

The C-suite cheat sheet

What IT leaders need to win executive buy-in for cloud and app modernization.

Spend is up. Satisfaction isn't.

76% of organizations said they were increasing cloud spending in 2025.

Only 43% are fully satisfied with their cloud ROI.

76%

43%

Nearly two-thirds of organizations haven't achieved the value they expected. The reason? Migrating without modernizing trades one set of problems for another. Complexity persists. Costs stay high.

The fix starts with speaking the board's language.

Boards speak business. Not IT.

Connect every modernization decision to these four priorities instead.

1 Financial discipline



82% of business executives view cloud and IT as profit centers. Complexity is the number one budget blocker — and the first thing modernization fixes.

Frame your ask around lower OPEX, predictable ROI, and repositioning IT as a revenue driver.

2 Risk and resilience



Security built into every architecture layer means:

Less scrambling

Fewer gaps

Audit readiness

3 Growth enablement

These revenue conversation points get modernization funded:



Faster releases



Better customer experiences



Scalable infrastructure

4 Competitive positioning

73% of executives see agentic AI as critical.



Only 36% feel ready.

Just 15% are using AI agents.

Close that gap and you have a compelling case for AI-ready infrastructure investment.



Cloud transformation

Lower infrastructure costs
Faster application performance
Predictable and efficient migrations

The return on getting it right

Strategic modernization delivers measurable value across the business.

Application development and transformation

Reduced technical debt
Security at every layer
Applications built to scale

The ask: be specific

Walk into that room knowing exactly what you need.

Budget approval

Resources tied to measurable milestones and clear ROI expectations

1

Portfolio rationalization

Approval to retire legacy applications that no longer pull their weight

2

Strategic integration

Cross-functional backing that embeds modernization into business strategy

3

AI-ready infrastructure

Investment to bridge the gap between AI ambition and AI readiness

4

Ready to make your case?

We're here to help.

Cloud-certified staff in 110 countries

Deep expertise across industries

Proven real-world results

Download the full guide, *Why Cloud and App Modernization Can't Wait*, at unisys.com. →