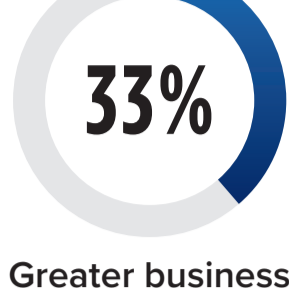


How Hybrid Cloud Is Driving Business Value

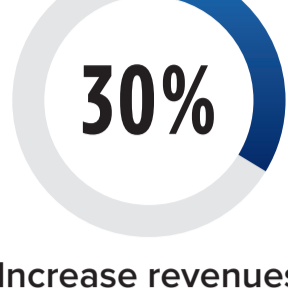
Business and Technology Benefits of Using Managed Cloud Services

The Top 3 Business Goals

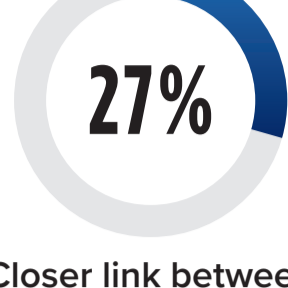
Enterprises Want from Managed Cloud Services



Greater business agility



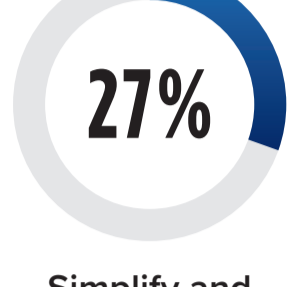
Increase revenues with new products & services



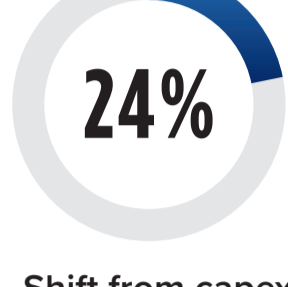
Closer link between IT and business processes

The Top 3 Technology Goals

Enterprises Want from Managed Cloud Services



Simplify and standardize IT



Shift from capex financial model to opex



Standardize globally

Source: IDC 2020 Worldwide Managed CloudView Survey (August), n= 1,500

Strong Demand Worldwide Continues for Managed Hybrid Services



Enterprises bought \$26.3 billion worth of managed hybrid services in 2019

IDC expects that consumption to grow to **\$51.1 BILLION** by 2024

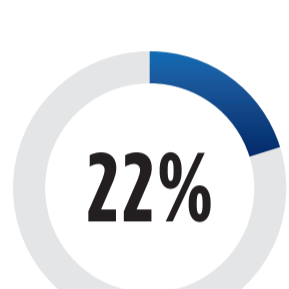
That's a 5-year compound annual growth rate of 14.2%

Source: Worldwide Managed Cloud Services Forecast, 2020-2024: An Extraction View of Technology Outsourcing Services Markets (IDC #U545926720, September 2020)

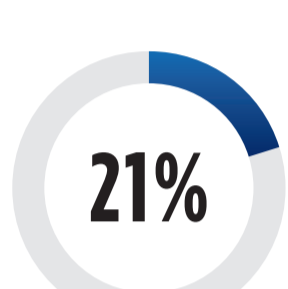
Where and Why Hybrid Cloud Is Used with Managed Cloud Services

Top 3 Workload Priorities

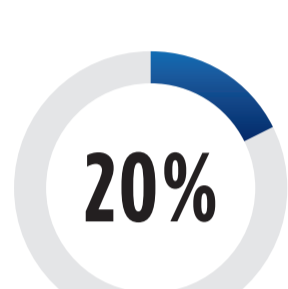
Using (or Would Use) Hybrid Cloud Worldwide with Managed Cloud Services



Data warehousing (information-based needs)



CRM (front-office requirements)



ERP (back-office requirements)

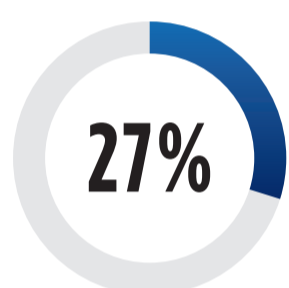
Hybrid Cloud Leads with Innovative Use Cases



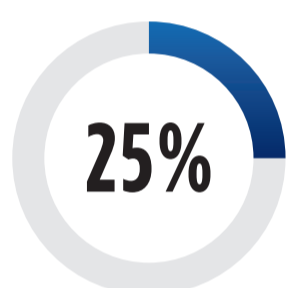
84% of enterprises would utilize edge computing via managed cloud services

Top 3 Drivers

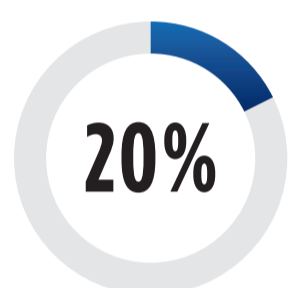
for Edge Computing via Managed Cloud Services



