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EXECUTIVE SUMMARY

By Oscar Arean, Technical Operations Manager

Welcome to the 2015 Databarracks Data Health Check. This year we surveyed 404 IT decision makers, from specialists and consultants to board-level executives, on their experiences with technology in the last 12 months, and their expectations for the year ahead.

Our questions focus on the use of backup and recovery, data security, cloud computing and storage to gauge trends in attitudes and practices among UK IT professionals.

This year's respondents skew ever so slightly towards either end of the scale in terms of size, though there's still a good spread between small, medium and large organisations.

As in previous years, it has also been useful to split respondents by other factors, such as available internal IT resources, to see how usage of and sentiment towards technology varies according to different circumstances.

36%SMALL BUSINESSES (0-49 EMPLOYEES)

26%MEDIUM BUSINESSES (50-499 EMPLOYEES)

37%
LARGE BUSINESSES
(500+ EMPLOYEES)

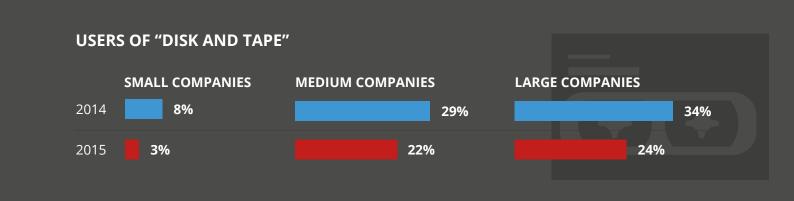
PUBLIC SERVICES: Charity, education, health, transport, utilities 18% FINANCE: Banking and finance 8% TECHNOLOGY: Technology, telecoms, media 27% PROFESSIONAL SERVICES: Legal, professional services 16% COMMERCIAL: Consumer goods, leisure, retail 10% INDUSTRIAL: Construction, engineering, industrial, natural resources 14% OTHER

BACKUP

We'll get the obligatory statement on tape out of the way first: this year saw further decline – down from 4% to 3% this year.

It's also interesting to note that use of "Disk and Tape" – the combination often representative of a transitional period for many organisations – is also in decline.

3%
OF RESPONDENTS
USE TAPE AS THEIR
ONLY BACKUP
METHOD - DOWN
FROM 4% IN 2014



The causes of data loss are always interesting to examine across different groups. With 2014's notable exception, human error has consistently ranked as the leading cause for years. It's back on top this year, with hardware failure following close behind.

For two years in a row now, hardware failure has caused more data loss for large organisations than human failure. If I had to guess why, I'd attribute this to two things. First, the fact that larger organisations tend to have mitigating checks and balances in place to reduce the amount of damage an individual user account can cause. Second, larger organisations often don't refresh their hardware as frequently due to the size and complexity of their infrastructure. Where IT assets are forced to sweat for longer, it's inevitable that some will just give out.

LEADING CAUSE OF DATA LOSS

16%SMALL - HUMAN ERROR

31%MEDIUM - HUMAN ERROR

31%LARGE - HARDWARE FAILURE

Equally, smaller organisations both spent less time per day on backup and experienced less data loss on the whole.

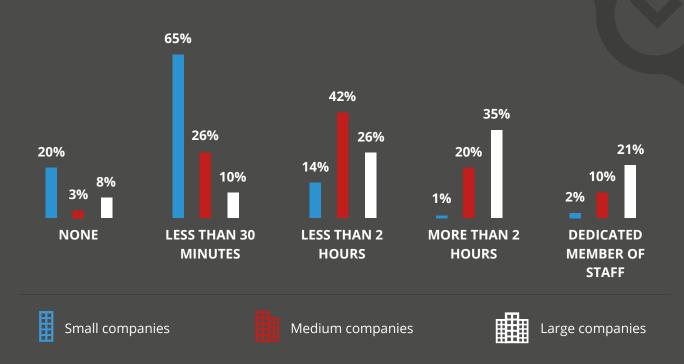
"NONE" AND "OTHER" RESPONSES TO CAUSES OF DATA LOSS

171%SMALL - "NONE" AND "OTHER"

■ 37%MEDIUM - "NONE" AND "OTHER"

51%
LARGE - "NONE" AND
"OTHER"

MOST COMMON ANSWER FOR TIME SPENT PER DAY ON BACKUP



DISASTER RECOVERY

Just over half of the respondents this year reported owning a business continuity plan, which is a modest increase on last year. Split the data by size however, and the results tell a different, if familiar, story.

