Methodology

The 2013 results are based on a national sample of 500 online surveys among Information Technology (IT) executives in companies with over $25 million in annual revenue.

- The 2012 results are based on 504 online surveys among Information Technology (IT) executives in companies with over $25 million in annual revenue; 98% have revenues in excess of $25 million, and 2% represent government entities.
- The 2011 results are based on 401 online surveys among Information Technology (IT) executives in companies with over $25 million in annual revenue.
- The 2010 results are based on 530 online surveys among Information Technology (IT) executives in companies with over $10 million in annual revenue.
- The 2009 results are based on 502 online surveys among Information Technology (IT) executives in companies with over $25 million in annual revenue.

The samples for 2009 through 2012 consisted of online surveys in selected market areas, e.g., Florida, Los Angeles/Orange County DMA, New York DMA.

The sample for 2013 consists of a national online survey which was not targeted to individual market areas.
Which of the following statements best describes your business’s approach to business continuity planning?

- Always been a priority
- Been a priority in recent years
- Important but not a high priority
- Not important
- Don't know/None of these

2013: Always been a priority = 42%, Been a priority in recent years = 55%, Important but not a high priority = 26%
2012: Always been a priority = 48%, Been a priority in recent years = 50%, Important but not a high priority = 28%
2011: Always been a priority = 50%, Been a priority in recent years = 23%, Important but not a high priority = 21%
2010: Always been a priority = 48%, Been a priority in recent years = 21%, Important but not a high priority = 22%
2009: Always been a priority = 55%, Been a priority in recent years = 23%, Important but not a high priority = 21%
Does your organization have a business continuity plan?

- No: 10% (2013), 9% (2012), 10% (2011), 12% (2010), 10% (2009)
- Don't know: 3% (2013), 5% (2012), 6% (2011), 5% (2010), 7% (2009)
In the event of a disaster:

**Do you have special arrangements for communicating with key executives, such as the CEO, CFO, etc.?**

**Do you have email or text messaging capabilities to reach employees outside of work?**

**Do you have systems in place that enable most employees to work from home or remote locations?**

**Do you have automated calling systems to reach employees by telephone or cell phone outside of work?**

* Less than one-half of one percent (don’t know)
How would you characterize your IT budget for 2013?

- Budget higher than previous two years: 54% (2013), 47% (2012), 43% (2011), 32% (2010), 24% (2009)
- Budget lower than previous two years: 10% (2013), 16% (2012), 21% (2011), 26% (2010), 32% (2009)
- Budget remained the same: 40% (2013), 35% (2012), 35% (2011), 33% (2010), 32% (2009)

Don't know: 1% (2013), 2% (2012), 3% (2011), 5% (2010), 3% (2009)
Are you investing in any new telecommunications technologies in 2013?

<table>
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<th>Year</th>
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<tbody>
<tr>
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<td>70%</td>
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<td>26%</td>
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<td>16%</td>
<td>3%</td>
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<td>22%</td>
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<tr>
<td>2009</td>
<td>80%</td>
<td>28%</td>
<td>7%</td>
</tr>
</tbody>
</table>
How concerned is your organization about the trend toward increasing use of mobile networks and devices and its impact on security threats?

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Are cloud services a part of your corporate infrastructure today?

<table>
<thead>
<tr>
<th>Year</th>
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<th>Don't Know</th>
</tr>
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<tbody>
<tr>
<td>2011</td>
<td>62%</td>
<td>45%</td>
<td>5%</td>
</tr>
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<td>2012</td>
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<td>36%</td>
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<tr>
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<td>44%</td>
<td>5%</td>
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