



READY • SET • INNOVATE:

Cross-Country Cloud Preparedness

MeriTalk, in partnership with Amazon Web Services (AWS), interviewed State CIOs and surveyed 150 state and local government (SLG) IT managers to explore cloud progress, challenges, and opportunities ahead.

Hit the Track In the next five years, cloud will impact:

1	S T A R T	Constituent service improvements (94%)
2		Public safety (89%)
3		Elections (83%)
4		Homelessness (73%)
5		Opioid crisis (71%)

But fewer than one in four say their infrastructure, policy, or workforce are well prepared



Hurdles Along the Journey

37% still encounter fear, uncertainty, and doubt from key stakeholders at least once a week

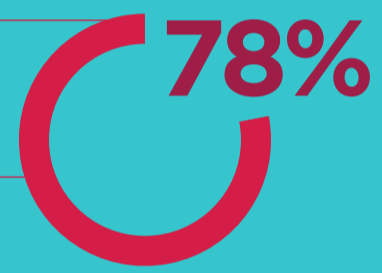
Most significant cloud challenges:

Security concerns 45%	Data security and regulations 39%	Workforce skills gap 27%	Contract/procurement complexities 26%



Making Strides

Despite challenges, 78% say their role is more strategic today than it was three years ago due to increasing cloud options



Benefits of cloud thus far:

- #1 Increased reliability ✓
- #2 Cost savings \$
- #3 Increased flexibility
- #4 Improved security



Resources to Go the Distance

To capitalize on momentum, state and local governments need:

- #1 Cloud education for IT workforce **43%**
- #2 Data sharing across states/municipalities **42%**
- #3 Cloud education for non-IT workforce **37%**
- #3 Clear value proposition with all cloud offerings **37%**

Coaching from the CIOs

To improve cloud-readiness:



“**Assess** where you stand at this moment and what your goals are.”

“There isn’t one cookie cutter approach. You must **evaluate** your data and your preparedness, and then do a cost justification.”

“**Evangelize** and **educate** in order to work on fear, uncertainty, and doubt.”

“**Agile development** – bite off smaller chunks and fail fast.”



AWS offers a broad set of cloud-based products to provide the cost-effective, scalable, and secure infrastructure necessary to make a difference.

To learn how AWS helps state and local government agencies race to the cloud, visit:

aws.amazon.com/stateandlocal



To download the full report visit: www.meritalkslg.com/study/cloud-preparedness