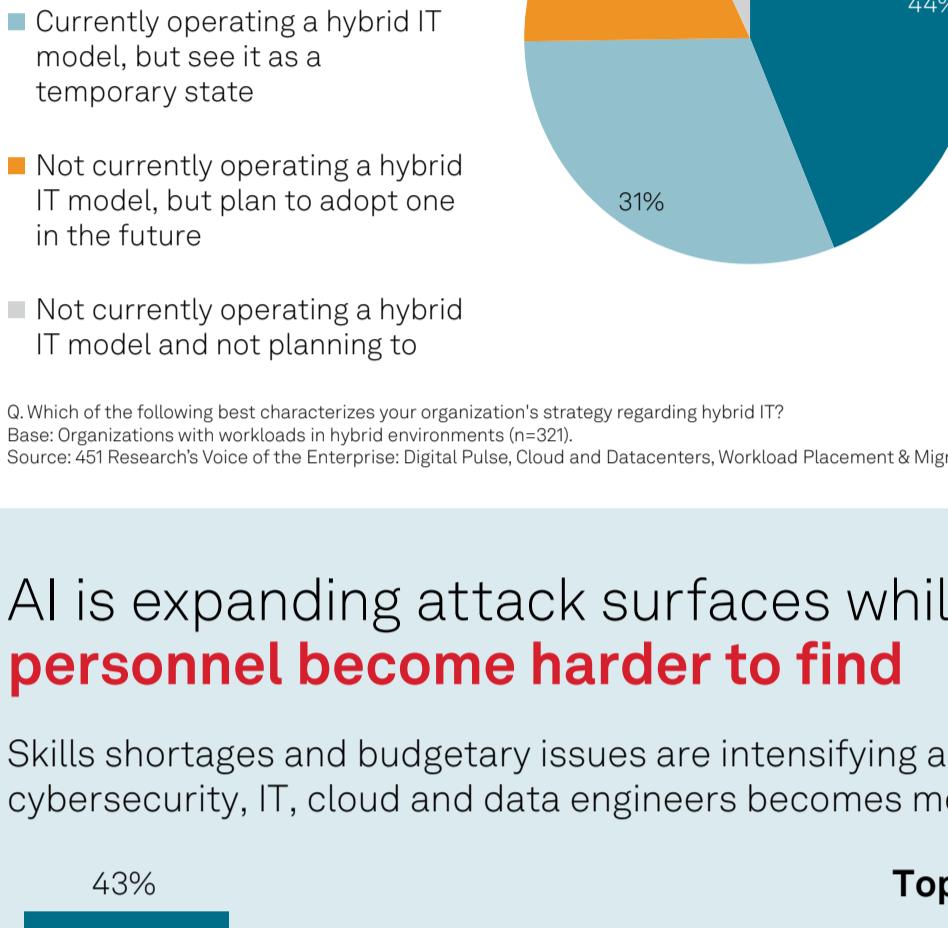


The hybrid cloud reality: How managed SaaS helps organizations navigate complexity in the AI era

Discover how managed SaaS platforms can support **security and efficiency** across cloud and on-premises environments



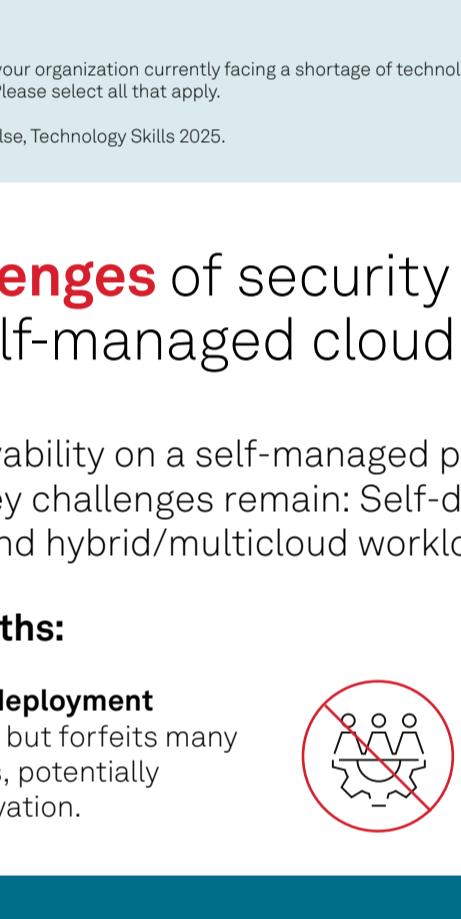
Organizations **move more data and workloads** to the cloud every year



Cloud (SaaS, IaaS, PaaS) adoption is expected to increase significantly in the next 12 months, driven by application modernization, business transformation and AI.

