

IDC Multi Cloud - DACH
Speed Up Business with Innovation

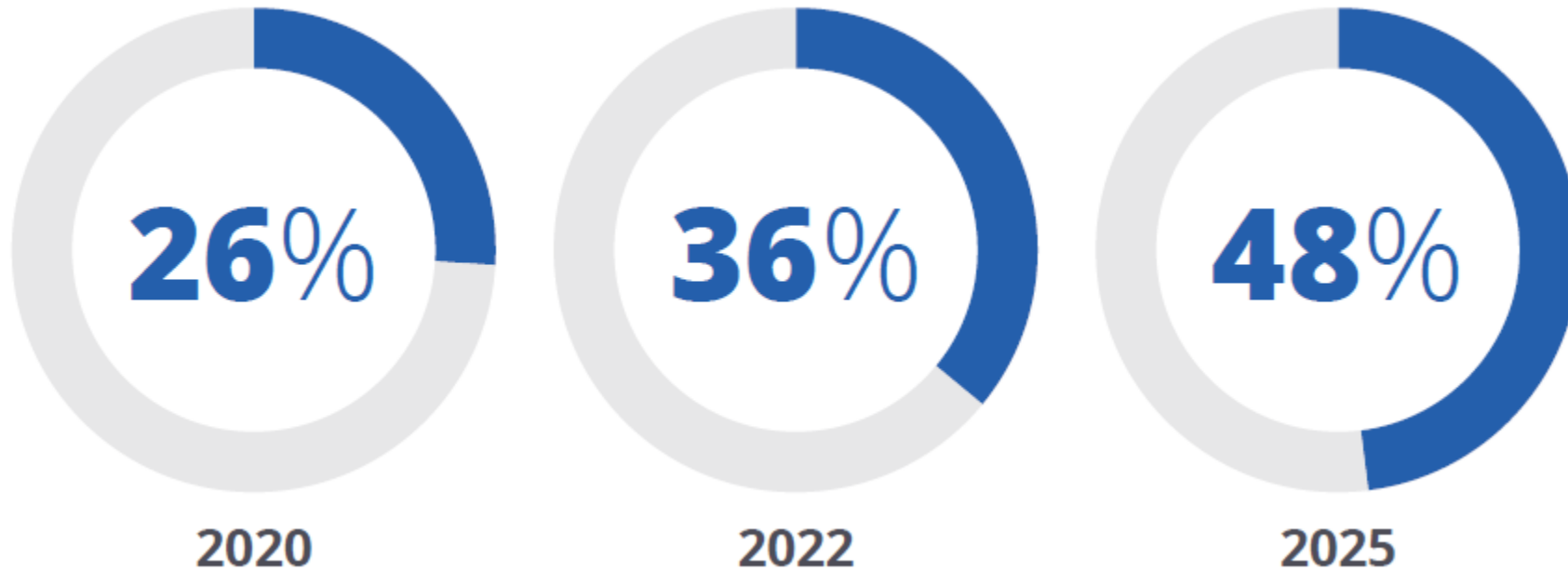
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Cloud and New Normal

Matthias Zacher,
Senior Consulting Manager, IDC Central Europe

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In 2025, 48% of revenues will be derived from digital products, services, and experiences



Cloud Facts 2021+

By 2021

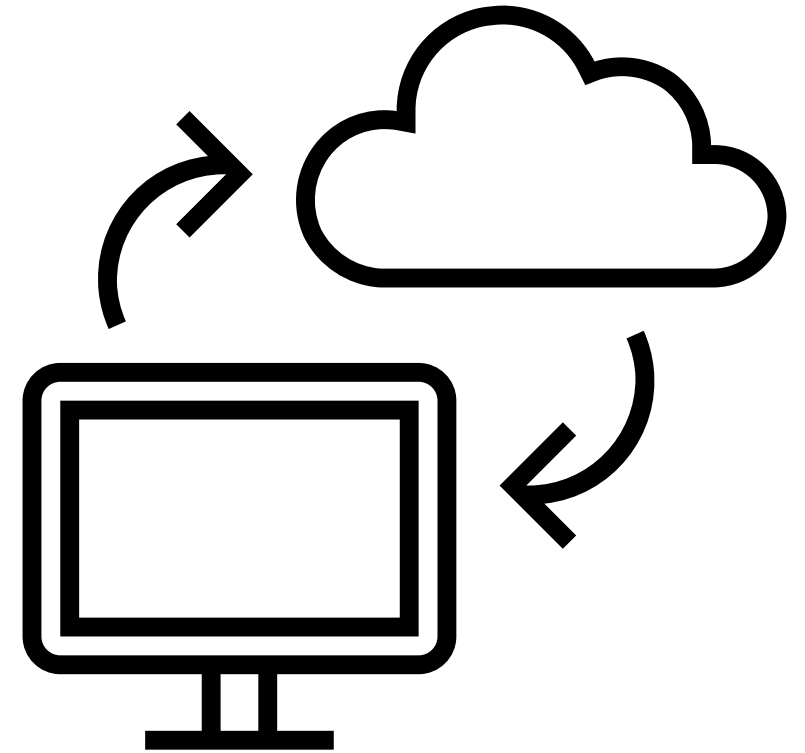
70% of new enterprise applications will be developed cloud native, based on a hyper-agile architecture

