storage demands, and you're trying to deal with them before they become an unmanageable problem. Rising expenses. Inflexible and complex infrastructure. Requisite new services.

As an IT professional, you are keenly aware of these pressures, and you're working to employ the best solutions. For many organizations, the answer, increasingly, is to turn over IT tasks to **Managed Service Providers (MSPs)**.

For the organizations that use them, MSPs also offer other benefits: data backup and disaster recovery, especially among small and midsize organizations that don't have multiple locations. The MSP lets them store and protect data in a remote location. According to a survey by the Aberdeen Group of a diverse sampling of enterprises, **44 percent of organizations that use MSPs are more likely to use public cloud for some or all of their computing needs** than the IT community at large.

For organizations that have cost concerns, using an MSP can save money, especially if the provider can complete the tasks less expensively. And in the face of inflexible and complex infrastructure, using an MSP can free up IT departments to spend more time fulfilling the need for new services.

Enterprise Cloud Intentions



- Already 100% deployed in the Cloud
- Already party deployed
- Plans to implement within a year or more
- Timing TBD / Investigating
- Not sure / No plans

Source: Aberdeen Group, November 2011

The Aberdeen Group study shows that of those using MSPs — and **75 percent of those surveyed had used MSPs for more than a year** — the benefits received are closely linked to relieving the pressures of expenses, infrastructure and new services:

- **Reduced capital expenses:** The MSP uses its own computing devices to perform a service.
- **Reduced operational expenses:** The MSP can use its expertise and efficiencies to perform tasks faster and at a lower cost.
- **IT infrastructure flexibility and control:** With an MSP, internal resources that used to perform tasks are freed to focus on other and new projects. Additionally, best-in-class organizations reported that basic IT tasks are easier when taken care of by an MSP than by internal resources, and many survey respondents said it was easier to have an MSP deploy new storage.

You have a host of responsibilities as an IT professional. But as the Aberdeen Group report "Managed Service Providers" shows, you can turn some tasks over to an MSP to relieve the pressures, protect data and benefit your organization financially.

Csaplar, Dick. Managed Service Providers: A Stepping Stone to the Public Cloud. Aberdeen Group, January 2012.

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