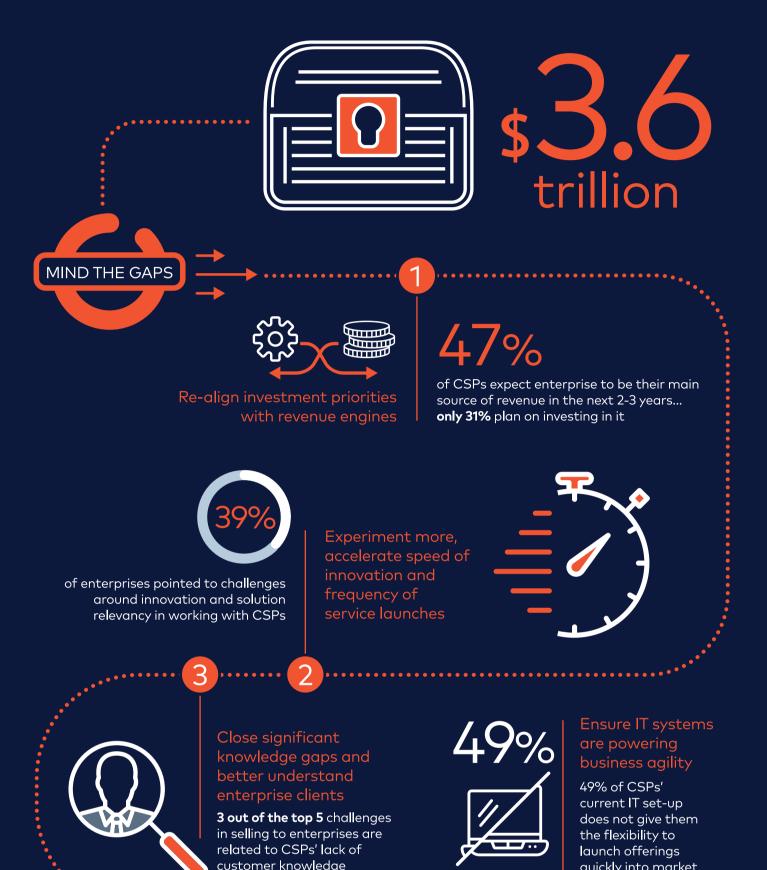
The multi-trillion-dollar CSP enterprise opportunity

97% of enterprises would purchase new tech solutions from CSPs, but first CSPs need to bridge 6 gaps

EXCLUSIVE SURVEY: compares 90 CSP B2B leaders with 250 Enterprise viewpoints on their current and future investment plans, challenges and growth opportunities





querty into market

Develop and harness a growing partner ecosystem

51%

of enterprises more likely to buy from CSPs who collaborate with an ecosystem of partners

Choose the right

partners

Misalignment between who enterprises expect to buy from, and who CSPs are partnering with



Bridge the gaps, unlock the opportunity, grow revenue

47% of enterprises would increase their spend with CSPs by more than 16% if they close these gaps

To learn more, download the <u>full report</u> or visit our <u>Beyond Now website</u>.

