



KEE	485	8,369,000
NAH	8,569	189,301,000
QOP	6,602	102,698,000
TIK	890	24,697,000
WIG	6,280	84,002,000
AHD	2,485	1,000,000

WWE	PLD	VEER	DMT	OPT
890	6,350	10,985	665	6,800
(-20)	(-200)	(+580)	(-15)	(-115)
MJB	PON	NFR	UGM	GMJ
2,609	7,654	6,522	1,632	3,652
(+35)	(+169)	(+122)	(-54)	(+182)
MMJ	IIT	KLM	CCX	EMH
7,100	7,150	782	1,901	3,280
(-60)	(-150)	(+74)	(+101)	(-120)
HJM	QLC	LSD	SDH	GHS
134	2,022	631	6,887	12,630
(+5)	(-11)	(+40)	(-7)	(+330)

ANKIETA SoDA

Cloud using in SoDA Companies - Report

SoDA's Survey

Cloud survey among member companies

The list of questions in a survey:

Question 1: How do you rate your company's competencies and experience in the cloud area? (scale 1 - 5)

Question 2: Are you planning to increase your competencies in the cloud area in the coming year? (scale 1 - 5)

Question 3: Who is your cloud provider? (multiple choice possible)

Question 4: What are your motivations for moving to the cloud? (multiple choice possible)

Question 5: What are, in your opinion, the challenges of entering the cloud? (multiple choice possible)

Question 6: What model of cloud services are you using? (multiple choice possible)

Question 7: List topics or issues of particular interest to you in the context of cloud (e.g. business / legal / costs / security / technology (what?) / Other (what?))

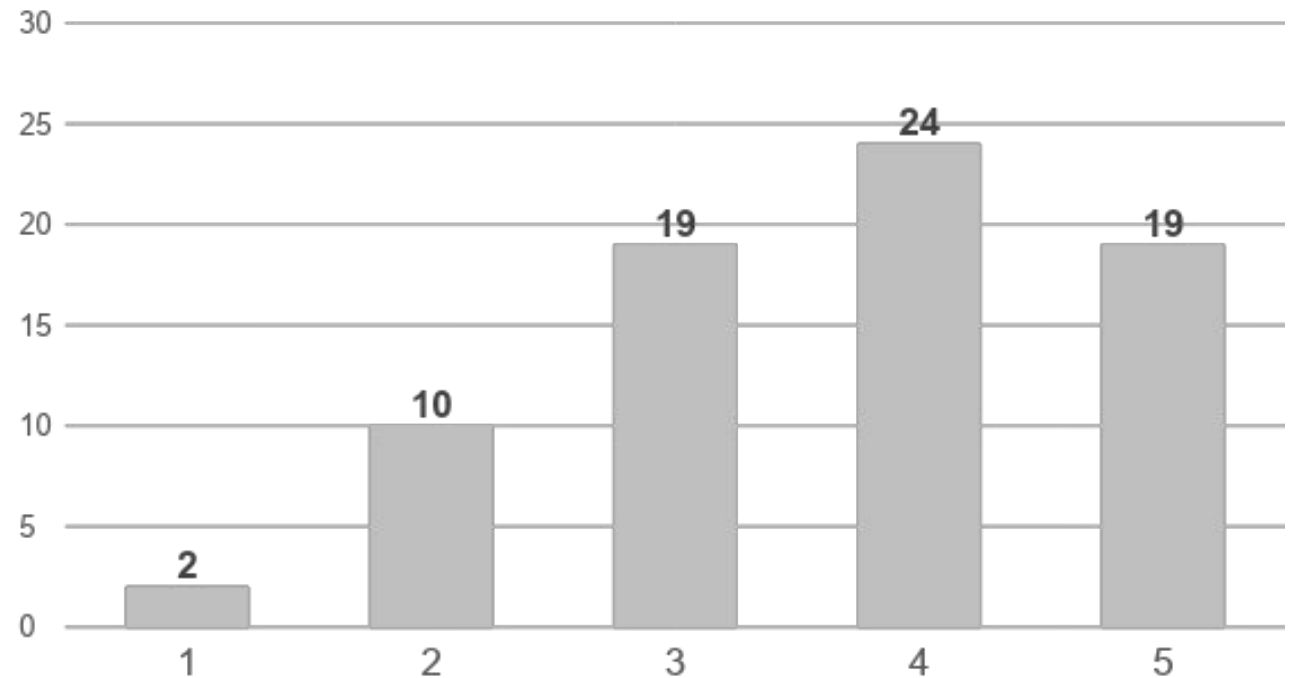
Additional questions: areas of interest of SoDA member companies in the field of the cloud - details