By 2022

35% of all production apps will be cloud native

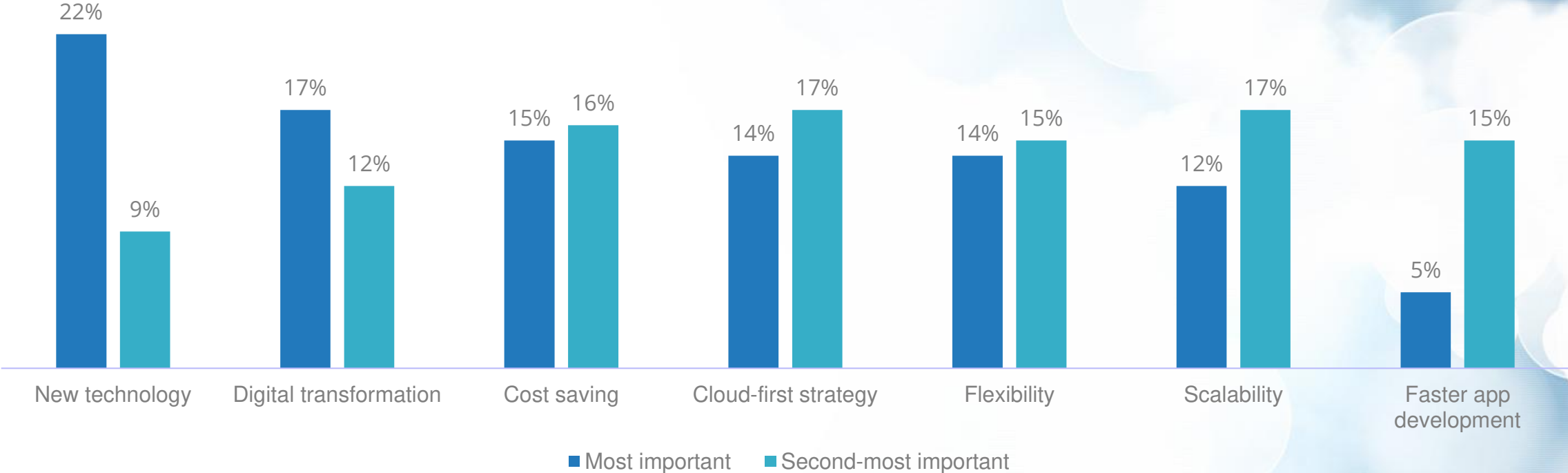
By 2022

90% of **NEW Digital Services** will be developed cloud native, based on a hyper-agile architecture