RESPONDENTS WITH A BUSINESS CONTINUITY PLAN

27%

\$68%

75% LARGE

SMALL

MEDIUM

In 2014, 42% of respondents from small organisations said they did not have a business continuity plan and they did not intend to create one in the next 12 months. A year later and it looks as though that sentiment was accurate.

Of those organisations that did own a BCP plan, there was a reassuring presence of dedicated IT disaster recovery plans included within them.



RESPONDENTS WITH A DEDICATED IT DISASTER RECOVERY PLAN

85%

SMALL

86% MEDIUM

90% LARGE

However, the rate of DR testing was less consistent. Small organisations in particular would do well to take testing more seriously. As we've said before, a plan untested is just an idea.

73% of small organisations had not tested their DR plan in the last 12 months, of which 40% said they didn't intend to in future.

A NOTE ON TESTING

When I talk to customers about DR testing, they often cite a lack of time as a major blocker. Last year, it was the most common reason given by small organisations when asked why they hadn't tested in 12 months.

More worryingly, the second most common answer was "I don't know". It's my opinion that organisations that genuinely don't have the time and resources to perform testing must exhautively justify that decision; it's an essential piece of due diligence. Simply put, "I don't know" isn't good enough.

In truth, it's rarely the case that time is such an inflexible commodity. Using a lack of it as an excuse for not testing may represent more of a cultural aversion rather than a genuine lack of tangible resources.

25%

OF RESPONDENTS
USE FROM SMALL
COMPANIES IN 2014
WERE NOT SURE
WHY THEY HADN'T
TESTED THEIR DR
PROCESSES

WHAT DIFFERENCE DOES TESTING MAKE?

Respondents that tested their DR plans in the last 12 months tended to have a firmer grasp of their overall DR capabilities and ambitions as a whole.



Of the 169 respondents who have had tested their DR plan in the last 12 months:

- 58% felt "very confident" about their plan
- 40% felt "fairly confident"
- 3% "had concerns"

There was also an even split in the frequency of restores with:

- 24% Daily
- 23% Weekly
- 25% Monthly

42% said these restores never failed.

25% could recover within 4 hours, and 54% could recover with 8 hours.

The largest ideal RTO was less than 1 hour (29%) closely followed by less than 4 hours (22%).



NON-TESTERS

Of the 186 respondents who had not tested in the last 12 months, 30% restored less than once a year, and 23% restored monthly. 53% said their restores never failed, but this may be the result of fewer restores overall.

- 28% felt "very confident" about their plan
- · 55% felt "fairly confident"
- 16% "had concerns"

Organisations that test their DR plans restore more often, more successfully and with more confidence than those that don't test at least annually.

The largest group didn't know how long it would take them to recover from a disaster (23%), closely followed by "less than 4 hours" (18%).

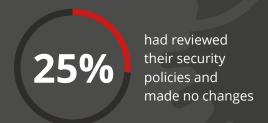
The most common ideal RTO was less than 1 hour (25%) closely followed by less than 4 hours (22%). However, 18% also said "I don't know".

CYBER SECURITY

Unsurprisingly, respondents who were affected by cyber-attacks had (for the most part) reviewed their security policies in response. I'm not particularly concerned about the 25% of respondents who reviewed their security policies and made no changes – human error is often better addressed through education rather than Draconian usage policies.

OF RESPONDENTS WHO HAD EXPERIENCED A CYBER-ATTACK:





I'm particularly encouraged by the 47% of respondents that had reviewed their security policies in the last 12 months despite not experiencing a cyber-attack. This is very good general hygiene, and it's heartening to see so many organisations getting security right. I'd encourage the rest to regard the threat of constantly evolving cyber-attacks (rather than the experience of one) as justification enough to review security policies regularly.

Backup and disaster recovery can be an excellent tool in mitigating the damage of cyber-attacks. We've helped many customers avoid downtime and the damaging effects of malware by safely restoring their unaffected backups. In the case of attacks such as CryptoLocker, this not only avoided downtime, but also negated both the ransom costs and the irretrievable loss of data itself.

