

CLOUD SURVEY RESULTS

WHY CUSTOMERS MOVED TO THE CLOUD.



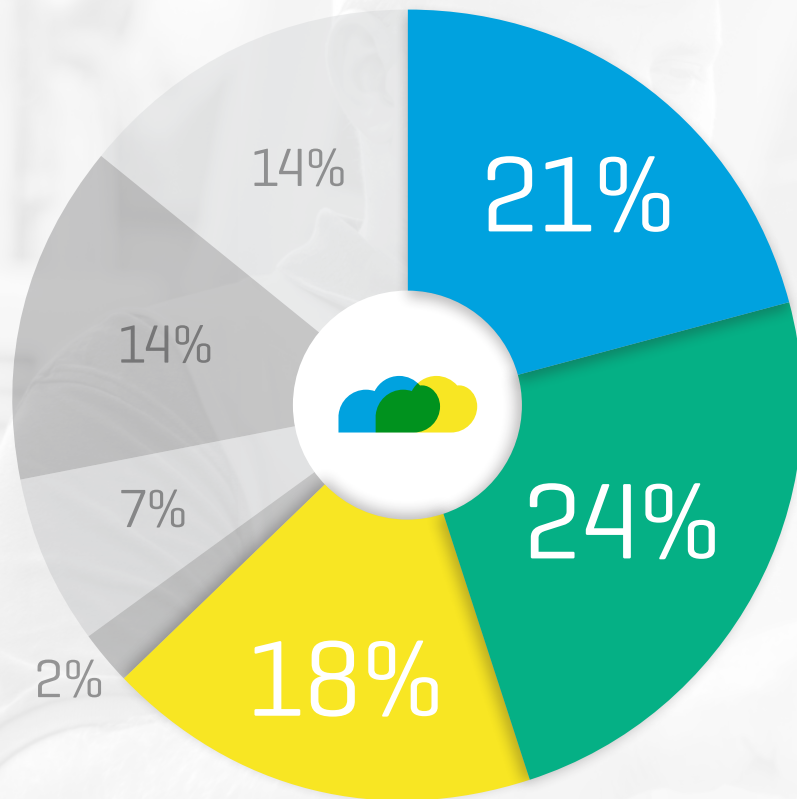
THE RESULTS ARE IN

SEE WHAT OUR CUSTOMERS / CLIENTS HAD TO SAY

Today, more and more construction companies are moving their operations and organizational management to the cloud. Why all the buzz? We at Viewpoint know the real benefits of cloud computing — from faster processing, to security, to anytime, anywhere access and more. But we wanted to learn first-hand why our customers chose to transition to the cloud. So we asked.

Here's what our customers told us.

What are the *top 3 reasons* you moved your ERP system to the cloud?