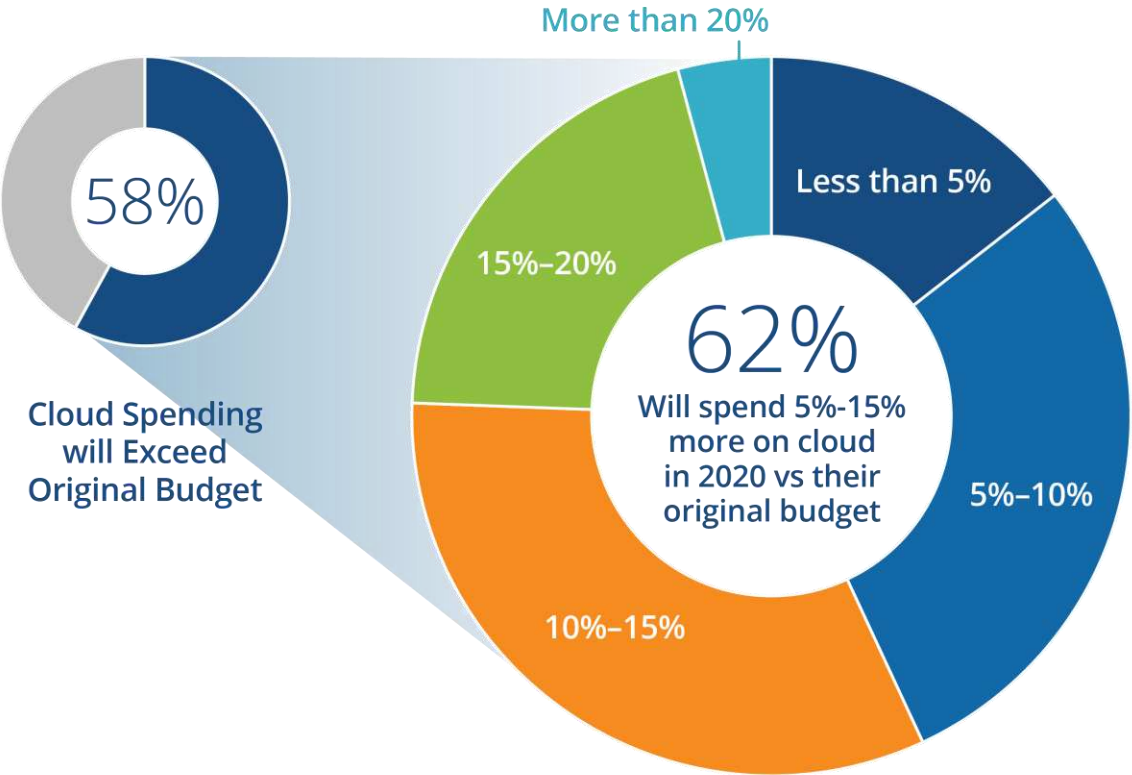
Objectives for Cloud Adoption

Q. Which main objectives are driving your company's cloud spending?

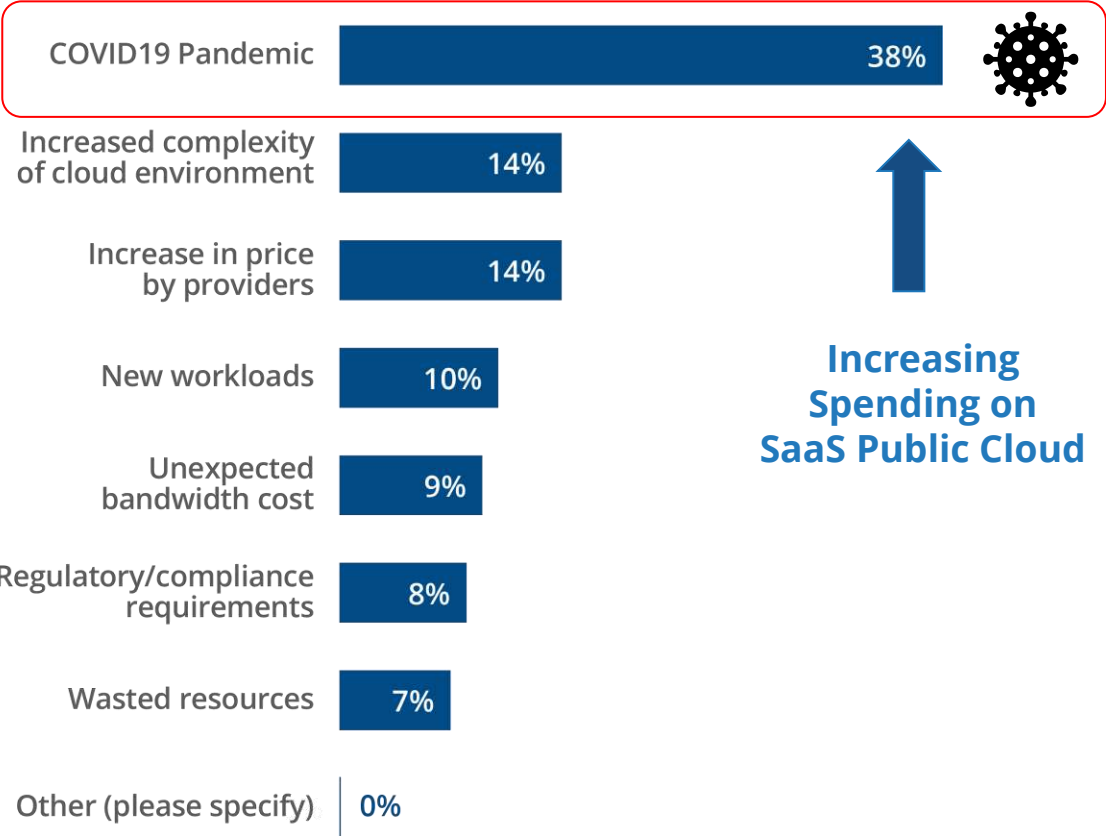