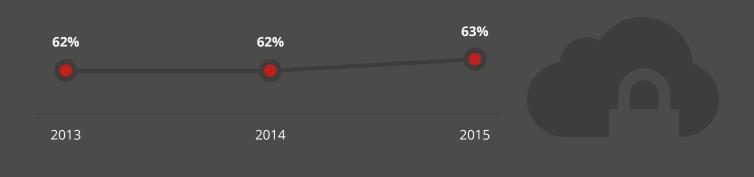
47%
OF ORGANISATIONS
WHO HAD NOT
EXPERIENCED A
CYBER-ATTACK
IN THE LAST 12
MONTHS STILL
REVIEWED THEIR
SECURITY POLICIES

55%
OF RESPONDENTS
STATED THEIR
DR SOLUTION
PROTECTED THEM
FROM CYBERATTACKS

CLOUD COMPUTING

Attitudes to cloud computing evolve slowly and over time. As such, it's not difficult to account for the appearance of "security" as the top priority when selecting a cloud service provider for the fourth year in a row.

PERCENTAGE OF RESPONDENTS THAT SELECTED "SECURITY" AS THE MOST IMPORTANT WHEN SELECTING A CLOUD SERVICE PROVIDER



Last year we found that experience positively impacts attitude towards cloud services. The same was true this year: respondents who actively use cloud services not only tend to view them more favourably, they use different metrics to determine their value.

Given this trend, we've adapted our line of questioning to delve into the reasoning behind the preoccupation with security.

HOW MUCH CONFIDENCE DO YOU HAVE IN THE CLOUD SERVICES YOU USE TO KEEP YOUR DATA SECURE AND AVAILABLE?

DO YOU FEEL A LOSS OF CONTROL OVER YOUR DATA WHEN USING CLOUD SERVICES?







Have concerns but no plans to change services

★★ 45%

Have concerns and investigating alternatives

6%

Completely in control

How are we to reconcile the continued prevalence of security anxieties with the news that the majority of respondents who use cloud services are "completely happy" that their data will remain secure and available? Are we to accept security concerns as a permanent fixture in the minds of cloud users? Is this attitude simply the cost of doing business?

Well, just over half of respondents also admitted to feeling a loss of control when using cloud services. Speaking optimistically, I think this is a good representation of market attitudes as they stand. Users of cloud services are generally pleased with the services they consume, but remain reflexively cautious when their data leaves the corporate firewall.

It's up to cloud providers to continue building confidence in the security and availability of data held in the public cloud, as well working to help customers understand the controls around access to their data.

DATA STORAGE AND ANALYTICS

Throughout our annual Data Health Check reports, file data and emails have consistently ranked as the leading causes of storage growth, and this year is no different.

FASTEST AREA OF STORAGE GROWTH





Email **28%**

MEDIUM COMPANIES



File Data 27%

LARGE COMPANIES



Email **19%**

I had imagined that organisations with larger IT departments would have a stronger grasp of ongoing operational factors, such as storage growth. However, this wasn't the case. When asked where their fastest area of storage growth was, the top answer among respondents with small and mid-sized IT departments was either email or file data. The top answer among respondents with large IT departments was "I don't know".

FASTEST AREA OF STORAGE GROWTH SPLIT BY SIZE OF IT DEPARTMENT

1-10 IT STAFFEMAIL

11-30 IT STAFF FILE DATA 30+ IT STAFF
I DON'T KNOW

Rates of adoption for file analysis tools are still relatively low across the board, which is possibly why so few respondents actively distinguish between recently accessed and unused files. Organisations with larger IT departments tended to make the distinction more often, though again, mid-sized teams out-performed larger ones.

IT DEPARTMENTS THAT ACTIVELY DISTINGUISH BETWEEN FILES THAT HAVE BEEN RECENTLY ACCESSED AND FILES THAT HAVE NOT BEEN ACCESSED IN OVER A YEAR?

17% 1-10 IT STAFF

47% 11-30 IT STAFF

39% 30+ IT STAFF

The data analytics market is simultaneously maturing and diversifying. Where previously data analytics services relied on expensive consultancy and impenetrably complex tools to be effective, the last few years have seen a shift towards usability. There are several low-cost tools available today that are built to engage a much broader range of users – IT staff and non-technical alike - in data lifecycle management.

