Picking Your Perfect Cloud Vendor

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.

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 and SMBs

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:

- Software as a Service (SaaS): 4 months
- Platform as a Service (PaaS): 5 months
- Infrastructure as a Service (IaaS): 5 months

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 already adopted cloud technology or plan to do so within the next three years.