Self-assessment of SoDA member companies in terms of cloud competences



A total of 74 SoDA member companies replied to the question. The average value of all answers is 3.63. Among the companies declaring a low level of competencies in the cloud area (value 1 - 2), only small or medium-sized companies employ several or several dozen people. Most large companies declare high-level competencies in the cloud area (values 4 or 5). Providers of cloud solutions for companies declaring a very high level of competence (5) - multiple choice: AWS - 17 Azure - 14 GCP - 10 Other (Oracle, IBM, Salesforce) - 1

Question 1: How do you rate your company's competencies and experience in the cloud area?
(scale 1 - 5)



Horizontal axis: self-esteem value

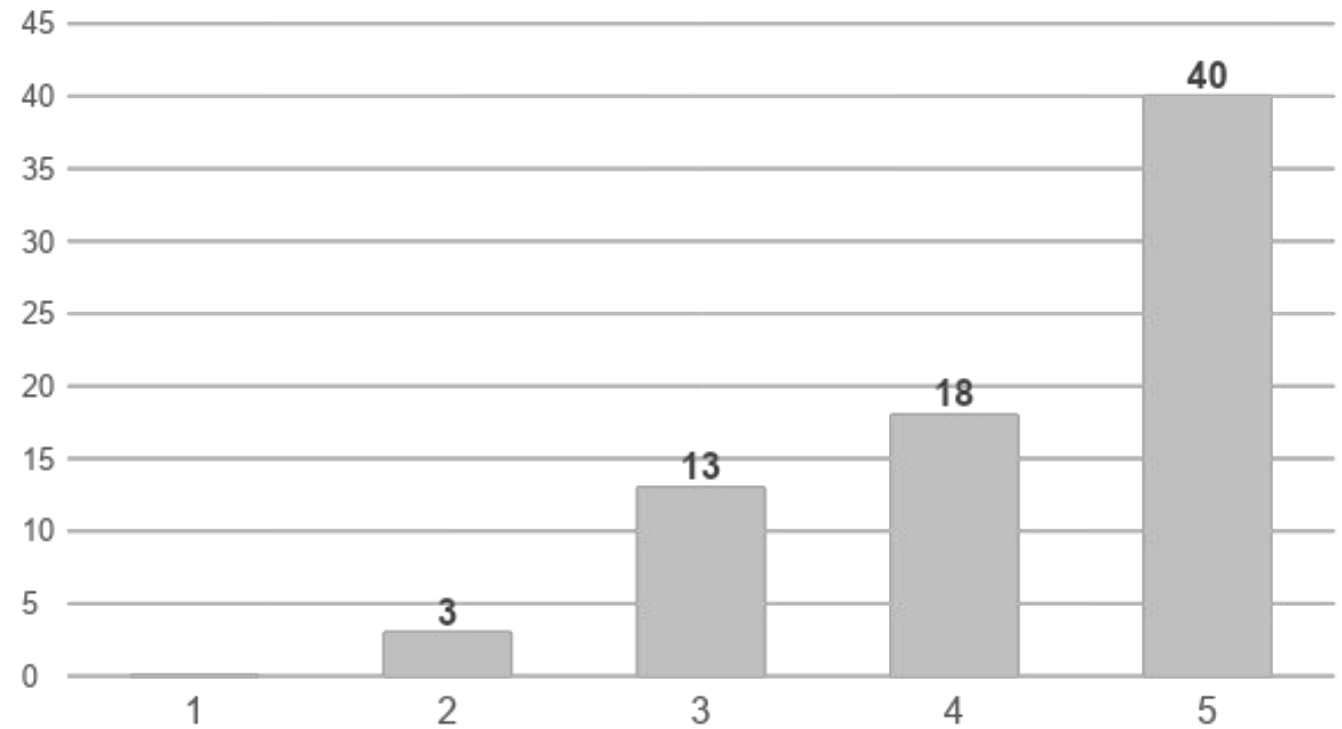
Vertical axis: number of companies that declare their level of competence

Plans of SoDA member companies to increase competences in the cloud area in the coming year

A total of 74 SoDA member companies replied to the question. All companies plan to increase their competencies in the cloud area, including the vast majority, significantly or very significantly. The average value of all answers is 4.28. Companies with higher cloud competencies are more interested in increasing them further.