USE OF FILE ANALYSIS TOOLS SPLIT BY SIZE OF IT DEPARTMENT (TOP ANSWER)



FIND OUT MORE

Take a look at the Data Health Check interactive infographic, or to read previous reports visit datahealthcheck.databarracks.com.



APPENDIX

1. What best describes your business		7. What is your current backup method?		14. Have you tested any elements of your	
sector?		None	5%	disaster recovery process in the last 12	2
Banking & Finance	8%	Tape only	3%	months?	
Charity/NGO	2%	Disk and tape	16%	Yes	42%
Construction & Property	5%	Disk only	16%	No, but we're planning to within the	23%
Consumer Goods	2%	Online backup (internally between sites)	18%	next 12 months	
Education	8%	Cloud backup (to a third party backup	30%	No, and we're not planning to	24%
Engineering	5%	company)		I don't know	12%
Health	5%	Backup appliance	8%		
Industrial	4%	Other (please specify)	4%	15. What is most important to you in a	
Legal	2%			disaster recovery situation?	
Leisure	2%	8. What were the causes of any data los	s over	Business intelligence systems	7%
Media	2%	the last 12 months? (tick all that apply)		Call centre management	4%
Natural Resources	1%	Hardware failure	21%	CRM/customer service	8%
Professional Services	14%	Software failure	16%	Data warehouse management	6%
Retail	6%	Data corruption	19%	Desktops	5%
Technology	23%	Human error/accident	24%	Email	9%
Telecommunications	3%	Internal security breach (member of	6%	Employee intranet	1%
Transport	3%	staff)	070	ERP	2%
Utilities	1%	Cyber-attack (hacker/virus)	8%	File Data	13%
Other (please specify)	7%	Natural disaster	2%	Financial systems (such as SAP, Oracle	8%
Other (please specify)	7 70	None	54%	Financials)	070
2 What is your position within the bus	:	Other (please specify)	1%	Human resources systems	0%
2. What is your position within the bus		Other (please specify)	1 70	Inventory management	1%
Corporate / Board-level responsible	22%	O On average have much time deserved		Online trading systems	2%
for IT	400/	9. On average, how much time does you		Point of sale	2%
Director-level responsible for IT/IS	19%	organisation spend on backup each day			
IT Manager	25%	Less than 30 minutes	34%	Supply chain management	1%
IT Technical Specialist	28%	Less than 2 hours	26%	Telephone system	2%
IT Admin	0%	More than 2 hours	19%	Test and development environment	1%
IT Consultant	7%	Dedicated member of staff	11%	Website	3%
General Management - Non-IT (inc.	0%	None	11%	All equally important	25%
Product/Project Managers, Sales and				Other (please specify)	4
Marketing)		10. Do you have a Business Continuity F	Plan?		
Other - Non-IT (please specify)	0%	Yes	56%	16. On average, how often do you perf	orm
		No but we will within the next 12	16%	restores of data?	
3. How many employees does your con	npany	months		Every day	15%
have?		No and we don't intend to implement	18%	Weekly	19%
< 15	31%	one within the next 12 months		Monthly	22%
25-49	5%	I don't know	11%	Yearly	8%
50-99	5%			Less than once per year	18%
100-249	9%	11. Who is involved in the writing of you	ur	I don't know	18%
250-499	13%	business continuity plan? (tick all that a			
500-999	9%	IT Manager	47%	17. On average, what percentage of th	ese
1000-4999	11%	IT Director	35%	restores failed within the last 12 mont	hs?
5000+	18%	CIO	17%	None	47%
3000	1070	CFO	8%	Less than 10%	31%
4. How many employees in your IT		CEO	20%	More than 10% but less than half	13%
department?		Finance Director	16%	More than half	3%
< 5	39%	Individual department heads (HR	22%	I don't know	6%
5-10	12%	Manager, Marketing Manager, etc.)	2270	1 don't know	070
11-15	11%	Business Continuity Manager	24%	18. How confident are you in your curr	ont
16-30	13%	Operations Manager	21%	disaster recovery plan?	CIIC
		Board	12%	Very confident	41%
31-100	12%		8%		49%
100+	14%	I don't know		Fairly confident I have concerns	10%
F W/	12	Other (please specify)	0%	Not confident at all	10%
5. Where is your UK head office located		42 In very exemication who is ultimat	من برام،	NOT COMINGENT AT AN	1 70
North East	4%	12. In your organisation, who is ultimat		40 Harrisan anni di tanan anti-talia 6	
North West	12%	charge of the business continuity plan?		19. How long would it currently take for	or you
Yorkshire and The Humber	5%	IT Manager	22%	recover from a disaster?	20/
East Midlands	5%	IT Director	27%	Less than 5 minutes	3%
West Midlands	8%	Business Continuity Manager	12%	Less than 1 hour	12%
East of England	4%	Operations Manager	5%	Less than 4 hours	19%
London	23%	Financial Director/CFO	4%	Less than 8 hours	11%
South East	20%	MD/CEO	17%	Less than 12 hours	8%
South West	9%	I don't know	11%	Less than 24 hours	12%
Scotland	6%	Other (please specify)	2%	Less than 48 hours	7%
Wales	2%			More than 48 hours	4%
Northern Ireland	1%	13. Within your Business Continuity		I don't know	24%
We do not have a UK head office	0%	Plan, do you have a specific IT Disaster Recovery plan?		20. What would be your ideal RTO (Rec	overy
6. What is your annual turnover?		Yes	88%	Time Objective)?	
< £5m	39%	No, but we're planning to write one in	7%	Less than 5 minutes	9%
£5 - 9.9m	5%	the next 12 months		Less than 1 hour	25%
£10 - 24.9m	7%	No, and we have no intention of writing	1%	Less than 4 hours	20%
£25 – 49.9m	6%	one		Less than 8 hours	10%
£50 – 99.9m	10%	I don't know	4%	Less than 12 hours	7%
£100 - 249.9m	8%			Less than 24 hours	7%
£250 – 499.9m	7%			Less than 48 hours	3%
£500 - 999.9m	4%			More than 48 hours	0%
>£1000m	15%			I don't know	19%

