

# IS THE CLOUD REALLY CHEAPER?

**1** THE CLOUD IS SCALABLE SO THAT YOU ONLY PAY FOR WHAT YOU USE.



**2** WHILE INITIAL COSTS MAY SEEM EXPENSIVE, YOU WILL SEE LESS EXPENSE OVER TIME



**3** THE FEDERAL GOVERNMENT SAVED NEARLY \$5.5 BILLION A YEAR BY MOVING TO CLOUD SERVICES

\*BUT IT MIGHT HAVE SAVED UP TO \$12 BILLION HAD EFFORTS BEEN MORE AGGRESSIVE IN MOVING TO THE CLOUD

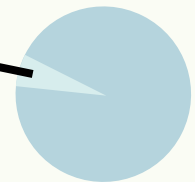
**4** THE CLOUD CAN CHANGE CAPITAL EXPENSES INTO OPERATING EXPENSES

**5** DATA CENTERS CAN WASTE 90% OR MORE OF THE ELECTRICITY THEY PULL OFF THE GRID



**6** IT MANAGERS FOR THE FEDERAL GOVERNMENT REPORTED SPENDING 11% OF THEIR CURRENT, FISCAL YEAR 2013 BUDGETS (\$8.7 BILLION) ON CLOUD COMPUTING

10%



**7** CLOUD PROVIDERS CAN BENEFIT FROM HUGE ECONOMIES FROM SCALE AND ARE ABLE TO OFFER SERVICES AT A LOWER COST