Rapidly scale



Minimize latency

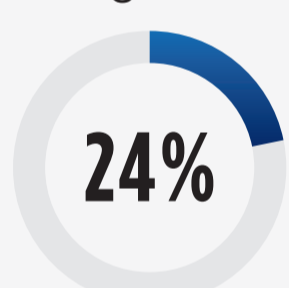


Expand external connectivity

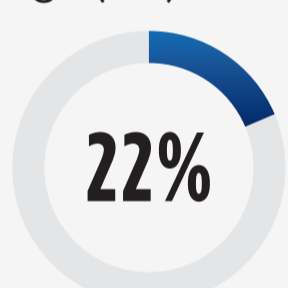
Source: IDC 2020 Worldwide Managed CloudView Survey (August), n= 1,500

Top 3 Areas

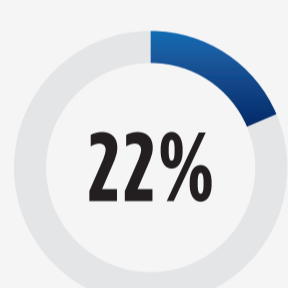
for Using Internet of Things (IoT) via Managed Cloud Services



Inventory management



Specialized facilities

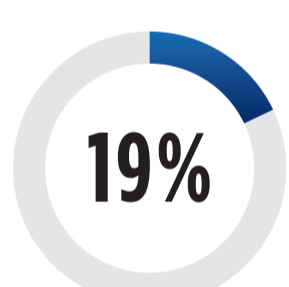


General facilities

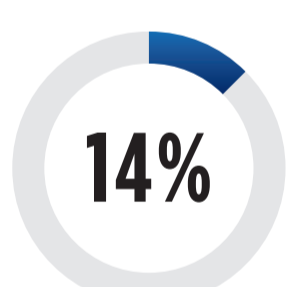
Source: IDC 2020 Worldwide Managed CloudView Survey (August), n= 1,500

Top 3 Priorities

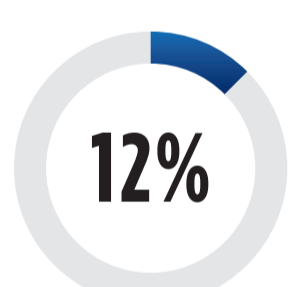
for Cognitive Computing via Managed Cloud Services



Enable more efficient IT operations



Link business needs with IT ops



Align consumption of IT with individual (role-based) needs

Source: IDC 2019 Worldwide Managed CloudView Survey (August), n= 1,500

The Future of Hybrid Cloud

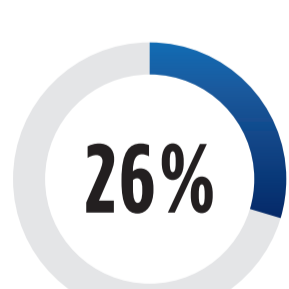


U.S. Enterprises Say #1 Required Change Driven By COVID-19: **A Highly Agile, Mobile, and Resilient IT Environment**

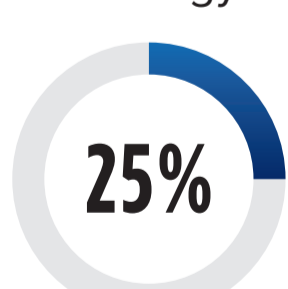
Adopting Hybrid Cloud Is a Primary Technology Approach in Achieving Business Resiliency

Top 3 Changes

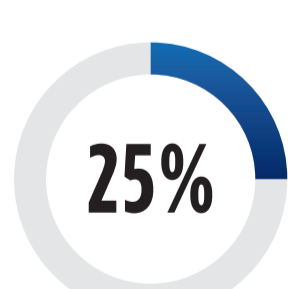
in Cloud Strategy for 2020



Implement multicloud management



Expand use of public cloud



Leverage cloud for innovative technologies

Source: IDC 2020 U.S. Managed Services Survey, n = 600

Next Steps to Implement Hybrid Cloud with Managed Cloud Services



- Define objectives
- Implement governance
- Establish migration strategy
- Design a risk management approach to service portfolio management
- Utilize multicloud management
- Maintain flexibility

MESSAGE FROM SPONSOR

An effective hybrid cloud strategy could help an organization build a strong digital foundation that delivers smarter experience across the cloud value chain. HCL empowers global enterprises to achieve business outcomes through its robust and scalable hybrid cloud services & offerings.

Enable experience-centric and outcome-oriented business benefits through a resilient digital foundation