21. How long do you think your organisation could survive without its crucial IT systems (i.e. what is your maximum tolerable outage)?		27. Have you reviewed your backup schedule and RPOs (Recovery Point Objectives) in the last 12 months in response to recent cyber		e and	
Less than 30 minutes	4%	threats?	170/	I feel completely happy with the	57%
Less than 1 hour	5%	Yes, we have reviewed our backup	17%	security and availability of my data	200/
Less than 4 hours	11%	windows and have reduced them	2001	I have concerns about the security	38%
Less than 8 hours	10%	Yes, we have reviewed our backup	29%	and availability of my data but have no	
Less than 12 hours	8%	windows and made no changes		plans to stop using the services	40/
Less than 1 day	12%	No, we have not reviewed our backup	36%	I have concerns about the security	4%
Less than 2 days	12%	windows		and availability of my data and am	
Less than 3 days	6%	I don't know	18%	investigating alternative solutions	
Less than 1 week	9%				
Less than 2 weeks	3%	28. Does your DR solution protect		34. Do you feel a loss of control over yo	
Less than 1 month	4%	you from cyber threats (ransomware	,	when using any of these cloud services	
I don't know	18%	spyware, DDos, etc.)?		I feel completely in control of my data	49%
		Yes	55%	I have concerns about loss of control of	45%
22. If you were to ask your senior		No	16%	my data but have no plans to stop using	
management team how long they thought		I don't know	29%	the services	
your organisation could cope without	its			I have concerns about loss of control	6%
crucial IT (your maximum tolerable ou	ıtage) -	29. Which of the following cloud servi	ices do	of my data and am investigating	
what would they say?	-	you use? (select all that apply)		alternative solutions	
Less than 30 minutes	7%	Xero	1%		
Less than 1 hour	9%	Zendesk	3%	35. Which of the following services are	
Less than 4 hours	12%	Huddle	5%	planning to invest in over the next 12 n	nonths?
Less than 8 hours	7%	Akamai	3%	Software as a Service (SaaS)	21%
Less than 12 hours	6%	Workday	3%	Infrastructure as a Service (laaS)	13%
Less than 1 day	10%	Freshbooks	3%	Platform as a Service (PaaS)	13%
Less than 2 days	8%	Freshdesk	3%	Disaster Recovery as a Service (DRaaS)	15%
Less than 3 days	5%	Salesforce	7%	Backup as a Service (BaaS)	13%
Less than 1 week	7%	SAP	10%	Desktop as a Service (DaaS)	5%
Less than 2 weeks	3%	Google Apps	18%	Business Process as a Service (BPaaS)	4%
Less than 1 month	3%	Office 365	21%	None	53%
I don't know	23%	NetSuite	2%	Other (please specify)	1%
I GOITE KHOW	2070	Amazon Web Services	10%	4 1 27	
22 What is your biggost worry in a		Google Cloud Platform	16%	36. Which factors do you consider to be	most
23. What is your biggest worry in a		Microsoft Azure	14%	important when choosing a cloud servi	
disaster?	16%	vCloud Air	3%	provider? (Tick all that apply)	
Reputational damage		None	32%	Security	63%
Loss of revenue	22%		7%	Data sovereignty	23%
Loss of sales opportunities	7%	Other (please specify)	7 90	Reputation	32%
Customer dissatisfaction	16%	30 Which of the complete de very book	2	Size of company	11%
Regulatory penalties	5%	30. Which of the services do you back	up?	Functionality of service	39%
