ENTERPRISE IT PROCUREMENT PATTERNS FAVOR CLOUD TECHNOLOGIES

2nd Watch completed a survey of more than 400 IT executives in the United States. The survey ran online the last week in January and sought to understand the organizational emphasis and strategic focus of modern enterprise IT departments based on the tech services they're consuming and how much they're spending.

The survey began with the premise that many enterprise IT organizations today are "bimodal," meaning their focus is split between stability, which Gartner refers to as a Mode 1 approach, and agility, which Gartner calls Mode 2.

MODE 1

Traditional
Sequential
Higher standard of security
Higher standard of governance
Waterfall IT distribution

MODE 2

Exploratory
Nonlinear
Agility
Speed
Self-service
High risk tolerance
Decentralized IT procurement

Mode 1 IT is a fact of life for modern IT organizations

71% say Mode 1 best represents their IT organizations today
72% emphasize sequential processes and linear relationships
65% commented that plan-driven or top-down decision making best represented their company's planning processes

Public cloud is driving Mode 2 buying behavior

89% use Amazon Web Services (AWS), Google Compute Engine or Microsoft Azure
39% have dedicated up to **25%** of total IT spend to public cloud
43% say at least half their cloud service spend went to AWS

Enterprise buyers need help with cloud deployments

34% find the process of buying, consuming and managing public cloud services was between somewhat and very difficult
85% would pay a premium if the process of buying public cloud was easier
40% would pay **15%** over cost for the benefit of an easier process

"It seems clear that enterprise IT organizations have not abandoned so-called Mode 1 IT delivery, but it's also apparent that Mode 2 is coming on strong."

JEFF ADEN
Co-Founder and EVP of Marketing and Strategic Business Development at 2nd Watch