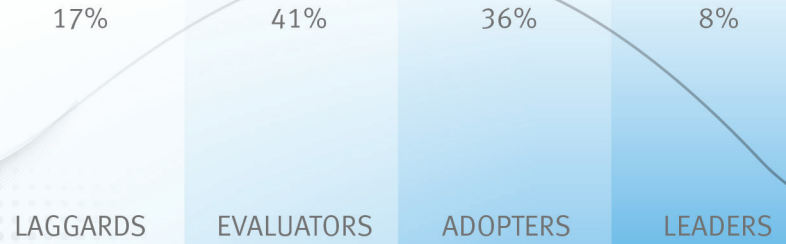


IT Trust CURVE

2013 GLOBAL STUDY



A CRISIS OF CONFIDENCE

MORE MATURE THE BETTER

WHO'S LEADING THE WAY

INVESTING IN TRUST

THE PAYOFF

45% of senior executives lack confidence in their Data Protection, Security and IT Availability



IN THE LAST 12 MONTHS **61%** have suffered

- UNPLANNED DOWNTIME
- DATA LOSS
- SECURITY BREACH

53% OF LEADERS RECOVER DATA IN MINUTES OR LESS
"AVERAGE MATURITY = 27%"



OF LEADERS RECOVER ALL DATA IN EVERY INSTANCE
77%
"AVERAGE MATURITY = 44%"

TOP COUNTRIES



1. CHINA
2. US
3. SOUTH AFRICA

TOP INDUSTRIES



1. FINANCIAL SERVICES
2. LIFE SCIENCES
3. IT & TECHNOLOGY
4. HEALTH CARE

MORE LEADERS TO RAISE IT INVESTMENT

■ Laggards ■ Leaders

INTEGRATED BACKUP & RECOVERY

32% (Laggards) 55% (Leaders)

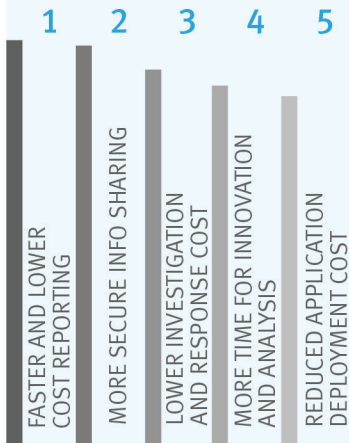
INFORMATION SECURITY

40% (Laggards) 64% (Leaders)

CONTINUOUS AVAILABILITY

40% (Laggards) 64% (Leaders)

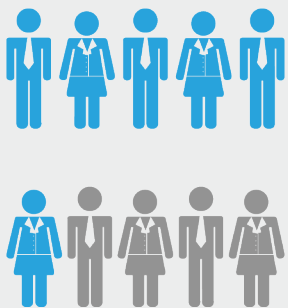
TOP 5 BENEFITS OF IMPROVED SECURITY CONTROLS



CANADA RESULTS

GLOBAL RESULTS

CONFIDENCE



58% of senior executives have confidence in their Data Protection, Security, & IT Availability

BUSINESS DECISION MAKERS

VS

IT DECISION MAKERS

44%



73%

consider IT to be a driver of a resilient & secure infrastructure

CONSEQUENCES

#1

58%

Loss of employee productivity

#2

37%

Loss of revenue

#3

28%

Loss of customer confidence/loyalty