

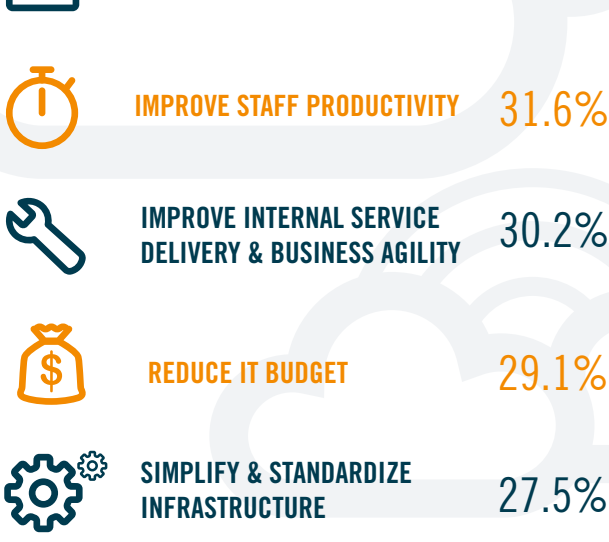
What You Should Know About Cloud Software Adoption in the PHARMACEUTICAL INDUSTRY

IDC conducted a study in June 2016 of 704 cloud-using organizations from a variety of industries including the pharmaceutical industry. The survey profiled the companies' use of the cloud and asked specifically about benefits, inhibitors, and key attributes considered to be most important when thinking about moving mission-critical applications to the cloud.

4 KEY FINDINGS

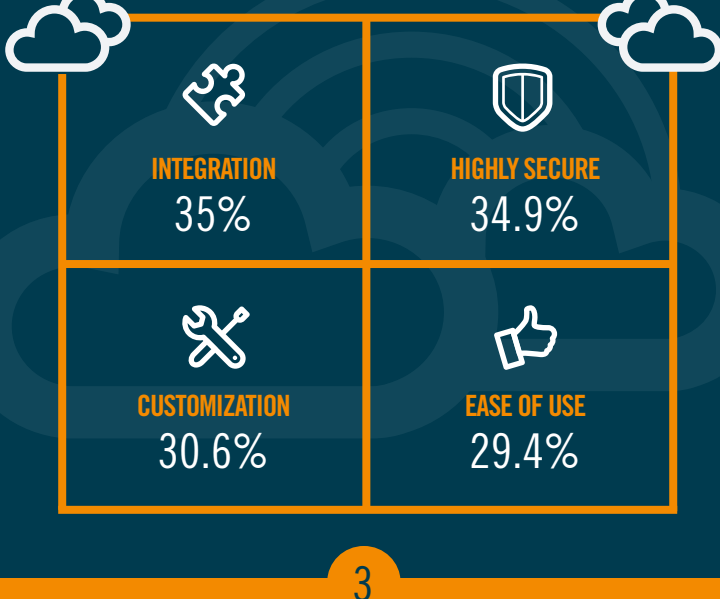
1

Top 5 expected benefits of SaaS



2

Top 4 attributes mission-critical SaaS applications need to meet



3

Key adoption inhibitors for mission critical applications



80% of SaaS customers agree

4

SaaS applications most critical to business success



Today's pharmaceutical organizations are looking for attributes in cloud software offerings that go beyond basic benefits and risks. Cloud-using pharmaceutical companies should collaborate with cloud software providers to set design principles, build business case models, evolve SLAs, and put into place operational policies that benefit IT, developer, and line-of-business interests within the organization.

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