

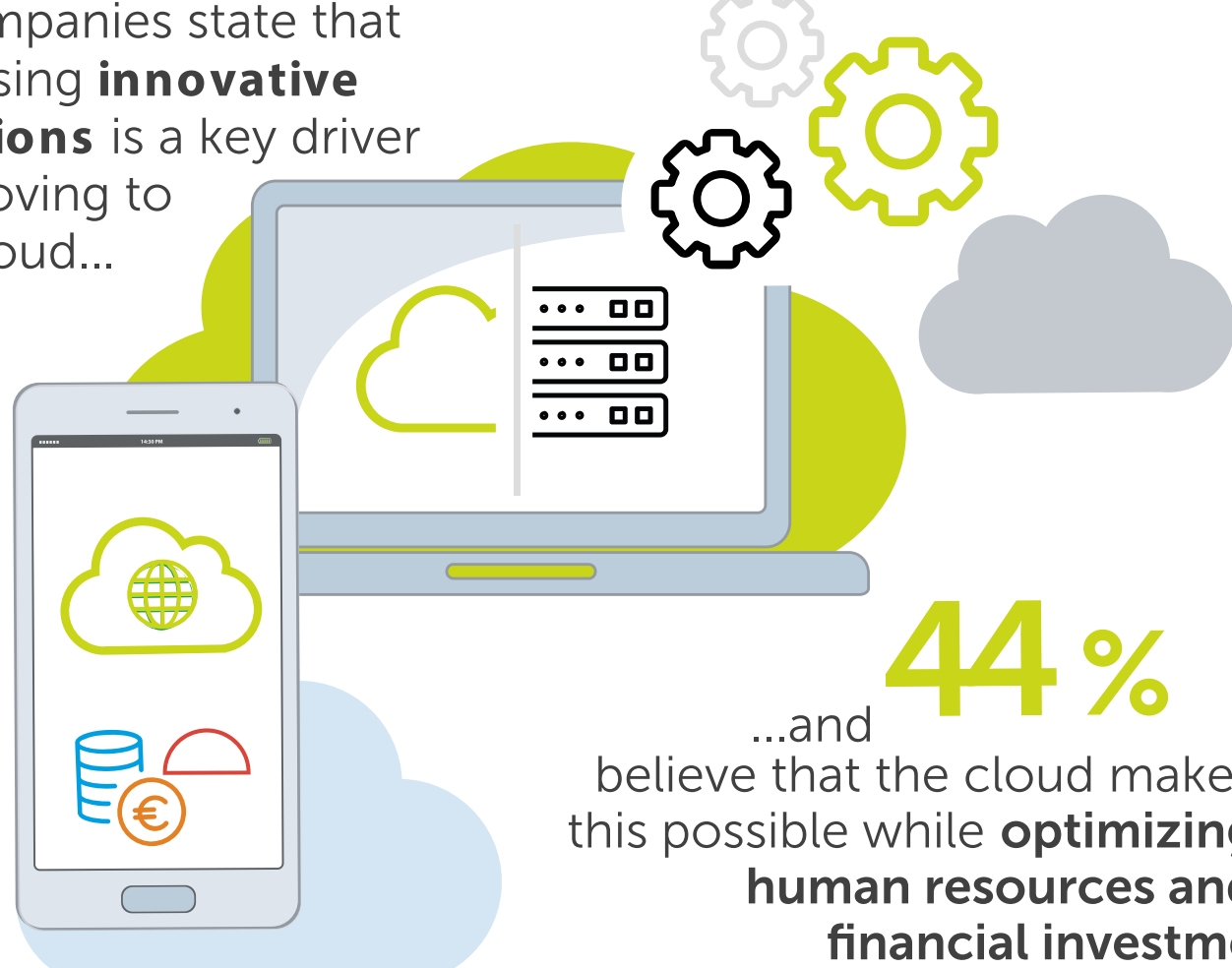
CLOUD ADOPTION

AS VIEWED BY EUROPEAN COMPANIES

Assessing the Impact on Public, Hybrid and Private Cloud Communications

81%

of companies state that accessing **innovative functions** is a key driver for moving to the cloud...

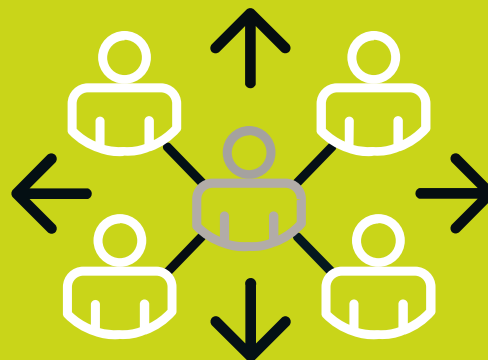


44%

...and believe that the cloud makes this possible while **optimizing human resources and financial investment**

89%

of companies believe unified communications is a must-have and expect **advanced collaboration capabilities**.



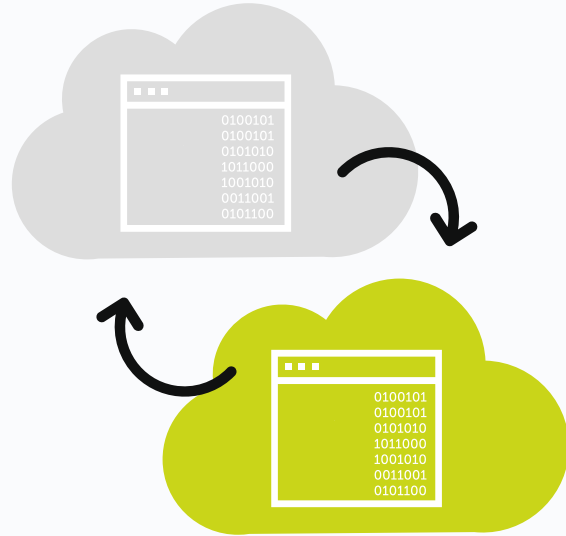
62%

prefer to rely on a **cloud specialist** when initiating a UCaaS project



Before signing up, **82%** of companies demand warranties to enable **changing vendors** if necessary...

...and **48%** of them pay attention to **data reversibility** conditions.



95%

of companies prefer to **rely on VPN¹** connections to deploy their UCaaS solution.



84%

think that **migration costs** are the most important parameter when calculating their project ROI².



77% of companies would consider **cloud-based contact center** if they can get SLA³ guarantees



1 VPN : Virtual Private network
2 ROI : Return on investment
3 SLA : Service Level Agreement

Mitel and SpokingPolls survey conducted in 2018 - based on 1003 respondents from European companies - 2nd edition