Cloud Spending 2020 is Exceeding

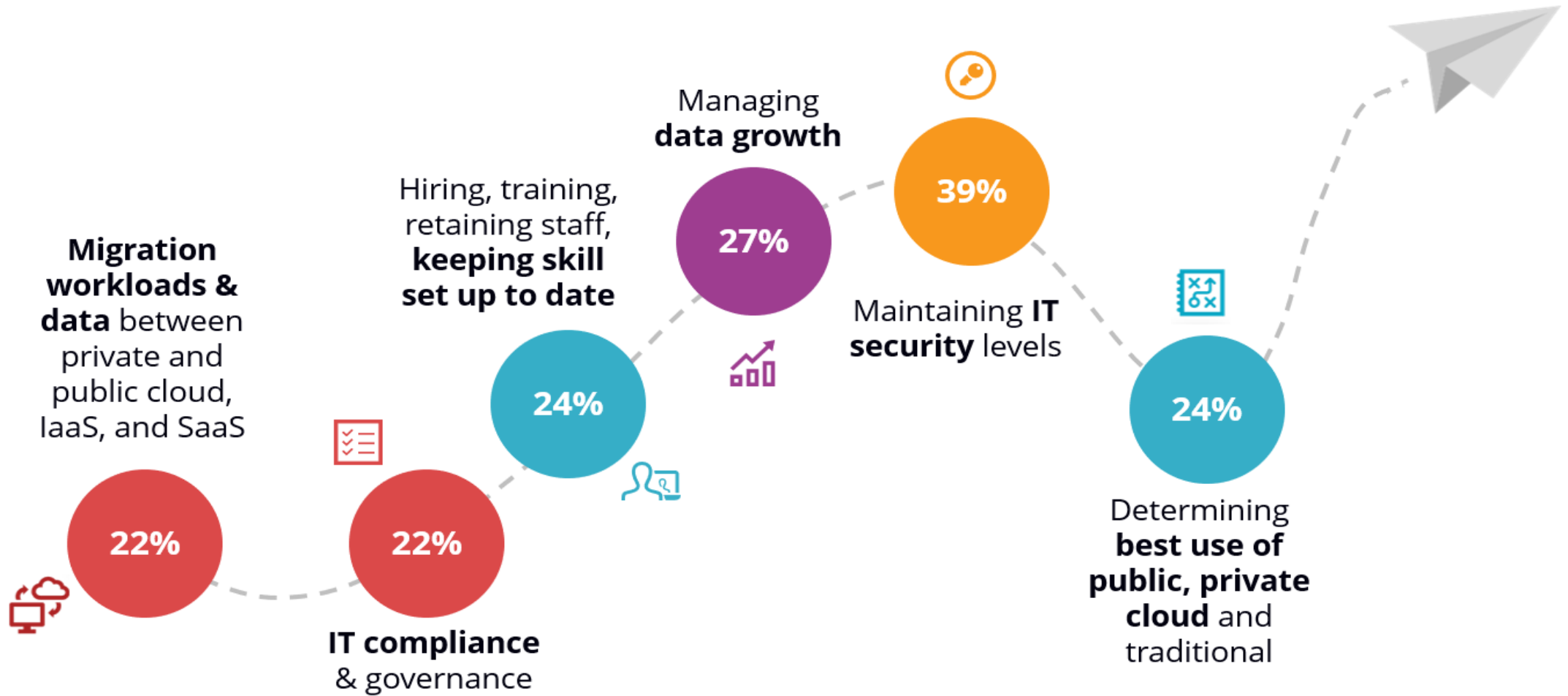
Q. Will your actual cloud spending this year exceed your original estimate (projected budget)? If YES, by how much?



