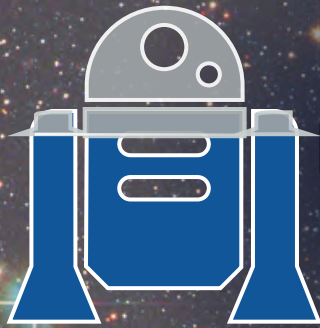


# CLOUD WARS



## 62%

Believe that Features & Performance are more important than price<sup>1</sup>

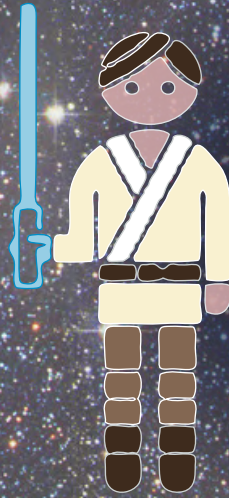
## AWS

## 70%

Believe AWS has best price-to-value<sup>1</sup>

## 51%

Avg. price reduction for storage<sup>2</sup>



## 30%

Avg. price reduction for compute<sup>2</sup>

## Google

## 8%

Believe Google has best price to value<sup>1</sup>



## 30%

Avg. price reduction for compute<sup>3</sup>

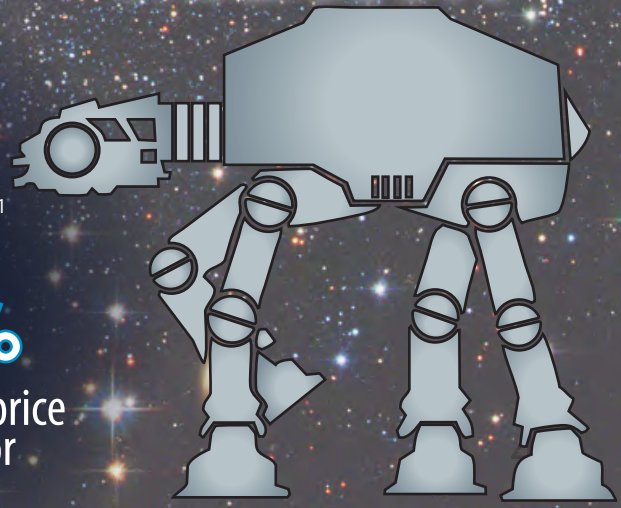
## 68%

Avg. price reduction for storage<sup>3</sup>

## Microsoft

## 4%

Believe MSFT has best price to value<sup>1</sup>



## 35%

Up to/max price reduction for compute<sup>4</sup>

## 65%

Up to/max price reduction for storage<sup>4</sup>

\*Price reductions since March, 2014.

1 - 2014 Cloud Pricing Survey, 2nd Watch, Inc.

2 - Amazon Web Services: <http://aws.amazon.com/economics/learn-more/>

3 - TechCrunch, March 25, 2014: <http://bit.ly/GooglePriceDrops>

4 - Microsoft Blog, March 31, 2014: <http://bit.ly/MSFTPriceDrops>

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