Meanwhile, **hybrid IT models remain the norm** for many

- Currently operating a hybrid IT model and plan to continue for the foreseeable future
- Currently operating a hybrid IT model, but see it as a temporary state
- Not currently operating a hybrid IT model, but plan to adopt one in the future
- Not currently operating a hybrid IT model and not planning to



Many organizations will maintain cloud and on-premises "hybrid" IT models for the foreseeable future, driven by regulatory compliance, security or financial reasons.

AI is expanding attack surfaces while **skilled personnel become harder to find**

Skills shortages and budgetary issues are intensifying as recruiting skilled AI, cybersecurity, IT, cloud and data engineers becomes more challenging every year.



Q. In which, if any, of the following areas of technology is your organization currently facing a shortage of technology skills (i.e., lacking a required skill that limits your capacity to operate existing systems or to execute new initiatives)? Please select all that apply.
Base: Organizations with workloads in hybrid environments (n=321).
Source: 451 Research's Voice of the Enterprise: Digital Pulse, Cloud and Datacenters, Workload Placement & Migration (Combined Study) 2025.

Overcoming challenges of security and observability in self-managed cloud platforms

Running security and observability on a self-managed platform (IaaS, PaaS) can address some of these issues, but key challenges remain: Self-deploying software in the cloud requires specialized skills, and hybrid/multicloud workloads add further complexity.

Potential modernization paths:



On-premises deployment

retains control but forfeits many AI-era benefits, potentially hindering innovation.



Self-deploying in public cloud

can unlock elasticity but requires scarce skill sets and dedicated resources, retaining much of the operational burden.

A managed SaaS solution can offload infrastructure management, reduce administrative overhead and free teams to focus on high-value outcomes. Many SaaS platforms work across on-premises and multicloud environments.

Source: 451 Research's Voice of the Enterprise: Information Security, Technology Road Map 2025.

Regulations are also a major consideration.

State lawmakers in the US introduced nearly 700 AI-related bills in 2024...

Managed cloud solutions enable organizations to **focus on outcomes** of security/observability instead of thinking about new regulations.

Source: Business Software Alliance, October 22, 2024. <https://www.bsa.org/news-events/news/2025-state-ai-wave-building-after-700-bills-in-2024>.

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... and 113 were enacted into law.

Managed SaaS providers **assume some of the regulatory burden** for their customers.

In a recent 451 Research survey, **60%** of respondents reported having SaaS security products in use, with another **26%** in proof of concept or planning to implement in the next 12 months.

Source: 451 Research's Voice of the Enterprise: Information Security, Technology Road Map 2025.

A practical solution for realizing the benefits of cloud and AI while reducing risk

Security and observability solutions delivered as SaaS can unlock the benefits of **cloud-based, AI-driven modernization**, particularly for hybrid IT estates with multiple cloud providers and on-premises IT.

Considerations when evaluating SaaS vendors include:

Hybrid flexibility and incremental deployment: Enable gradual roll out while supporting data residency requirements and maintaining security across hybrid environments.

Advanced queries and AI assistance: Support for natural language queries and guided workflows can speed triage, reduce false positives and improve investigative throughput.

Platform and workload efficiency: Unified operations enables standard controls and align spending with business-critical use cases while optimizing cost and performance.

Support for emerging AI technologies such as agentic AI: Flexible deployment options while maintaining security.

The move to cloud continues to accelerate

Standardizing on a single managed security and observability platform delivered as a service can be an **excellent strategy** for enterprises concerned with skills shortages, hybrid cloud support and the coming wave of AI-fueled innovations and risks.

Expanding attack surfaces may create a perceived trade-off between innovation and security. Managed SaaS can help mitigate this trade-off by enabling IT

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a CISCO company

Embrace the Hybrid Reality with Splunk Cloud Platform. Splunk understands that hybrid IT is here to stay - and we're built for it. Whether your workloads span multiple clouds, on-premises environments, or both, Splunk Cloud Platform delivers consistent visibility, security, and performance across your entire deployment. By reducing security risks by up to 70%, enabling 3x higher-value use cases, and generating an average of \$1.1M in additional revenue for workloads migrated to the cloud, we help organizations turn complexity into competitive advantage.

Empower your teams, accelerate innovation, and unlock the full potential of your hybrid cloud strategy - with Splunk as your partner.

Discover how migrating to the Splunk Cloud Platform can maximize your hybrid investments - [learn more](#).

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