Planned scale of increasing cloud competences	Average level of cloud competences declared in a given group
5	3,9
4	3,5
3	3,15
2	3
1	-

Question 2: Are you planning to increase your competencies in the cloud area in the coming year? (scale 1 - 5)

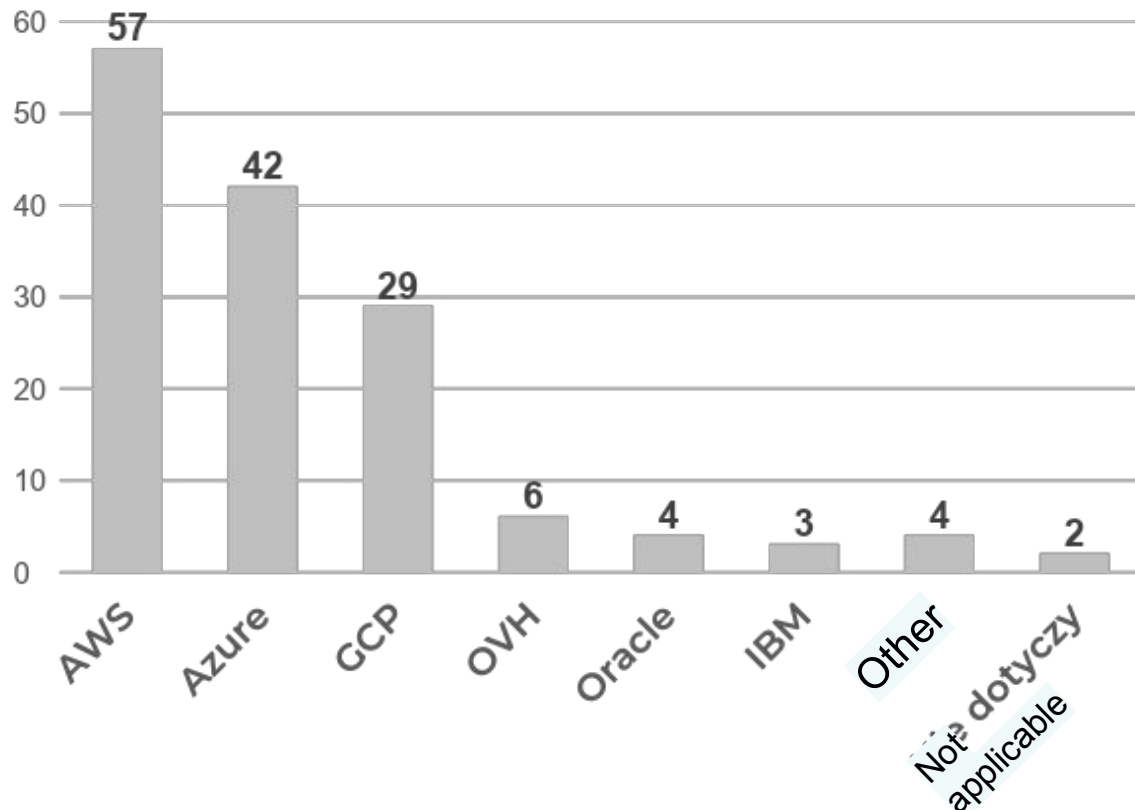


Horizontal axis: the planned scale of increasing cloud competences
Vertical axis: number of companies that declare their level of competence

Cloud Solution Providers for SoDA member firms

Question 3: Who is your cloud provider?

(multiple choice possible)



Inne: SAP, Hetzner, Salesforce, DigitalOcean, indirect solutions

A total of 74 SoDA member companies replied to the question.

