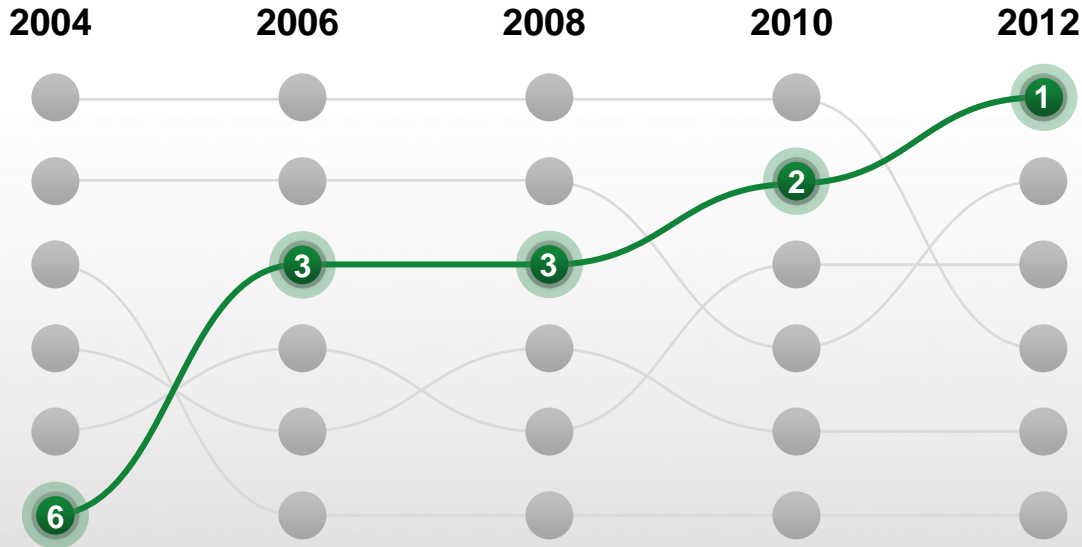


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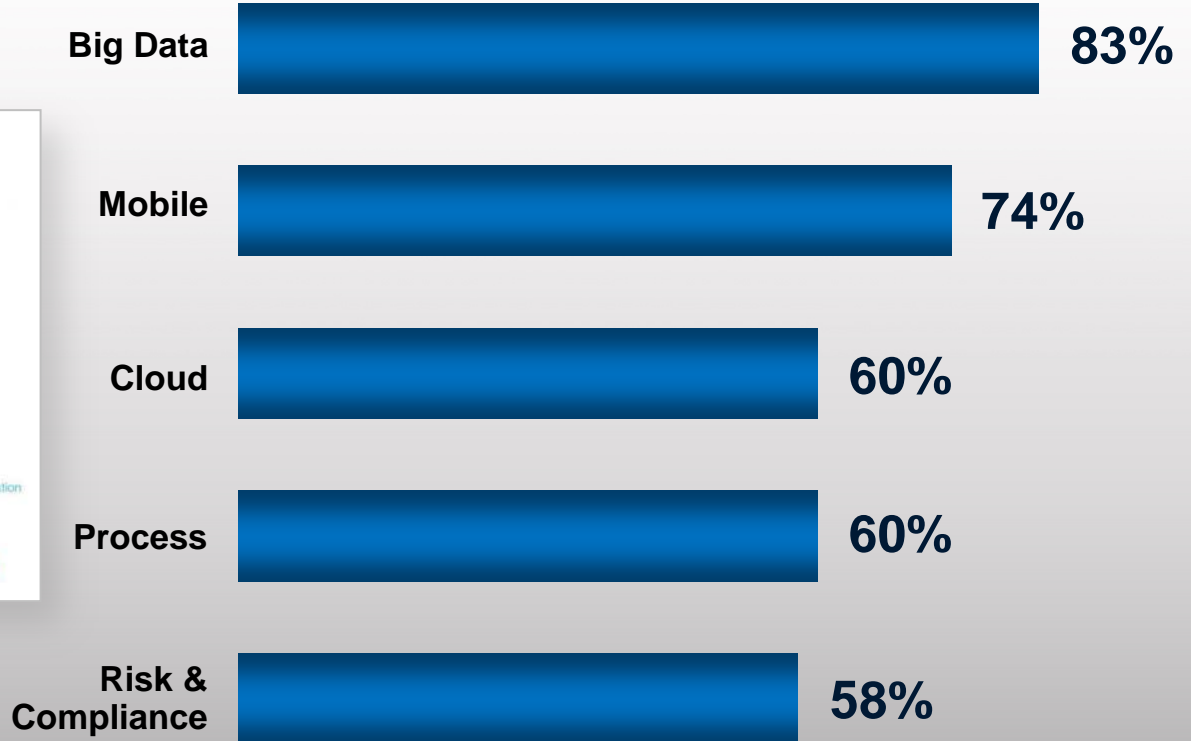
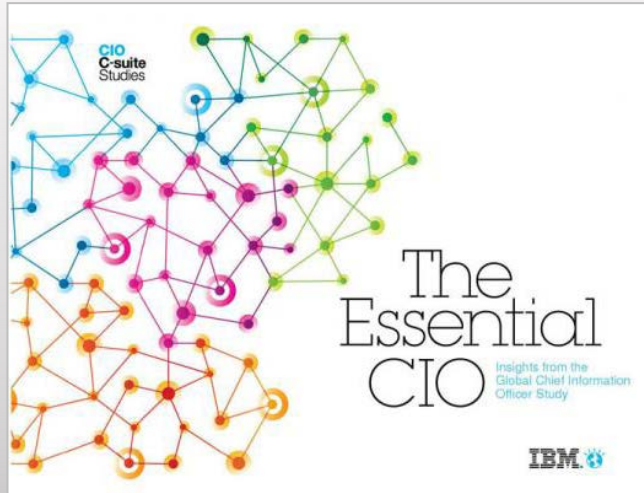
**1. Technology Factors**

