

CLOUD WARS



62%

Believe that Features & Performance are more important than price¹

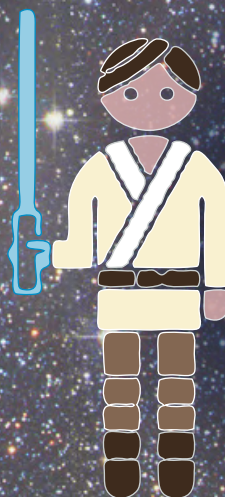
AWS

70%

Believe AWS has best price-to-value¹

51%

Avg. price reduction for storage²



30%

Avg. price reduction for compute²

Google

8%

Believe Google has best price to value¹



30%

Avg. price reduction for compute³

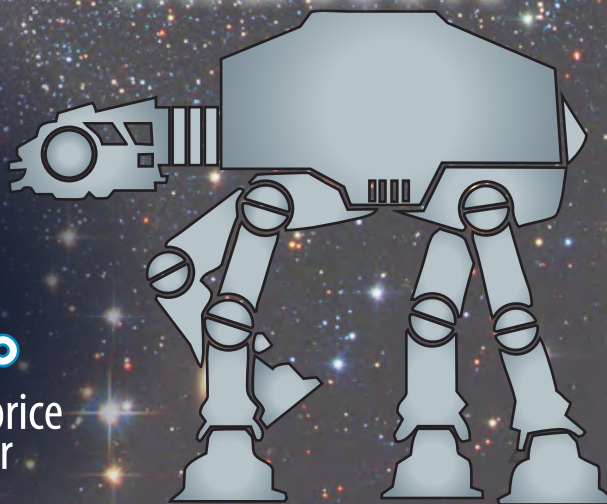
68%

Avg. price reduction for storage³

Microsoft

4%

Believe MSFT has best price to value¹



35%

Up to/max price reduction for compute⁴

65%

Up to/max price reduction for storage⁴

*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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