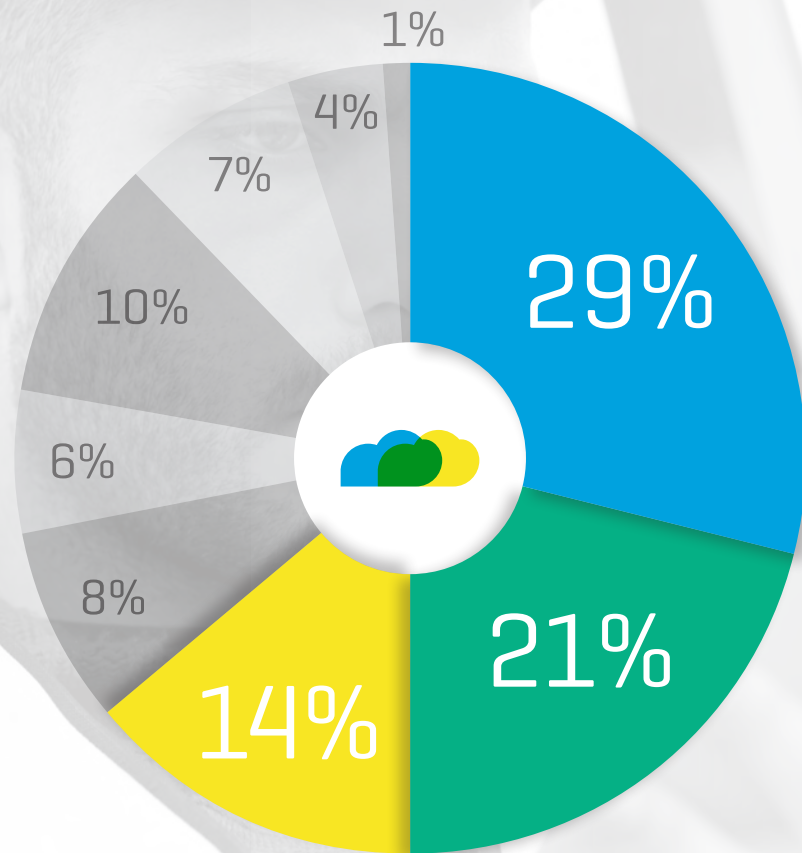
TOP 3 REASONS

1. Staying current with software upgrades was a challenge
2. Employees needed access outside of the office
3. Concerns about data back-ups

OTHER MENTIONS

4. Other — 2%
5. Concern about our on-prem data security — 7%
6. We were facing significant hardware upgrade costs — 14%
7. Rising IT costs — 14%

What are the *top 3 benefits* you gained from transitioning to the cloud?



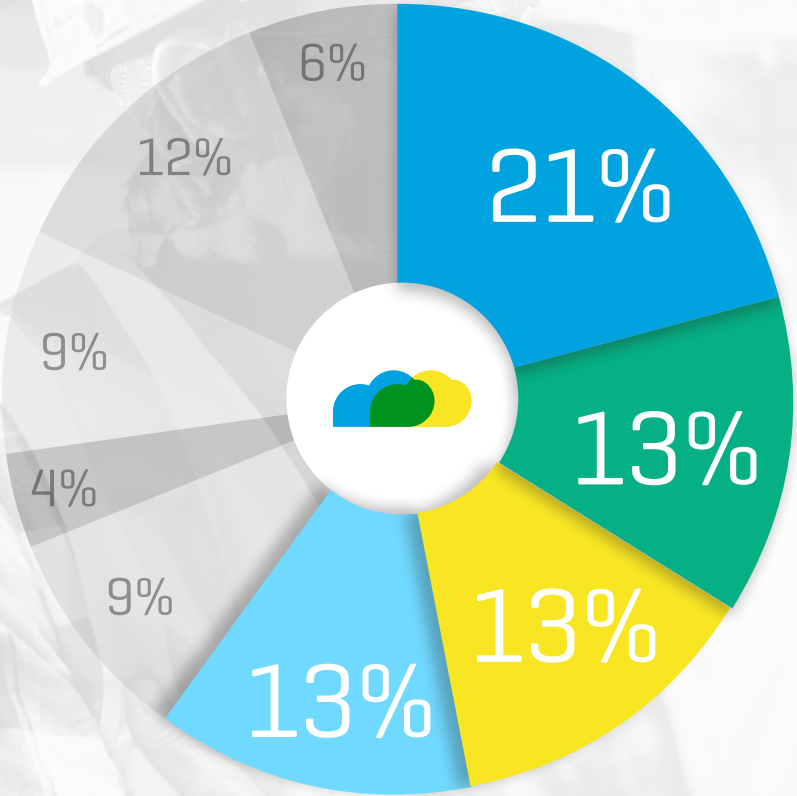
TOP 3 BENEFITS

1. Anytime, anywhere access
2. Guarantee to stay current on the software
3. Avoid hardware upgrade costs

OTHER MENTIONS

4. Enhanced productivity — 8%
5. Security risk — 6%
6. Business continuity/disaster recovery — 10%
7. Reduced IT costs — 7%
8. Performance — 4%
9. Other — 1%

Of the list below, were any of the benefits generated *UNEXPECTED*?



TOP UNEXPECTED BENEFITS

- 1. Enhanced productivity
- 2. Business continuity/disaster recovery
- 3. Guarantee to stay current on the software
- 4. Reduced IT costs

OTHER MENTIONS

- 5. Avoid Security risk— 9%
- 6. Avoid hardware upgrade costs— 4%
- 7. Anytime, anywhere access—9%
- 8. Performance — 12%
- 9. Performance — 6%



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