

# Hybrid Cloud: Supporting the Delivery of Digitisation

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# Disruption Beyond the Norm

## Brexit

## The Donald



# Disruption Beyond the Norm

## Digitisation

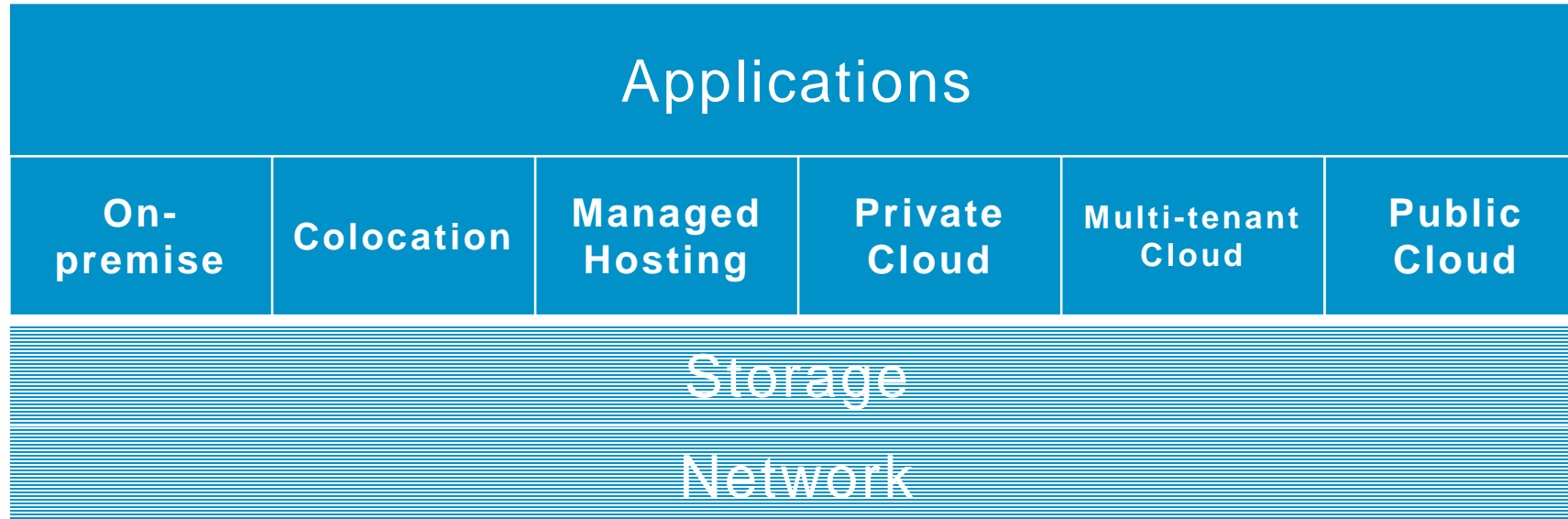
## Cloud Computing



**But there's a lot of old stuff out there .....**



# Hybrid IT

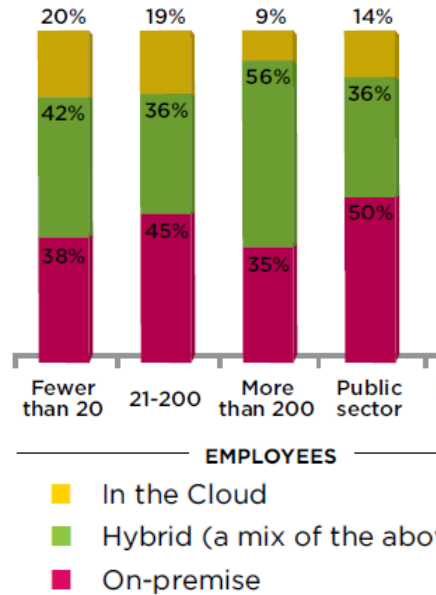


# Market Research

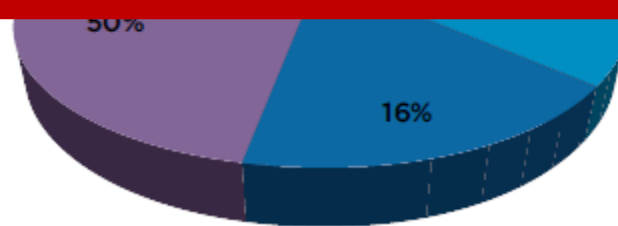


# Hybrid Cloud is Long-Term Requirement

How would you describe your primary approach to IT?