Employee dissatisfaction	3%	(select all that apply)	20/	Location of hosting	14%
Lost productivity	13%	Xero	3%	The hypervisor	7%
I don't know	10%	Zendesk	3%	The hardware	13%
None	7%	Huddle	3%	The data centres	16%
Other (please specify)	2%	Akamai	3%		
		Workday	4%	The location of the cloud service	10%
24. Have you been affected by any cyb	or-	Freshbooks	4%	provider HQ	200/
attacks in the last 12 months (malwar		Freshdesk	4%	The standard of SLA (service level	29%
spyware/ransomware/etc)?	٠,	Salesforce	12%	agreement)	F0/
Yes, on one occasion	15%	SAP	15%	Other (please specify)	5%
Yes, on multiple occasions	10%	Google Apps	15%		e.i
No	74%	Office 365	19%	37. Do you use any tools for analysis of	file
NO	7470	NetSuite	3%	data?	200/
25 Which of the following subsystems		Amazon Web Services	11%	I don't know	29%
25. Which of the following cyber threa		Google Cloud Platform	16%	No ()	68%
you been affected by in the last year?	(tick all	Microsoft Azure	16%	Yes (please specify)	4%
that apply)	110/	vCloud Hybrid Service	6%		
Carberp	11%	None	12%	38. Do you actively distinguish between	
CryptoLocker	24%	I don't know	12%	files that have been recently accessed	
CosmicDuke	13%	Other (please specify)	4%	and files that have not been accessed in	
GOZeus	12%	d 37		over a year?	
Heartbleed bug	11%	31. How do you backup your cloud		Yes	30%
KeyLogger	25%	services?		No	54%
Perkle	8%	Within the same cloud	33%	I don't know	16%
Podec	5%	Back to on-premises	32%		
Reveton Ransomware	6%	To another cloud provider	20%	39. What is your fastest area of storage	<u> </u>
Shylock	7%	I don't know	13%	growth?	
SpyEye	13%	Other (please specify)	1%	Email	23%
Volatile Cedar	6%	z and (prease specify)	170	File Data	21%
ZeroAccess Rootkit	7%	32. Have you suffered an outage in th	o last 12	CRM	8%
ZitMo	6%	months for any of these services? (se		Test and development environment	5%
None	0%	that apply)	.ccc an	ERP	4%
I don't know	26%	Xero	1%	Accounts	6%
Other (please specify)	4%			HR	1%
		Zendesk Huddle	3% 4%	Log data	2%
26. Have you reviewed you security		Akamai	4% 2%	Archive	8%
policies in the last 12 months in		AKalilal		I don't know	20%
response to recent cyber threats?		Workday		Other (please specify)	2%
Yes, we have reviewed our security		Workday	4%		
	30%	Freshbooks	2%		
policies and have made changes	30%	Freshbooks Freshdesk	2% 6%		with
	30% 24%	Freshbooks Freshdesk Salesforce	2% 6% 4%	40. What is your biggest cost associated	d with
Yes, we have reviewed our security		Freshbooks Freshdesk Salesforce SAP	2% 6% 4% 4%	40. What is your biggest cost associated storage growth?	
Yes, we have reviewed our security policies and made no changes	24%	Freshbooks Freshdesk Salesforce SAP Google Apps	2% 6% 4% 4% 4%	40. What is your biggest cost associated storage growth? Backup	12%
Yes, we have reviewed our security policies and made no changes No, we have not reviewed our security		Freshbooks Freshdesk Salesforce SAP Google Apps Office 365	2% 6% 4% 4% 4% 5%	40. What is your biggest cost associated storage growth? Backup Hardware	12% 25%
