

# Picking Your Perfect Cloud Vendor



73%

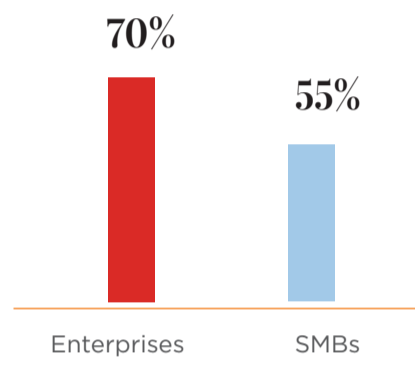
According to IDG, **73% of companies** have already adopted cloud technology and another **17%** intend to do so in the next **12 months**. Wherever you stand with cloud adoption, chances are you're looking for a strong solution provider to support your IT environment.

## Here's everything you need to know to make your best decision:

How companies evaluate cloud vendors

Most companies use three methods for assessing cloud vendors:

- 1 product demonstrations and trials
- 2 content on the vendor's website
- 3 peer reviews and recommendations.

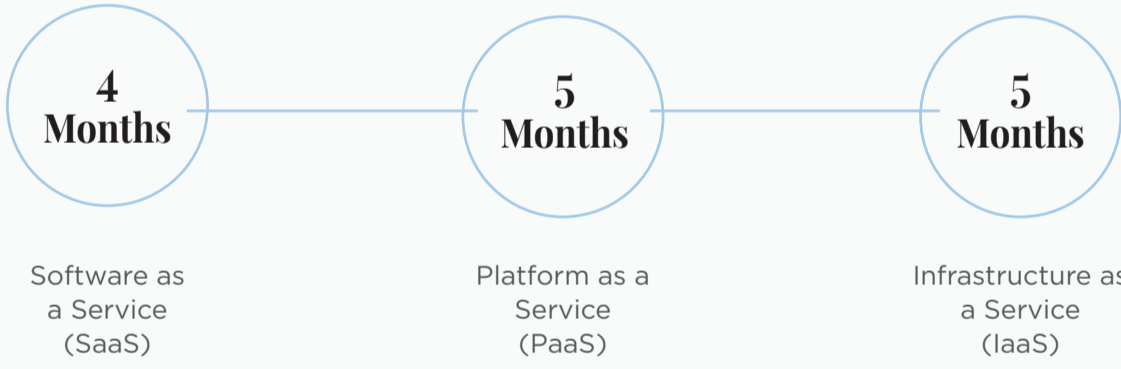


Enterprises are significantly more likely than SMBs (70% vs 55%) to read analyst reports about a product as part of their vendor evaluation process.

## Time spent evaluating vendors

Companies take an average of **4 months** to evaluate a new cloud vendor of any type, yet this process differs by cloud service model.

Average evaluation period by service model:



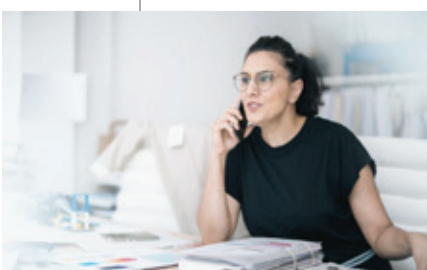
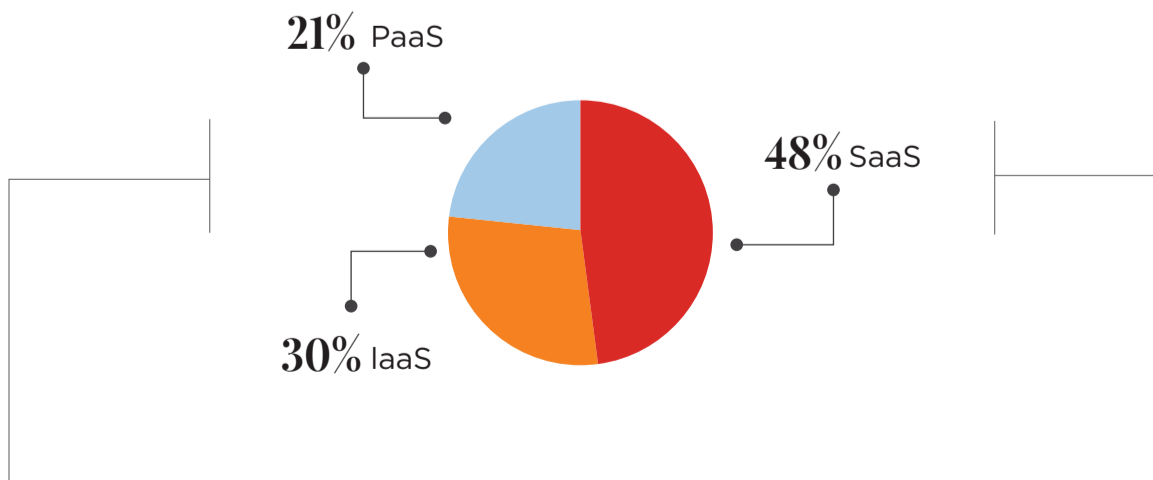
## How cloud budget is spent



Companies use an average of four SaaS vendors, three PaaS vendors and two IaaS vendors



Across companies of all sizes, the average cloud budget is spent roughly 48% on SaaS, 30% on IaaS, and 21% on PaaS



Learn more with IDG's new **Cloud Computing Survey**, including insights from over 500 IT decision-makers whose organizations have either already adopted cloud technology or plan to do so within the next three years.