

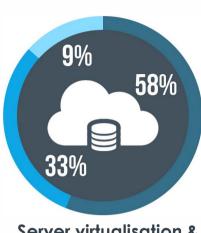


WHAT ARE YOUR PLANS FOR DELIVERING SIGNIFICANT IT CHANGES IN 2016?

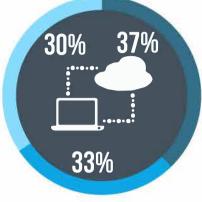
Done already

To do this year

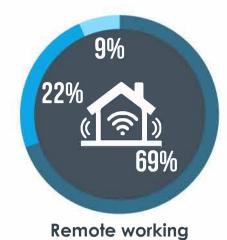
Not this year



Server virtualisation & move to the cloud



Desktop virtualisation





Increase IT security (DDoS, firewalls, etc.)

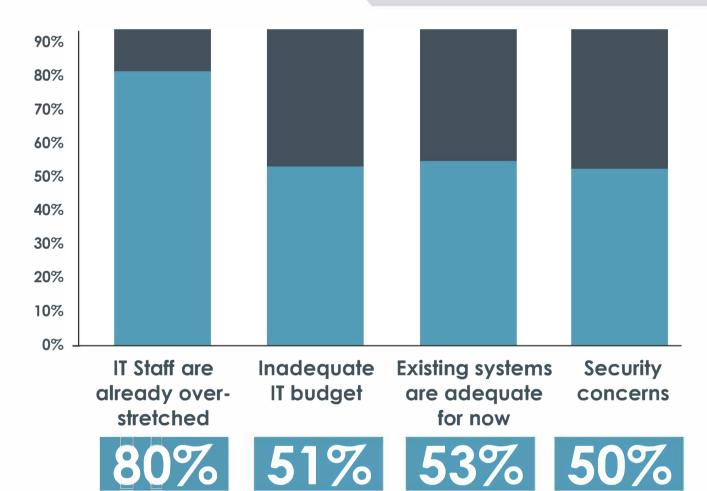


49% Expand network connectivity



43%
Upgrade/replace their phone system

WHAT ARE THE BIGGEST BARRIERS TO IT CHANGE?





30%

management reluctance/complacency

27%

corporate culture is not suited for significant change.

LAST BUT NOT LEAST...

98%

of our customers would consider recommending hSo.