Companies using a single cloud solution provider: 28

Including:

- Only AWS users: 16
- Azure-only: 7;
- Using GCP Only: 3;
- Using only one other supplier: 2;

Companies using two cloud solution providers: 18

Including:

- AWS i Azure : 11;
- AWS i GCP: 4;
- Azure and other: 2;
- GCP and other: 1;

Companies using three or more cloud solution providers: 26

Companies without a cloud service provider: 2

Motivations regarding the use of cloud solutions by SH

Question 4: What are your motivations for moving to the cloud? (multiple choice possible)

Ease of scaling services

Seamless increase of resources (computing power and management)

Cloud-based agility

Customer demand

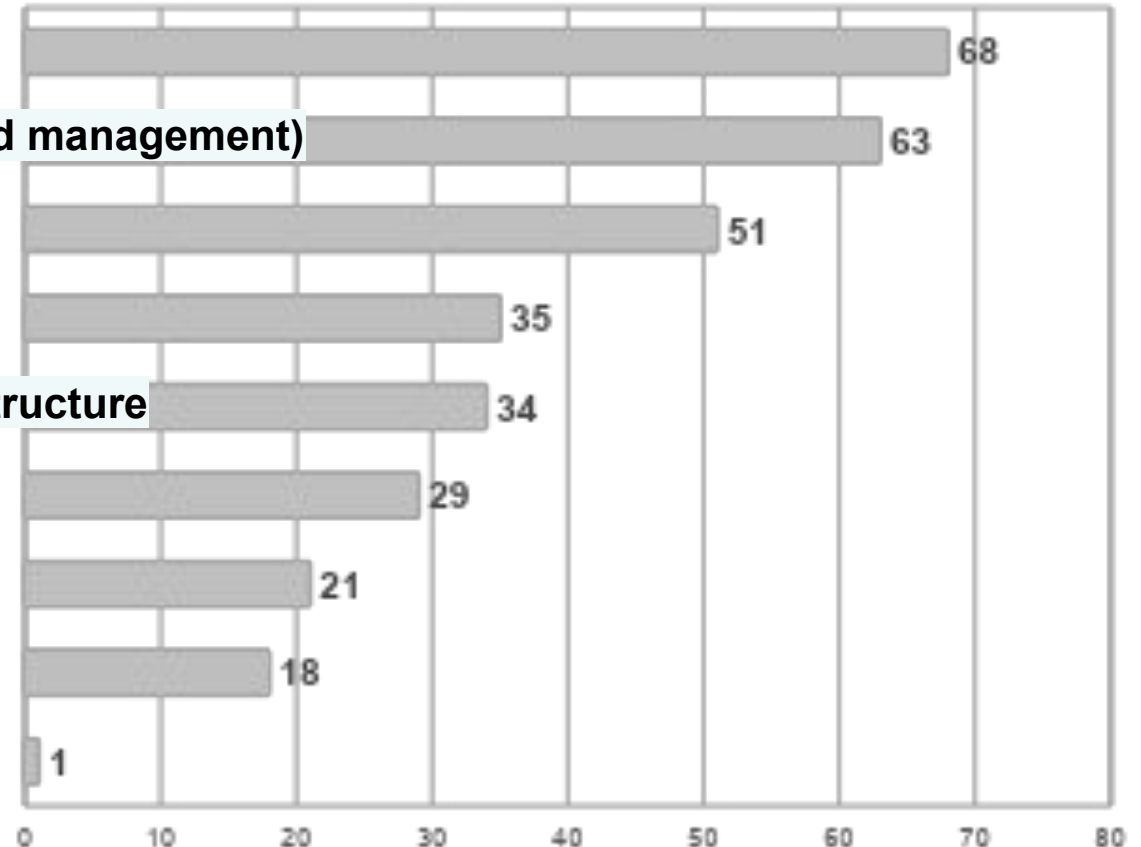
Lowering the costs of maintaining the hardware infrastructure