Yes, we have reviewed our security policies and made no changes No, we have not reviewed our security policies	24% 30%	Freshbooks Freshdesk Salesforce SAP Google Apps Office 365 NetSuite	2% 6% 4% 4% 4% 5% 2%	40. What is your biggest cost associated storage growth? Backup Hardware Maintenance	12% 25% 17%
Yes, we have reviewed our security policies and made no changes No, we have not reviewed our security	24%	Freshbooks Freshdesk Salesforce SAP Google Apps Office 365 NetSuite Amazon Web Services	2% 6% 4% 4% 4% 5% 2% 3%	40. What is your biggest cost associated storage growth? Backup Hardware Maintenance Physical real estate	12% 25% 17% 8%
Yes, we have reviewed our security policies and made no changes No, we have not reviewed our security policies	24% 30%	Freshbooks Freshdesk Salesforce SAP Google Apps Office 365 NetSuite	2% 6% 4% 4% 4% 5% 2% 3% 4%	40. What is your biggest cost associated storage growth? Backup Hardware Maintenance Physical real estate Support contracts	12% 25% 17% 8% 6%
Yes, we have reviewed our security policies and made no changes No, we have not reviewed our security policies	24% 30%	Freshbooks Freshdesk Salesforce SAP Google Apps Office 365 NetSuite Amazon Web Services	2% 6% 4% 4% 4% 5% 2% 3%	40. What is your biggest cost associated storage growth? Backup Hardware Maintenance Physical real estate Support contracts Cost of high performance disk	12% 25% 17% 8% 6% 4%
Yes, we have reviewed our security policies and made no changes No, we have not reviewed our security policies	24% 30%	Freshbooks Freshdesk Salesforce SAP Google Apps Office 365 NetSuite Amazon Web Services Google Cloud Platform	2% 6% 4% 4% 4% 5% 2% 3% 4%	40. What is your biggest cost associated storage growth? Backup Hardware Maintenance Physical real estate Support contracts Cost of high performance disk I don't know	12% 25% 17% 8% 6% 4% 28%
Yes, we have reviewed our security policies and made no changes No, we have not reviewed our security policies	24% 30%	Freshbooks Freshdesk Salesforce SAP Google Apps Office 365 NetSuite Amazon Web Services Google Cloud Platform Microsoft Azure	2% 6% 4% 4% 4% 5% 2% 3% 4% 3%	40. What is your biggest cost associated storage growth? Backup Hardware Maintenance Physical real estate Support contracts Cost of high performance disk	12% 25% 17% 8% 6% 4%
Yes, we have reviewed our security policies and made no changes No, we have not reviewed our security policies	24% 30%	Freshbooks Freshdesk Salesforce SAP Google Apps Office 365 NetSuite Amazon Web Services Google Cloud Platform Microsoft Azure vCloud Hybrid Service None I don't know	2% 6% 4% 4% 4% 5% 2% 3% 4% 3% 1% 62% 10%	40. What is your biggest cost associated storage growth? Backup Hardware Maintenance Physical real estate Support contracts Cost of high performance disk I don't know	12% 25% 17% 8% 6% 4% 28%
Yes, we have reviewed our security policies and made no changes No, we have not reviewed our security policies	24% 30%	Freshbooks Freshdesk Salesforce SAP Google Apps Office 365 NetSuite Amazon Web Services Google Cloud Platform Microsoft Azure vCloud Hybrid Service None	2% 6% 4% 4% 4% 5% 2% 3% 4% 3% 1% 62%	40. What is your biggest cost associated storage growth? Backup Hardware Maintenance Physical real estate Support contracts Cost of high performance disk I don't know	12% 25% 17% 8% 6% 4% 28%