

# O for 2: Journey to the Cloud

## VIDEO TRANSCRIPT

Hey folks! It's Owen for 2. Today's topic is "Journey to the cloud". The reason I picked it is probably the last two or three weeks, this has come up four or five times in a variety of different conversations in and around the market. I thought it might be relevant.

Some of you may have already taken a journey of the cloud, or a small one. Some of you may be thinking about it doing it or just starting, and some may be doing it again for the second or third time. In any case, there's really three things I think about that make it a simple conversation to have or to think through.

One is cost: I think by and large, you're going to be able to take out probably 30%, maybe 40% of the cost of doing same or equivalent services in the cloud than you then you can on-premise. And that's a generalization, I know, and those are always a bit dangerous, but it's an impactful enough number to make it something to think about.

Two, is security: if you're a small or medium-sized enterprise, and a lot of pension entities are, even if you're a ginormous enterprise, right, I still think there's a case to be made that you can get a higher level of security through the cloud than you can by yourself as a single entity on premise. I think there's a lot of data to support that. So that's the second consideration.

Now, the third is just capability. If you look at all the software providers in the market, whether it's a, you know, enterprise function or some specific business application, it doesn't have to just be pension stuff. You're going to find that every software provider is putting their time and attention, and probably their best talent, towards their cloud offerings, not their on-premise solutions. Again, that's a bit of a generalization but, I'd say by and large, that's the case.

If you want to benefit from all the research and investment they're doing, and where their folks spent their time, their money and all their new capabilities, it's their cloud offerings: where that is now, and where it's going to be for the near term.

Those are the three things I think about when talking about the cloud with people.  
Any interest or reaction let me know. Thanks a lot.

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