**85% of organisations operate on-site servers or data centres**



- Yes: as soon as practical
- Yes: based on operational refresh of servers & apps
- Yes: but Cloud proposition is not ready for us to move yet
- No: will keep specific apps & services on-premise

# Suppliers are Gearing up to Help

The future belongs to dynamic private/hybrid clouds



Hybrid Cloud

The power to flex and expand your existing infrastructure with our cloud - the best of both worlds

iomart



Define your right mix



Power your right mix



Optimize your right mix

Hewlett Packard Enterprise

Think**FASTER**™

Accelerate your Business with Cloud Hosting from UKFast



eCloud®

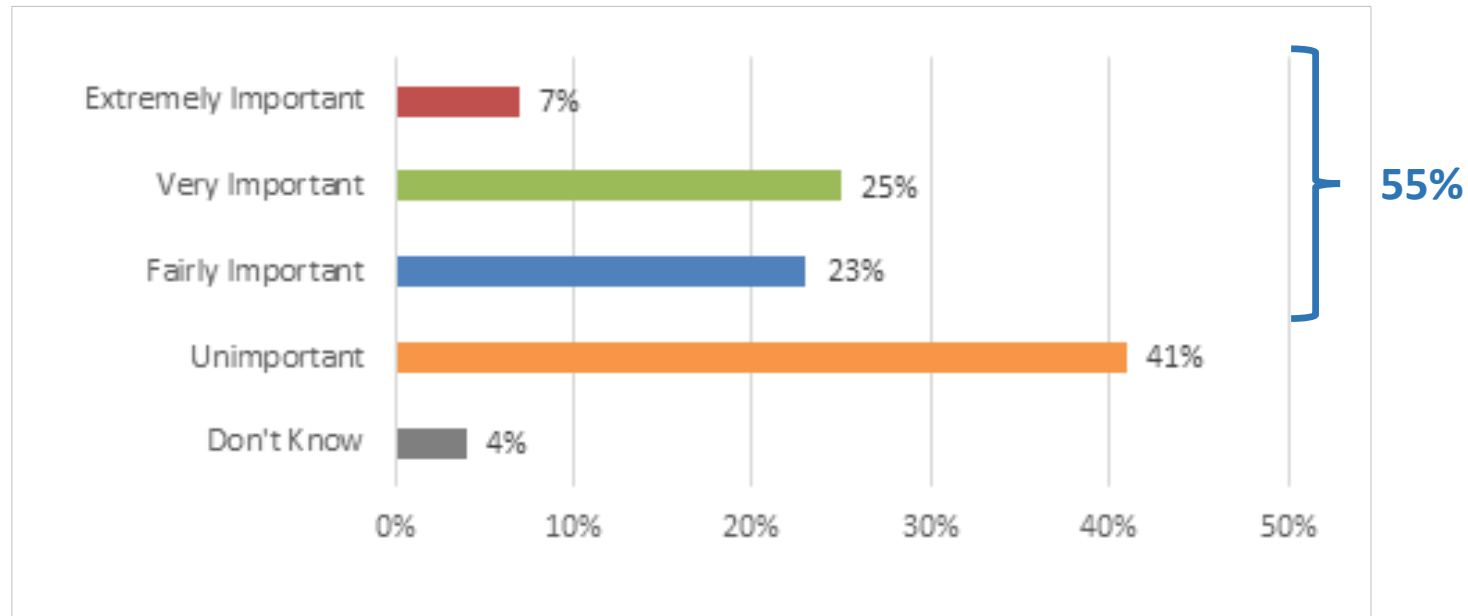




# Pulsant's Customers are Typical

Pulsant is a UK-based Hybrid Cloud supplier offering integrated cloud services between legacy platforms, private and public clouds

*“How important is it to you that such provision is available from partners (though not necessarily from Pulsant)?”*



*“The technology is there – or getting there fast.*

*But the journey to reaping the benefits will not be instant, and can be supported by appropriate partners”*