Increasing security

Ability to react quickly to problems

The competition is already there

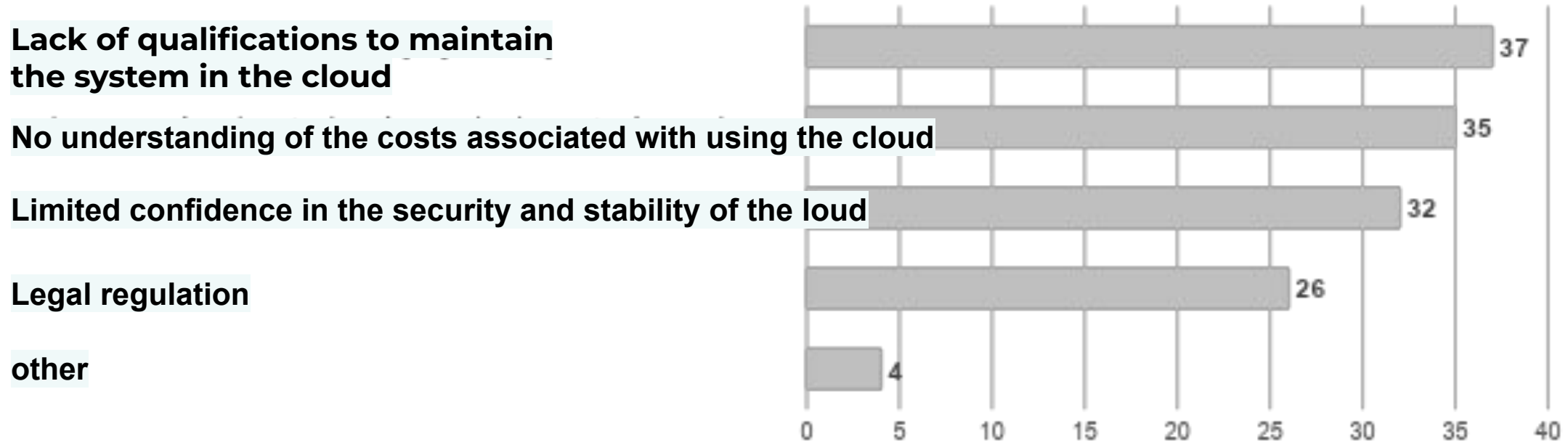
Easy access to AI / ML products



A total of 74 SoDA member companies replied to the question.

Cloud challenges

**Question 5: What are, in your opinion, the challenges of entering the cloud?
(multiple choice possible)**



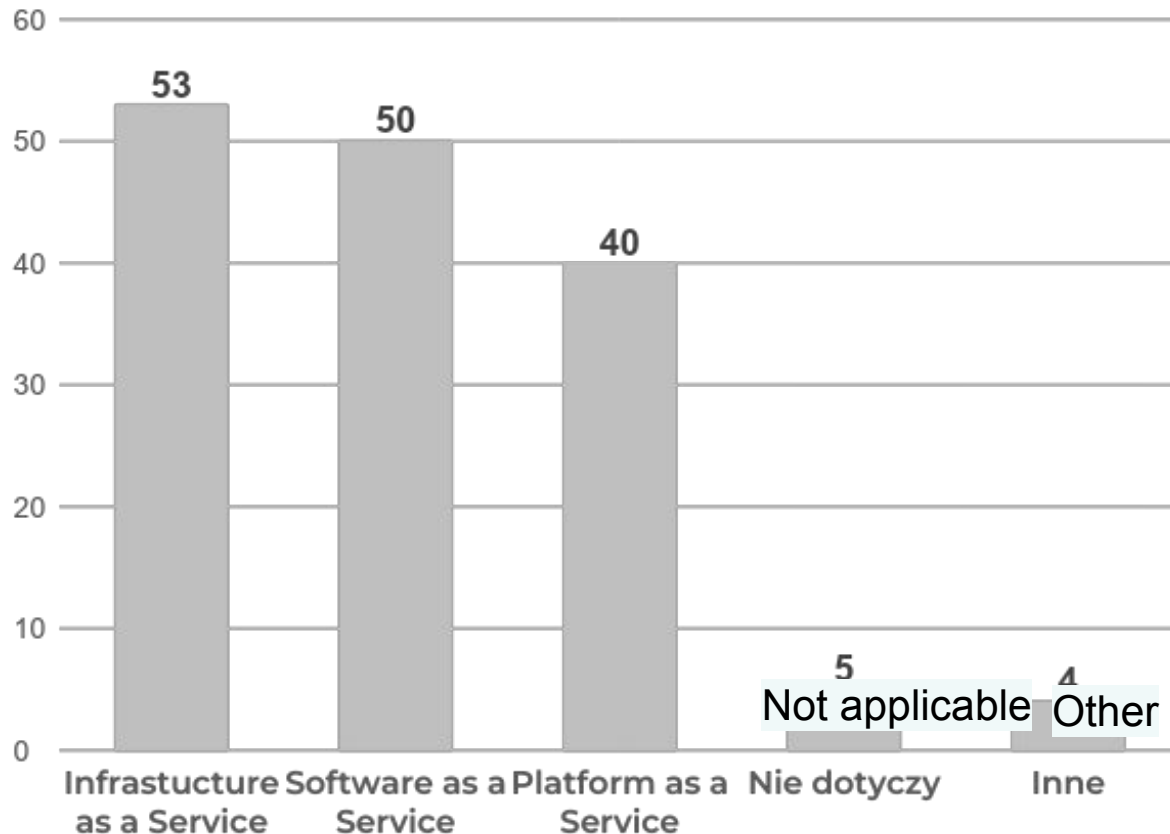
Lack of qualifications to maintain the system in the cloud is the most frequently selected answer, regardless of the company's level of competence and experience in the cloud area.

