

Cloud computing : what companies are actually looking for.

CloudScreener.com has studied the cloud research conducted on its website in order to analyse the real needs of companies all around the world.

CloudScreener.com is a free online Public Cloud Computing comparison service that enables worldwide organizations to analyse, evaluate and better yet understand the complex offers available on this market. CloudScreener.com analyses cloud offers upon more than 120 criteria : price, performance , security, SLA...

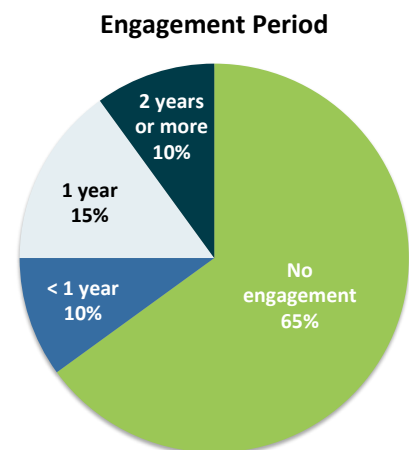


Since its launch, few months ago, more than 25,000 [cloud comparisons](#) has already been made on the website from 115 countries in the world. CloudScreener.com has a unique knowledge base of the market and is able to identify what companies are actually looking for about cloud computing (IaaS).

Engagement period required for the contract :

In 65% of cloud computing searches made on CloudScreener.com, companies are looking for no long-term commitment with their supplier. Only 25% of researches include a willingness to commit to a period of 1 year or more.

Some of these companies would change their minds and accept an engagement at the time of the purchase but with two conditions : the opportunity to get a price reduction and confidence in their ability to predict their needs over the next months.

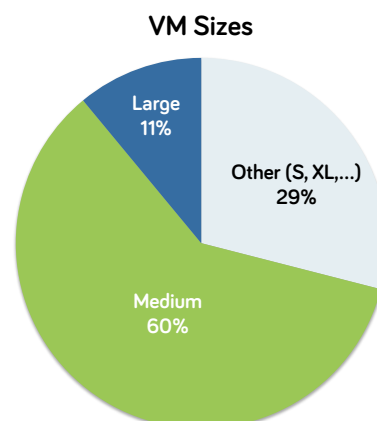


CPU & RAM requirements :

Given the heterogeneity of types of businesses and cloud needs, the volume of RAM and CPU searched varies widely.

Cloud Services providers who offers packaged instances with predefined volume of RAM, CPU and Storage (Amazon Web Services, Windows Azure, Rackspace,...), are offering many different Virtual Machines sizes to cover most users needs (Eg. AWS offers 17 different types of virtual machines).

Actually, the majority of expressed needs can be covered by Virtual Machines with « average » capacity (according to the reference units created by CloudScreener.com) : 60% by "Medium" type instances and 11% by "Large" type instances. The remaining 29% are answered by "Small", "Extra-wide" or more specific ones (high CPU, high RAM...).



Storage :

Half of the searches do not include storage in the expression of users needs. Storage seems often not be a decisive factor in the choice of a cloud service provider offer. It will be added to the appropriate purchase once choice of provider is made.

Operating System :

75% of requests are made on virtual machines with Linux OS Vs 25 % for machines with Windows OS.

Methodology :

Study conducted on a sample of 9576 cloud comparisons made on CloudScreener.com website, between June and September 2013 by users based in U.S., UK, France, Canada, Belgium, Switzerland , India and Australia.

About CloudScreener.com - www.CloudScreener.com

Fouded in december 2012, CloudScreener.com is a french startup who offers Cloud comparison & analyse tools (prices, performances) CloudScreener.com services are already used by thousands of company all around the world. [Follow CloudScreener.com on Twitter.](#)

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