- 2. People Skills
- 3. Market Factors
- 4. Macro-economic Factors
- 5. Regulatory Concerns
- 6. Globalization



*For the first time, CEOs identify technology as the most important external force impacting their organizations*

# CIOs Turn to Innovative Technologies to Deliver Outcomes



## Smarter Physical Assets



**200 Billion**  
*Physical assets  
with IT intelligence*

## Boundless Infrastructures



**1 Billion**  
*Consumers will  
have SmartPhones*

## Unpredictable Data Flows



**62%**  
*of workloads will  
be Cloud-based*

## Expanding risk and cost



**60,000**  
*Cyber attacks  
every day*

# Only 1 in 5

feel they have highly efficient IT infrastructures





**70%**

**Lack proper visibility into their Clouds**



**78%**

**Not using Mobile device management**



**53%**

**Lack proper automation in Securing assets**



Only **1 in 10** feel they have the **skills and capabilities** they require

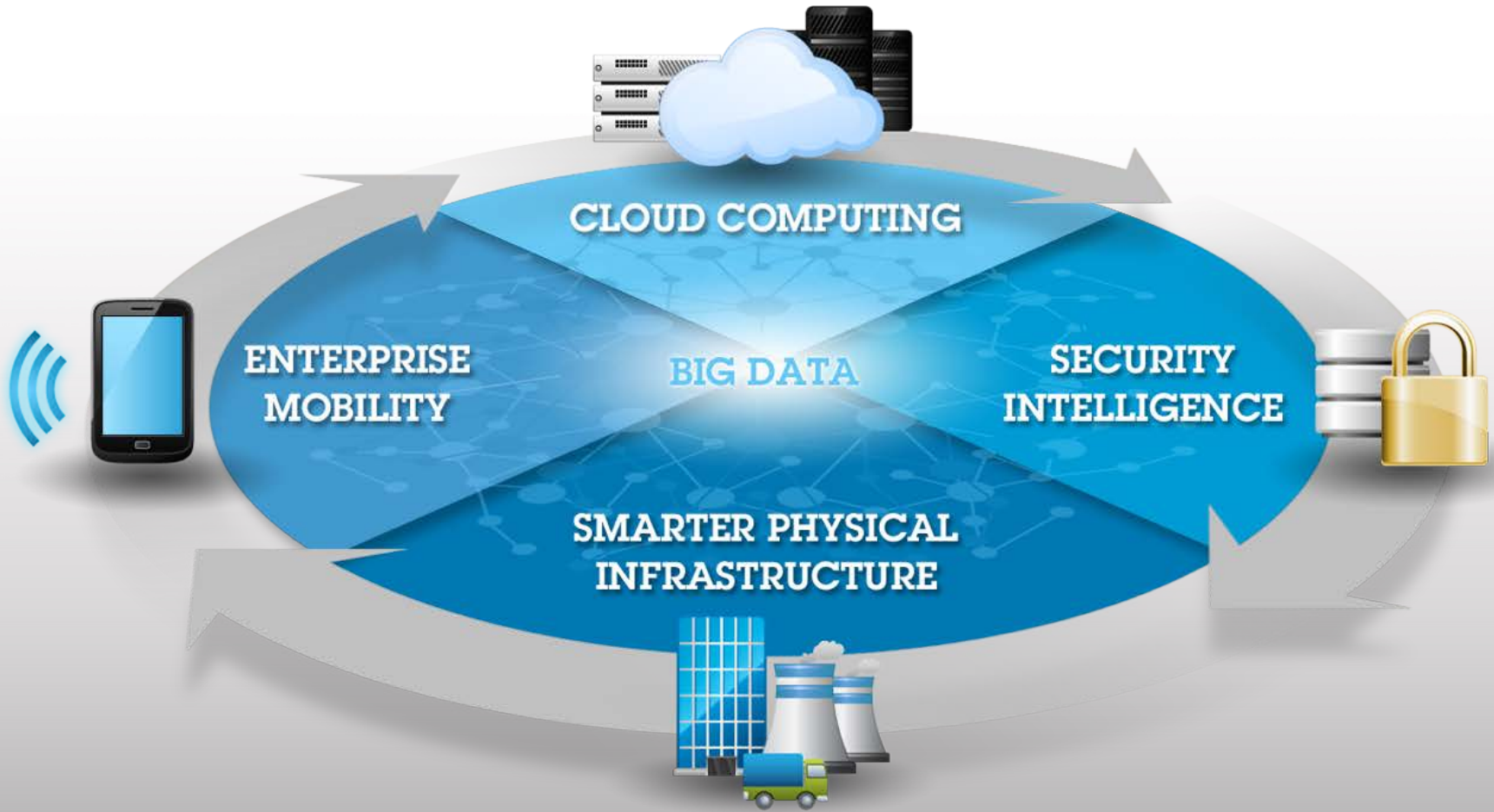


**IBM Next Generation Management Platforms**

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