Other: In ERP systems: TCO is often very unattractive, Different APIs, different from each vendor, fixed costs of using the services, Systems not ready to be maintained in the cloud (prices)

A total of 67 SoDA member companies responded to the question.

Cloud service models used by SH

Question 6: What model of cloud services do you use? (multiple choice possible)



A total of 74 SoDA member companies replied to the question.

Companies using all three cloud service models: 26

Companies using two models of cloud services: 22

Including:

- IaaS i SaaS: 11;
- IaaS i PaaS: 5;
- PaaS i SaaS: 6;

Companies using one cloud service model: 19

Including:

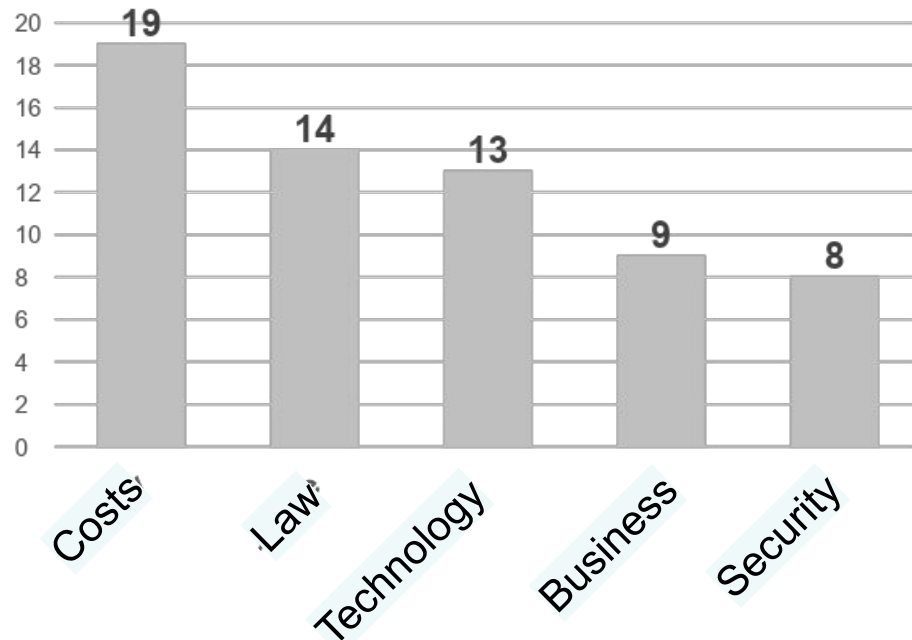
- IaaS: 10;
- PaaS: 2;
- SaaS: 6;
- Infrastructure as Code: 1;

Companies assessing their competencies in the cloud at level 1 or 2 use one service model or marked the answer "Not applicable"

The areas of interest of SoDA member companies in the field of the cloud

Question 7: List topics or issues of particular interest to you in the context of cloud (e.g. business / legal / costs / security / technology (what?) / Other (what?))

General ranges indicated by the respondents



Detailed scopes indicated by the respondents (compilation):

- Cloud in the financial sector
- Data privacy protection in the context of legal regulations of individual countries - highly regulated sectors (fintech, security).
- vertical healthcare and retail services;
- Legal regulations (KNF - what is the process of obtaining consent).
- Legal (e.g., GDPR), cost optimization issues, and a full Serverless approach.
- cost optimization and legal and regulatory issues
- The cost-effective architecture of cloud solutions
- Real cost estimation, Cloud services cost management
- Security of cloud and hybrid solutions
- Manage your scale services in the cloudcontainerization / k8s and solutions supporting DevOps activities Docker, Kubernetes, Terraform
- technology (java, php, python, nodejs)
- DevOps, SaaS, Analytics, ai, iot
- automation of business processes
- Serverless, DATA, Microservices issues