**February 14th 2014**

**Jack Jones**   
CIO

ABC Industries

**QTS Releases Study: Trends in Datacenter Technology**

Dear Mr. Jones

Recently we engaged an independent research company to conduct a study to uncover the most important trends in the adoption of cloud-based technology and services for State and Local government entities, as well as public Colleges and Universities.

We are writing you, (Mrx) (MrY) and (Ms z), as members of the team who may benefit from the information collected through the study. The study was based on key insights derived from your industry peers, including select employees from your team. The research firm uncovered some surprising information on how companies are leveraging the cloud and cloud-based services to create value for their organizations. For Example:

* **71% of Respondents cited data security as a key barrier to adopting cloud technology.**
* **Only 11% of Respondents interviewed** report having an application infrastructure optimized for employing cloud-based infrastructure and managed services.
* **70% of Government Respondents plan** to host applications on cloud-based infrastructure.
* **60% of Government Respondents plan** to employ cloud-based infrastructure for data storage.
* **Regulatory Compliance and Information Security** were top concerns relative to and cloud-based managed service environment for all public sector respondents.

We have discovered a number of facts and trends we believe you will find of interest and we would like to share the results and conclusions with you. For a presentation outline, please visit qtsdatacenters.com/NewStudy.

We will contact you to arrange a free learning opportunity or you can schedule a meeting on-line.

Sincerely,

QTS TEAM MEMBER