Q. (If cloud spending exceeded budget) What was the primary reason?



Keep the Cloud Transition Challenges in Mind



Consider these Digital KPIs for Your Cloud Adoption

Success Areas	Workload Categorization	Cloud Adoption Appetite	Service-based Costing	Integrated Ecosystem	Incremental Business Advantage	IT capabilities for Support/delivery
Business Decision	What workloads should create a business advantage by migrating to the cloud?	What should be the required culture to accommodate the change driven by cloud adoption?	What IT cloud services and products should be delivered to the enterprise?	How should IT integrate other technology products and services with cloud service providers?	What are the advantages of cloud offerings for my business opportunities?	What IT capabilities and cloud services should be available to transform the enterprise's business?
Essential KPI	Percentage of enterprise workloads that have been shifted to various cloud-based hosting options	Percentage of cloud-based workload options selected by IT and the line of business (LOB) working collaboratively	Percentage of Reduced SaaS Option Duplication, highlighting cost savings from training, technology, integration, and support	Percentage of cloud workloads that are integrated across your technology ecosystems	Percentage of the revenue from new products or initiatives enabled by cloud-based workloads	Percentage of enterprise's "technology capabilities" that are cloud based
IDC Recommended Target	By 2022, 80% of workloads shifted.	By 2022, 60% of workloads jointly selected.	By 2022, reduce duplicates by 20%.	By 2022, 90% cloud based.	By 2022, 70% enabled	By 2022, 70% cloud-based

Each cloud adoption KPI needs to be evaluated against the issues, problems and needs of the specific enterprise!

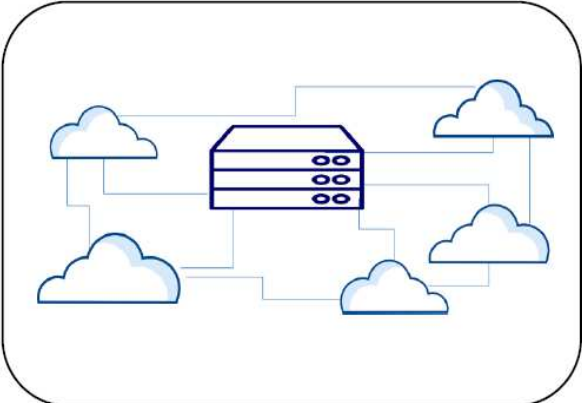
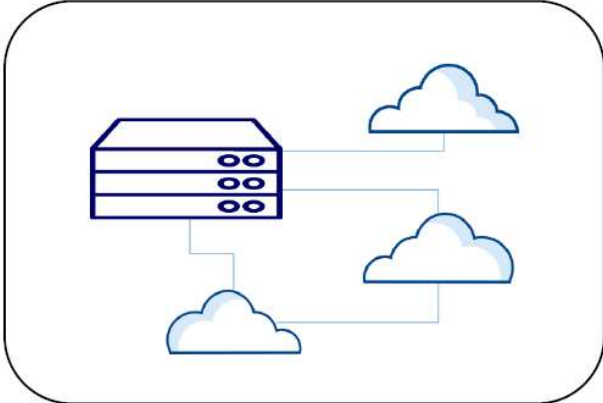
Rethink Your Cloud Strategy in the New Normal

Strategy

Cloud Centric

Cloud First

Cloud Only



Orientation

Private Cloud

Hybrid Cloud

Multi Cloud

Public Cloud Saturation

<30%

30%–70%

>70%

Success Factors for Each Cloud

1 Re-assess your cloud strategy. Build a cloud-based digital platform that enables responsiveness, scalability, and resiliency

2 Align cloud adoption and IT operational cloud adoption and IT operational governance with business outcomes to deliver on cost reduction and business resiliency as well as growth.


3 Use your cloud platform for innovation!



Matthias Zacher

Senior Consulting Manager

mzacher@idc.com

 @zacher_ma

